

|                              |     |          |                 |             |  |
|------------------------------|-----|----------|-----------------|-------------|--|
| TYPE OF RECORD AND HERD CODE |     |          | SCHED ULING DAY | DATE TESTED |  |
| ST.                          | CO. | HERD NO. | MO.             | DAY         |  |
| 52                           |     |          |                 |             |  |

PAGE

7-2015 SUMMARY (MSC0991) STATE AVERAGE

NO. HERDS= 252

PRODUCTION, INCOME, AND FEED COST SUMMARY

| DESCRIPTION                         | DAILY AVERAGE PER COW ON TEST DAY |               | ROLLING YEARLY HERD AVERAGES |               |
|-------------------------------------|-----------------------------------|---------------|------------------------------|---------------|
|                                     | NUMBER                            | %             | NUMBER                       | %             |
| TOTAL COWS                          | 206                               |               | 207.1                        |               |
| COWS IN MILK                        | 177                               | 86            | 182.2                        | 88            |
| MILK LBS. (ALL COWS)                | 62.3                              |               | 23,505                       |               |
| B'FAT LBS. (ALL COWS)               | 2.23                              |               | 863                          |               |
| B'FAT PERCENT                       | 3.6                               |               | 3.7                          |               |
| PROTEIN LBS.(ALL COWS)              | 1.83                              |               | 695                          |               |
| PROTEIN PERCENT                     | 3.0                               |               | 3.0                          |               |
| MILK LBS.(MILKING COWS)             | 72.4                              |               |                              |               |
|                                     | MILKING COWS                      | ALL COWS      |                              |               |
| SILAGE                              | LBS. CONSUMED                     | LBS. CONSUMED | %ENE                         |               |
|                                     | 51                                | 49            | 17,867                       |               |
| OTHER SUCCULENTS OR BLENDED RATIONS | LBS. CONSUMED                     | LBS. CONSUMED | %ENE                         |               |
|                                     | 31                                | 29            | 8,884                        |               |
| DRY FORAGE                          | LBS. CONSUMED                     | LBS. CONSUMED | %ENE                         |               |
|                                     | 2                                 | 2             | 679                          |               |
| OTHER FEEDS                         | LBS. CONSUMED                     | LBS. CONSUMED | %ENE                         |               |
|                                     | 2                                 | 2             | 585                          |               |
| PASTURE                             | PASTURE (YES OR NO)               | DAYS          | %ENE                         |               |
|                                     | Y                                 | 9             |                              |               |
| CONCENTRATES                        | LBS. CONSUMED                     | LBS. CONSUMED | %ENE                         |               |
|                                     | 10                                | 9             | 4,803                        |               |
| VALUE OF PRODUCT \$                 | 13.22                             | 11.16         | 4,992                        |               |
| COST OF CONCENTRATES \$             | 1.56                              | 1.49          | 464                          |               |
| TOTAL FEED COST \$                  | 5.16                              | 4.93          | 1,302                        |               |
| INCOME OVER FEED COST \$            | 8.06                              | 6.23          | 3,690                        |               |
| FEED COST PER CWT. MILK \$          | 7.12                              | 7.91          | 5.55                         |               |
| MILK BLEND PRICE                    | PER CWT                           | %FAT          | %PROT                        |               |
|                                     | 18.16                             | 3.6           | 3.1                          | 21.23 3.7 3.0 |

REMARKS:

| ASSOC. | MILK LAB |        | PROCESSING CENTER    |                      |        |     |
|--------|----------|--------|----------------------|----------------------|--------|-----|
|        | RECEIVED | MAILED | BARN SHEETS RECEIVED | LAB RESULTS RECEIVED | MAILED |     |
| SUPV.  | MO.      | DAY    | MO.                  | DAY                  | MO.    | DAY |

REPRODUCTIVE SUMMARY

SUMMARY OF CURRENT BREEDING HERD

|                             |  |                    |                   |                           |                 |                      |                    |                     |
|-----------------------------|--|--------------------|-------------------|---------------------------|-----------------|----------------------|--------------------|---------------------|
| TOTAL COWS IN BREEDING HERD | COWS WITH NO SERVICE DATES OR DIAG. OPEN |                    |                   | DAYS OPEN AT LAST SERVICE |                 |                      |                    | DAYS TO 1ST SERVICE |
| 67                          | OPEN VWP TO 100 DAYS                     | OPEN OVER 100 DAYS | NUMBER DIAG. OPEN | FEWER THAN VWP            | VWP TO 100 DAYS | OPEN 100 TO 130 DAYS | OPEN OVER 130 DAYS |                     |
|                             | 11                                       | 12                 | 4                 | 2                         | 14              | 8                    | 20                 | 89                  |
|                             | 60                                       | 16                 | 18                | 6                         | 3               | 21                   | 24                 |                     |

YEARLY REPRODUCTIVE SUMMARY

| DATE OF TEST | % HEATS OBS. | NUMBER SERVICES | % SUCCESSFUL | NUMBER CONFIRM. PREG. | NUMBER CALVING | TOTAL PREGNANT COWS |
|--------------|--------------|-----------------|--------------|-----------------------|----------------|---------------------|
| 8-14         | 45           | 34              | 33           | 12                    | 23             | 98                  |
| 9-14         | 46           | 39              | 32           | 11                    | 25             | 104                 |
| 10-14        | 46           | 44              | 35           | 13                    | 24             | 100                 |
| 11-14        | 48           | 45              | 36           | 12                    | 22             | 88                  |
| 12-14        | 49           | 45              | 40           | 17                    | 21             | 86                  |
| 1-15         | 47           | 39              | 41           | 18                    | 21             | 79                  |
| 2-15         | 45           | 48              | 39           | 20                    | 25             | 95                  |
| 3-15         | 46           | 42              | 37           | 17                    | 20             | 94                  |
| 4-15         | 47           | 42              | 39           | 17                    | 19             | 88                  |
| 5-15         | 46           | 35              | 34           | 14                    | 16             | 93                  |
| 6-15         | 44           | 35              |              | 16                    | 19             | 97                  |
| 7-15         | 44           | 40              |              | 16                    | 22             | 104                 |
| AVERAGES     | 46           | 41              | 37           | 15                    | 21             | 93                  |
| TOTALS       |              | 488             |              | 183                   | 257            |                     |

REPRODUCTIVE SUMMARY OF TOTAL HERD

| STAGE OF LACTATION PROFILE | DAYS OPEN AT 1ST SERVICE |                             |                      |                      | AVG. DAYS TO 1ST SERVICE | SERVICES PER PREGNANCY |          |                  |           | PROJECTED MINIMUM | SERVICE OR HEAT INTERVALS |                  | SERVICES FOR PAST 12 MONTHS |                |               |                     |
|----------------------------|--------------------------|-----------------------------|----------------------|----------------------|--------------------------|------------------------|----------|------------------|-----------|-------------------|---------------------------|------------------|-----------------------------|----------------|---------------|---------------------|
|                            | NUMBER FEWER THAN VWP    | NUMBER FROM VWP TO 100 DAYS | NUMBER OVER 100 DAYS | NUMBER OVER 130 DAYS |                          | PREG. COWS             | ALL COWS | CALVING INTERVAL | DAYS OPEN |                   | INTERVAL LENGTH           | NUMBER INTERVALS | SERVICE NUMBER              | NUMBER SERVICE | % SUC-CESSFUL | SERVICE SIRE PTA \$ |
| 1ST LACT                   | 8                        | 42                          | 10                   | 89                   | 2.1                      | 2.7                    | 13.9     | 142              | 18-24     | 64                | 1ST                       | 181              | 39                          | 489            |               |                     |
| 2ND LACT                   | 6                        | 29                          | 8                    | 90                   | 2.1                      | 2.8                    | 13.9     | 143              | 36-48     | 54                | 2ND                       | 104              | 36                          | 495            |               |                     |
| 3+ LACTS                   | 6                        | 32                          | 11                   | 92                   | 2.1                      | 2.9                    | 14.0     | 147              | OTHER     | 85                | 3RD +                     | 145              | 34                          | 497            |               |                     |
| ALL LACTS                  | 20                       | 103                         | 29                   | 91                   | 2.1                      | 2.7                    | 13.9     | 144              | TOTAL     | 430               | 37                        | 491              |                             |                |               |                     |
| % OF ALL 1ST SERVICES      | 13                       | 68                          | 19                   |                      |                          |                        |          |                  | ABORTIONS |                   | THIS MONTH                | PAST YEAR        |                             |                |               |                     |

GENERAL MANAGEMENT INFORMATION

|  |                 |     |                |     |     |     |            |
|--|-----------------|-----|----------------|-----|-----|-----|------------|
| COWS TO BE MILKING, DRY, CALVING, BY MONTH |                 |     |                |     |     |     | BR OF HERD |
| AUG  | SEPT            | OCT | NOV            | DEC | JAN |     |            |
| MILKING                                    | 180             | 186 | 190            | 192 | 196 | 196 | 41         |
| DRY  | 30              | 28  | 28             | 30  | 30  | 35  |            |
| COWS TO CALVE                              | 14              | 15  | 15             | 13  | 15  | 15  | 59         |
| TO BE DRY                                  | 5               | 5   | 5              | 5   | 5   | 6   |            |
| * ASSUMES 3.3 % PER MONTH CULLING RATE     |                 |     |                |     |     |     | 3          |
| GENETIC PROFILE OF SERVICE SIRE            |                 |     |                |     |     |     |            |
| PROVEN A.I. SIRE                           | A.I. YOUNG SIRE |     | ALL OTHER SIRE |     |     |     | +376       |
| % OF HERD BRED TO:                         |                 |     |                |     |     |     |            |
| NUMBER OF BULLS USED                       |                 |     |                |     |     |     | +377       |
| AVERAGE PTAS OR PAS                        |                 |     |                |     |     |     |            |
| HERD PTA \$ OPTION                         |                 |     |                |     |     |     |            |

DRY COW PROFILE

| STAGE OF LACTATION | NUMBER DRY PERIODS | DAYS DRY | NUMBER DRY FEWER THAN 40 DAYS | NUMBER DRY 40-70 DAYS | NUMBER DRY OVER 70 DAYS | BODY WEIGHT | AIPL PTA \$ |      | IDENTIFICATION SUMMARY |          |                  |          |
|--------------------|--------------------|----------|-------------------------------|-----------------------|-------------------------|-------------|-------------|------|------------------------|----------|------------------|----------|
|                    |                    |          |                               |                       |                         |             | COWS        | SIRE | % SIRE ID              | % DAM ID | % USABLE BY AIPL | % ID CHG |
| 1ST LACT.          |                    |          |                               |                       |                         | 1180        | +84         | 201  | 87                     | 93       | 79               | 5        |
| 2ND LACT.          | 56                 | 59       | 6                             | 43                    | 7                       | 1320        | +57         | 156  | 85                     | 91       | 77               | 8        |
| 3+ LACTS.          | 68                 | 67       | 5                             | 46                    | 17                      | 1420        | -12         | 83   | 84                     | 90       | 78               | 9        |
| ALL LACTATIONS     | 124                | 63       | 11                            | 89                    | 24                      | 1310        | +35         | 143  | 85                     | 92       | 78               | 7        |

YEARLY SUMMARY OF COWS ENTERING AND LEAVING THE HERD

| STAGE OF LACTATION | NUMBER OF COWS | AGE | PEAK TEST DAY PROD. | PROJECTED ME 305 DAY |     |         | SOMATIC CELL COUNT FOR CURRENT MONTH |       |                |        |   | COWS ENTERING HERD |    | COWS LEFT HERD |    | NUMBER OF COWS LEAVING THE HERD |           |       |                |      |                |             |
|--------------------|----------------|-----|---------------------|----------------------|-----|---------|--------------------------------------|-------|----------------|--------|---|--------------------|----|----------------|----|---------------------------------|-----------|-------|----------------|------|----------------|-------------|
|                    |                |     |                     | MILK                 | FAT | PROTEIN | % COWS SCC SCORE                     |       |                |        |   | NUMBER             | %  | NUMBER         | %  | DAIRY                           | LOW PROD. | REPO. | DISEASE INJURY | DIED | MAST. OR UDDER | FEET & LEGS |
|                    |                |     |                     | 1,2,3                | 4   | 5       | 6                                    | 7,8,9 | OVER 1,130,000 | NUMBER | % | NUMBER             | %  |                |    |                                 |           |       |                |      |                |             |
| 1ST LACT.          | 80             | 26  | 77                  | 23380                | 852 | 696     | 71                                   | 11    | 8              | 5      | 5 | 83                 | 40 | 19             | 9  | 2                               | 4         | 4     | 3              | 3    | 2              | 1           |
| 2ND LACT.          | 57             | 40  | 96                  | 24344                | 882 | 720     | 72                                   | 11    | 9              | 4      | 4 | 3                  | 1  | 19             | 9  | 2                               | 3         | 4     | 3              | 3    | 3              | 1           |
| 3+ LACTS.          | 69             | 65  | 104                 | 23704                | 862 | 704     | 60                                   | 15    | 9              | 7      | 9 | 2                  | 1  | 39             | 19 | 2                               | 5         | 7     | 6              | 8    | 7              | 4           |
| ALL LACTATIONS     | 206            | 43  | 92                  | 23761                | 864 | 705     | 69                                   | 12    | 8              | 5      | 6 | 88                 | 42 | 77             | 37 | 6                               | 12        | 15    | 12             | 14   | 12             | 6           |

YEARLY PRODUCTION AND MASTITIS SUMMARY

| DATE OF TEST | DAYS IN TEST PERIOD | NUMBER COWS IN HERD ON TEST DAY | TEST DAY AVERAGES (MILKING COWS) |      | STANDARDIZED 150 DAY MILK | TEST PERIOD PERSIST. INDEX | TEST DAY AVERAGES (ALL COWS) |      |       |               | ROLLING YEAR HERD AVERAGE |                 |                   | SOMATIC CELL COUNT SUMMARY |    |    |   |   | SCC | NUMBER LEFT HERD |      |   |
|--------------|---------------------|---------------------------------|----------------------------------|------|---------------------------|----------------------------|------------------------------|------|-------|---------------|---------------------------|-----------------|-------------------|----------------------------|----|----|---|---|-----|------------------|------|---|
|              |                     |                                 | DAYS IN MILK                     | MILK |                           |                            | % IN MILK                    | MILK | % FAT | % PROT.       | MILK                      | FAT             | PROT.             | % COWS SCC SCORE           |    |    |   |   |     | DIED             | SOLD |   |
|              |                     |                                 | 0,1,2,3                          | 4    |                           |                            | 5                            | 6    | 7,8,9 | BELOW 142,000 | 142,000-283,000           | 284,000-566,000 | 566,000-1,130,000 | OVER 1,130,000             |    |    |   |   |     |                  |      |   |
| 8-14         | 31                  | 199                             | 186                              | 72.8 | 80.1                      | 103                        | 85                           | 61.6 | 3.5   | 2.9           | 23049                     | 822             | 68.9              | 67                         | 13 | 9  | 5 | 6 | 2.8 | 1                | 0    |   |
| 9-14         | 34                  | 205                             | 179                              | 70.6 | 77.6                      | 99                         | 86                           | 60.4 | 3.6   | 3.0           | 23170                     | 826             | 68.8              | 66                         | 14 | 9  | 5 | 6 | 2.9 | 1                | 0    |   |
| 10-14        | 35                  | 206                             | 175                              | 72.7 | 79.0                      | 103                        | 86                           | 62.4 | 3.7   | 3.0           | 23266                     | 826             | 69.1              | 66                         | 14 | 9  | 5 | 6 | 2.9 | 1                | 0    |   |
| 11-14        | 34                  | 204                             | 172                              | 73.0 | 79.2                      | 103                        | 86                           | 63.2 | 3.7   | 3.1           | 23373                     | 833             | 69.0              | 66                         | 14 | 9  | 5 | 6 | 2.9 | 1                | 0    |   |
| 12-14        | 33                  | 204                             | 170                              | 74.9 | 79.5                      | 103                        | 86                           | 64.0 | 3.8   | 3.0           | 23400                     | 831             | 69.0              | 66                         | 13 | 8  | 5 | 5 | 2.8 | 1                | 0    |   |
| 1-15         | 35                  | 183                             | 170                              | 75.1 | 78.8                      | 102                        | 86                           | 65.0 | 3.8   | 3.1           | 23215                     | 835             | 69.0              | 70                         | 11 | 13 | 5 | 5 | 2.7 | 1                | 0    |   |
| 2-15         | 34                  | 212                             | 172                              | 76.1 | 79.7                      | 102                        | 86                           | 67.0 | 3.8   | 3.0           | 23554                     | 837             | 69.0              | 70                         | 11 | 13 | 7 | 5 | 5   | 2.7              | 1    | 0 |
| 3-15         | 35                  | 201                             | 178                              | 75.9 | 79.6                      | 103                        | 89                           | 67.7 | 3.7   | 3.0           | 23448                     | 837             | 69.0              | 70                         | 13 | 7  | 5 | 5 | 2.7 | 1                | 0    |   |
| 4-15         | 34                  | 203                             | 182                              | 77.7 | 81.9                      | 106                        | 89                           | 69.0 | 3.8   | 3.0           | 23514                     | 841             | 69.0              | 71                         | 12 | 7  | 5 | 5 | 2.6 | 1                | 0    |   |
| 5-15         | 33                  | 183                             | 188                              | 75.0 | 80.8                      | 103                        | 88                           | 67.7 | 3.7   | 3.0           | 23136                     | 837             | 69.4              | 71                         | 12 | 8  | 4 | 5 | 2.6 | 1                | 0    |   |
| 6-15         | 37                  | 190                             | 190                              | 72.7 | 78.9                      | 100                        | 87                           | 63.1 | 3.6   | 2.9           | 23402                     | 851             | 70.2              | 70                         | 12 | 8  | 5 | 5 | 2.7 | 1                | 0    |   |
| 7-15         | 35                  | 206                             | 186                              | 74.0 | 80.8                      | 103                        | 86                           | 64.4 | 3.6   | 2.9           | 23505                     | 863             | 69.5              | 69                         | 12 | 8  | 5 | 6 | 2.8 | 1                | 0    |   |
| AVERAGES     | 34                  | 200                             | 179                              | 74.3 | 79.7                      | 103                        | 88                           | 64.7 | 3.7   | 3.0           | 23505                     | 863             | 69.5              | 69                         | 13 | 8  | 5 | 5 | 2.8 | 12               | 79   |   |

TEST PERIOD AV. MILK LBS. ADDED 60.1 TEST PERIOD AV. MILK LBS. DROPPED 59.9  
 SCC HERDS 244 COWS 41488  
 RAW SCC THIS MONTH = 286000  
 RAW SCC THIS YEAR = 261000