

Established Operation: the producer owns cows and heifers without debt. The dairy facility and crop land are cash rented. All cropping operations are custom hire. Corn is grown for grain and silage.

Organic\_Dairy\_Transition

FINFLO: Established Operation

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FINPACK

File: Organic\_Dairy\_Transition

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**PROJECTED CASH FLOW SUMMARY**

	Beg	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total operating inflow		205992	205992	208392	305592	305592	305592	305592	305592	305592
Total operating outflow	(-)	207349	197458	237286	236012	251012	251012	251012	251012	247826
Capital purchases	(-)	-	-	-	-	-	-	-	-	-
Capital sales	(+)	-	-	-	-	-	-	-	-	-
New credit	(+)	-	-	-	-	-	-	-	-	-
Loan payments	(-)	735	22	794	320	-	-	-	-	-
<b>Net cash flow</b>	<b>(=)</b>	<b>-2092</b>	<b>8511</b>	<b>-29687</b>	<b>69260</b>	<b>54580</b>	<b>54580</b>	<b>54580</b>	<b>54580</b>	<b>57766</b>
Beginning cash balance	(+)	1000	1000	7420	1000	46992	101573	156153	210733	265314
Operating loan borrowings	(+)	25754	1179	23268	-	-	-	-	-	-
Operating loan prin pymts	(-)	23663	3271	-	23268	-	-	-	-	-
Ending cash balance	(=)	1000	7420	1000	46992	101573	156153	210733	265314	323079
Beg operating loan bal		-	2092	-	23268	-	-	-	-	-
<b>Peak operating loan bal</b>		<b>14244</b>	<b>2092</b>	<b>23268</b>	<b>23268</b>	-	-	-	-	-
End operating loan bal		2092	-	23268	-	-	-	-	-	-

**CHANGE IN WORKING CAPITAL**

Change in cash		-	6420	-6420	45992	54580	54580	54580	54580	57766
Inventory changes	(+)	82481	1206	1206	1206	1206	1206	1206	1206	1206
Change in opr loan bal	(-)	2092	-2092	23268	-23268	-	-	-	-	-
Change in oth cur loans	(-)	-	-	-	-	-	-	-	-	-
Chng princ due term loans	(-)	-	-	-	-	-	-	-	-	-
Est change in working cap	(=)	80389	9717	-28481	70466	55786	55786	55786	55786	58972

**INCOME STATEMENT**

Gross cash farm income		205992	205992	208392	305592	305592	305592	305592	305592	305592
Inv change-income items	(+)	82481	1206	1206	1206	1206	1206	1206	1206	1206
Gross revenue	(=)	288473	207198	209598	306798	306798	306798	306798	306798	306798
Cash farm opr expense		182349	172458	212286	211012	211012	211012	211012	211012	207826
Interest expense	(+)	735	22	794	320	-	-	-	-	-
Depreciation	(+)	-	-	-	-	-	-	-	-	-
Inv change-expense items	(+)	-	-	-	-	-	-	-	-	-
Total farm expense	(=)	183084	172481	213079	211332	211012	211012	211012	211012	207826
Net farm income		105389	34717	-3481	95466	95786	95786	95786	95786	98972



**NET WORTH CHANGE**

	<b>Beg</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Net farm income		105389	34717	-3481	95466	95786	95786	95786	95786	98972
Nonfarm income	(+)	-	-	-	-	-	-	-	-	-
Fam living/owner wthdrwls	(-)	25000	25000	25000	25000	40000	40000	40000	40000	40000
Income & social security	(-)	-	-	-	-	-	-	-	-	-
Earned net worth change	(=)	80389	9717	-28481	70466	55786	55786	55786	55786	58972

**TERM DEBT COVERAGE**

Projected net farm income		105389	34717	-3481	95466	95786	95786	95786	95786	98972
Depreciation	(+)	-	-	-	-	-	-	-	-	-
Nonfarm income	(+)	-	-	-	-	-	-	-	-	-
Fam living/owner wthdrwls	(-)	25000	25000	25000	25000	40000	40000	40000	40000	40000
Income and social securit	(-)	-	-	-	-	-	-	-	-	-
Interest pd on term debt	(+)	-	-	-	-	-	-	-	-	-
Bal avail for term debt	(=)	80389	9717	-28481	70466	55786	55786	55786	55786	58972
Term debt payments		-	-	-	-	-	-	-	-	-
Term debt coverage		-	-	-	-	-	-	-	-	-

**FARM FINANCIAL STANDARDS MEASURES**

Liquidity										
Current ratio	999.0	39.9	999.0	3.7	999.0	999.0	999.0	999.0	999.0	999.0
Working capital	1000	81389	91107	62625	133091	188878	244664	300450	356237	415208
Solvency (market)										
Debt to asset ratio	-	2.5	-	27.1	-	-	-	-	-	-
Equity to asset ratio	100.0	97.5	100.0	72.9	100.0	100.0	100.0	100.0	100.0	100.0
Debt to equity ratio	-	2.6	-	37.2	-	-	-	-	-	-
Profitability (market)										
Rate of return on assets		156.5	-6.0	-48.2	50.9	34.7	25.7	20.5	17.0	15.3
Rate of return on equity		158.7	-6.1	-56.6	56.7	34.7	25.7	20.5	17.0	15.3
Operating profit margin		31.8	-3.9	-47.3	29.6	29.6	29.6	29.6	29.6	30.8
Net farm income		105389	34717	-3481	95466	95786	95786	95786	95786	98972
Repayment Capacity										
Term debt coverage		-	-	-	-	-	-	-	-	-
Cap replacement margin		80389	9717	-28481	70466	55786	55786	55786	55786	58972
Efficiency										
Asset turnover (mkt)		492.0	155.1	102.0	172.2	117.1	87.0	69.2	57.4	49.6
Operating expense ratio		63.2	83.2	101.3	68.8	68.8	68.8	68.8	68.8	67.7
Depreciation ratio		-	-	-	-	-	-	-	-	-
Interest expense ratio		0.3	0.0	0.4	0.1	-	-	-	-	-
Net farm income ratio		36.5	16.8	-1.7	31.1	31.2	31.2	31.2	31.2	32.3

	2008	2009	2010	2011	2012	2013	2014	2015	2016
	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec

**CASH INFLOWS**

Beg cash bal	1000	1000	7420	1000	46992	101573	156153	210733	265314
Milk	192000	192000	194400	291600	291600	291600	291600	291600	291600
Cull stock	10752	10752	10752	10752	10752	10752	10752	10752	10752
Misc. Ivstk	3240	3240	3240	3240	3240	3240	3240	3240	3240
Total inflow	206992	206992	215812	306592	352584	407165	461745	516325	570906

**CASH OUTFLOWS**

C. Seed	8059	5182	5182	5182	5182	5182	5182	5182	5182
C. Fertilize	6603	6603	6603	6603	6603	6603	6603	6603	6603
C. Cust hire	9406	9406	9406	9406	9406	9406	9406	9406	9406
C. Land rent	4500	4500	4500	4500	4500	4500	4500	4500	4500
Pur. Hay	4752	4752	4752	4752	4752	4752	4752	4752	4752
Pur. Silage	18835	-	-	-	-	-	-	-	-
Purch. feed	57076	67024	114615	113460	113460	113460	113460	113460	110573
Breeding	3600	3600	1200	1200	1200	1200	1200	1200	1200
Veterinary	8050	9059	4953	4889	4889	4889	4889	4889	4728
L. Supplies	3838	3838	3838	3838	3838	3838	3838	3838	3838
DHIA	1679	1679	1679	1679	1679	1679	1679	1679	1679
L. Marketing	12843	12843	12843	12843	12843	12843	12843	12843	12843
Bedding	3777	4354	3516	3479	3479	3479	3479	3479	3387
L. Misc.	689	978	558	540	540	540	540	540	494
Fuel & oil	1500	1500	1500	1500	1500	1500	1500	1500	1500
Repairs	1500	1500	1500	1500	1500	1500	1500	1500	1500
Labor	6000	6000	6000	6000	6000	6000	6000	6000	6000
Land rent	6000	6000	6000	6000	6000	6000	6000	6000	6000
Bldg leases	15000	15000	15000	15000	15000	15000	15000	15000	15000
Farm insur.	600	600	600	600	600	600	600	600	600
Utilities	3600	3600	3600	3600	3600	3600	3600	3600	3600
Dues & fees	1200	1200	1200	1200	1200	1200	1200	1200	1200
Misc.	3240	3240	3240	3240	3240	3240	3240	3240	3240
Fam. living	25000	25000	25000	25000	40000	40000	40000	40000	40000
Min end bal	1000	1000	1000	1000	1000	1000	1000	1000	1000
Tot. outflow	208349	198458	238286	237012	252012	252012	252012	252012	248826
Opr. surplus	-1357	8534	-22474	69580	100573	155153	209733	264314	322079

	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>

**LOAN PAYMENTS**

Tot loan pay	-	-	-	-	-	-	-	-	-
<b>Surp. or def</b>	<b>-1357</b>	<b>8534</b>	<b>-22474</b>	<b>69580</b>	<b>100573</b>	<b>155153</b>	<b>209733</b>	<b>264314</b>	<b>322079</b>

**OPERATING LOAN**

Beg AO bal	-	2092	-	23268	-	-	-	-	-
AO int. pay	735	22	794	320	-	-	-	-	-
AO prin. pay	23663	3271	-	23268	-	-	-	-	-
<b>End AO bal.</b>	<b>2092</b>	<b>-</b>	<b>23268</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Accrued int.	-	-	-	-	-	-	-	-	-
End cash bal	1000	7420	1000	46992	101573	156153	210733	265314	323079

**CROP & LIVESTOCK PRODUCTION**

		2008	2009	2010	2011	2012	2013	2014	2015	2016
Hay, Grass										
Acres		2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
Yield	ton	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
Production	ton	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Pasture, Feed Intensive										
Acres		30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
Yield	ton	10.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Production	ton	300.0	450.0	450.0	450.0	450.0	450.0	450.0	450.0	450.0
Corn Silage										
Acres		24.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0
Yield	ton	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5
Production	ton	540.0	540.0	540.0	540.0	540.0	540.0	540.0	540.0	540.0
Corn, Feed HM, HMSC										
Acres		30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
Yield	ton	5.07	5.07	5.07	5.07	5.07	5.07	5.07	5.07	5.07
Production	ton	152.1	152.1	152.1	152.1	152.1	152.1	152.1	152.1	152.1
Dairy, Established dairy										
Cow		60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0
Prod/Unit	lb.	20000.0	20000.0	18000.0	18000.0	18000.0	18000.0	18000.0	18000.0	18000.0
Production	lb.	1200000	1200000	1080000	1080000	1080000	1080000	1080000	1080000	1080000
Total crop acres		56	56	56	56	56	56	56	56	56
Total pasture acres		30	30	30	30	30	30	30	30	30

**CROP & LIVESTOCK INVENTORY SUMMARY**

		2008	2009	2010	2011	2012	2013	2014	2015	2016
		Beg	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec
Pasture equivalents										
Balance	aum	-	-	-	-	-	-	-	-	-
Grass Hay										
Produced	ton		8	8	8	8	8	8	8	8
Inventory	ton	-	8	16	24	32	40	48	56	64
Fd Int. Past										
Produced	ton		300	450	450	450	450	450	450	450
Fed	ton		-	-	449	449	449	449	449	449
Inventory	ton	-	300	750	751	752	754	755	756	757
Corn Silage										
Produced	ton		540	540	540	540	540	540	540	540
Purchased	ton		260	-	-	-	-	-	-	-
Price	\$/ton		36.00	-	-	-	-	-	-	-
Fed	ton		540	540	540	540	540	540	540	540
Inventory	ton	-	260	260	260	260	260	260	260	260

**CROP & LIVESTOCK INVENTORY SUMMARY (cont.)**

		<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
		<b>Beg</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>
<b>Rye Silage</b>										
Produced	ton		180	180	180	180	180	180	180	180
Purchased	ton		148	-	-	-	-	-	-	-
Price	\$/ton		64.24	-	-	-	-	-	-	-
Fed	ton		177	177	177	177	177	177	177	177
Inventory	ton	-	151	154	157	160	163	166	169	175
<b>Fd Corn, HM</b>										
Produced	ton		152	152	152	152	152	152	152	152
Inventory	ton	-	152	304	456	608	761	913	1065	1369
<b>Mixed Hay</b>										
Purchased	ton		36	36	36	36	36	36	36	36
Price	\$/ton		132.00	132.00	132.00	132.00	132.00	132.00	132.00	132.00
Fed	ton		36	36	36	36	36	36	36	36
Inventory	ton	-	-	-	-	-	-	-	-	-
<b>Milk</b>										
Produced			1200000	1200000	1080000	1080000	1080000	1080000	1080000	1080000
Price	\$/cwt.		16.00	16.00	18.00	27.00	27.00	27.00	27.00	27.00
<b>Dairy Replac</b>										
Transfer In	head		82	27	27	27	27	27	27	20
Transfer Out	head		28	27	27	27	27	27	27	20
Inventory	head	-	54	54	54	54	54	54	54	54

**PROJECTED INVENTORY CHANGE**

<b>COMMODITY</b>	<b>Beg</b>	<b>2008 Ending</b>	<b>2009 Ending</b>	<b>2010 Ending</b>	<b>2011 Ending</b>	<b>2012 Ending</b>	<b>2013 Ending</b>	<b>2014 Ending</b>	<b>2015 Ending</b>	<b>2016 Ending</b>
Grass Hay	-	1056	2112	3168	4224	5280	6336	7392	8448	9504
Corn Silage	-	9100	9100	9100	9100	9100	9100	9100	9100	9100
Rye Silage	-	7525	7675	7825	7975	8125	8275	8425	8575	8725
Dairy Replac	-	64800	64800	64800	64800	64800	64800	64800	64800	64800
Total Crops & Lvstk	0	82481	83687	84893	86099	87305	88511	89717	90923	92129
<b>INVENTORY CHANGE</b>		<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Crops and feed		17681	1206	1206	1206	1206	1206	1206	1206	1206
Market livestock		64800	-	-	-	-	-	-	-	-
Accts receivable		-	-	-	-	-	-	-	-	-
Hedging accounts		-	-	-	-	-	-	-	-	-
Other current assets		-	-	-	-	-	-	-	-	-
Change in income items		82481	1206	1206	1206	1206	1206	1206	1206	1206
Prepaid exp. & supply		-	-	-	-	-	-	-	-	-
Growing crops		-	-	-	-	-	-	-	-	-
Accounts payable		-	-	-	-	-	-	-	-	-
Accrued interest		-	-	-	-	-	-	-	-	-
Change in expense items		0	0	0	0	0	0	0	0	0
Total Inventory Change		82481	1206	1206	1206	1206	1206	1206	1206	1206

**TOTAL PLANNED INPUT QUANTITIES**

<b>Description</b>	<b>Unit</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Wet Soils	lb	1050	-	-	-	-	-	-	-	-
Seed Corn/PI		-	-	-	-	-	-	-	-	-
Rye Seed	bu	72	72	72	72	72	72	72	72	72
Vetch		-	-	-	-	-	-	-	-	-
Rye Fert		-	-	-	-	-	-	-	-	-
Corn Fert		-	-	-	-	-	-	-	-	-
Manure Sprea		-	-	-	-	-	-	-	-	-
No Till Dril		-	-	-	-	-	-	-	-	-
Rye Chopping		-	-	-	-	-	-	-	-	-
Mow/Ted/Rake		-	-	-	-	-	-	-	-	-
Silage Chop		-	-	-	-	-	-	-	-	-
Ag Bags		-	-	-	-	-	-	-	-	-
Corn gr harv		-	-	-	-	-	-	-	-	-
Cows		-	-	-	-	-	-	-	-	-
Vet & Med		-	-	-	-	-	-	-	-	-
Hoof Trimmin		-	-	-	-	-	-	-	-	-
Hauling	cwt	60	60	60	60	60	60	60	60	60
Stop		-	-	-	-	-	-	-	-	-
Dues		-	-	-	-	-	-	-	-	-
ADA		-	-	-	-	-	-	-	-	-
CWT		-	-	-	-	-	-	-	-	-
Fuel		-	-	-	-	-	-	-	-	-
Heifers		-	-	-	-	-	-	-	-	-



**BALANCE SHEETS****Projected**

11/01/2007 01/01/2009 01/01/2010 01/01/2011 01/01/2012 01/01/2013 01/01/2014 01/01/2015 01/01/2016 01/01/2017

**ASSETS****Current Assets**

Cash & checking	1000	1000	7420	1000	46992	101573	156153	210733	265314	323079
Crops										
Hay, Grass	-	1056	2112	3168	4224	5280	6336	7392	8448	9504
Pasture, Feed Intensive	-	-	-	-	-	-	-	-	-	-
Corn Silage	-	9100	9100	9100	9100	9100	9100	9100	9100	9100
Rye Silage	-	7525	7675	7825	7975	8125	8275	8425	8575	8725
Corn, Feed HM	-	-	-	-	-	-	-	-	-	-
Market livestock										
Dairy Replac	-	64800	64800	64800	64800	64800	64800	64800	64800	64800
Total current assets	1000	83481	91107	85893	133091	188878	244664	300450	356237	415208

**Intermediate Assets**

Total intermediate assets	-	-	-	-	-	-	-	-	-	-
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**Long Term Assets**

Total long term assets	-	-	-	-	-	-	-	-	-	-
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Total farm assets	1000	83481	91107	85893	133091	188878	244664	300450	356237	415208
Nonfarm assets	35000	35000	35000	35000	35000	35000	35000	35000	35000	35000
Total assets	36000	118481	126107	120893	168091	223878	279664	335450	391237	450208

**LIABILITIES****Current Liabilities**

Accrued interest										
Operating loan	-	-	-	-	-	-	-	-	-	-
Current farm notes										
Operating loan	-	2092	-	23268	-	-	-	-	-	-
Total current liabilities	-	2092	-	23268	-	-	-	-	-	-

**Intermediate Liabilities**

Total inter. liabilities	-	-	-	-	-	-	-	-	-	-
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**Long Term Liabilities**

Total long term liab.	-	-	-	-	-	-	-	-	-	-
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Total farm liabilities	-	2092	-	23268	-	-	-	-	-	-
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**Nonfarm Liabilities**

Accts pay & acc. int.	-	-	-	-	-	-	-	-	-	-
Total nonfarm liab.	-	-	-	-	-	-	-	-	-	-
Total liabilities	-	2092	-	23268	-	-	-	-	-	-

Net worth	36000	116389	126107	97625	168091	223878	279664	335450	391237	450208
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Net worth change	80389	9717	-28481	70466	55786	55786	55786	55786	58972	
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Total debt to asset ratio	- %	1 %	- %	19 %	- %	- %	- %	- %	- %	- %
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***BALANCE SHEETS (cont.)***

Note: The principal due within 12 months on term liabilities was not moved up to the current liabilities.  
The CCC crops have been valued net of loan for the above balance sheets.

**PROJECTED INCOME STATEMENT**

	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>CASH FARM INCOME</b>									
Milk	192000	192000	194400	291600	291600	291600	291600	291600	291600
Cull stock	10752	10752	10752	10752	10752	10752	10752	10752	10752
Misc. Ivstk	3240	3240	3240	3240	3240	3240	3240	3240	3240
Gross Cash Farm Income	205992	205992	208392	305592	305592	305592	305592	305592	305592
<b>CASH FARM EXPENSE</b>									
C. Seed	8059	5182	5182	5182	5182	5182	5182	5182	5182
C. Fertilize	6603	6603	6603	6603	6603	6603	6603	6603	6603
C. Cust hire	9406	9406	9406	9406	9406	9406	9406	9406	9406
C. Land rent	4500	4500	4500	4500	4500	4500	4500	4500	4500
Pur. Hay	4752	4752	4752	4752	4752	4752	4752	4752	4752
Pur. Silage	18835	-	-	-	-	-	-	-	-
Purch. feed	57076	67024	114615	113460	113460	113460	113460	113460	110573
Breeding	3600	3600	1200	1200	1200	1200	1200	1200	1200
Veterinary	8050	9059	4953	4889	4889	4889	4889	4889	4728
L. Supplies	3838	3838	3838	3838	3838	3838	3838	3838	3838
DHIA	1679	1679	1679	1679	1679	1679	1679	1679	1679
L. Marketing	12843	12843	12843	12843	12843	12843	12843	12843	12843
Bedding	3777	4354	3516	3479	3479	3479	3479	3479	3387
L. Misc.	689	978	558	540	540	540	540	540	494
Fuel & oil	1500	1500	1500	1500	1500	1500	1500	1500	1500
Repairs	1500	1500	1500	1500	1500	1500	1500	1500	1500
Labor	6000	6000	6000	6000	6000	6000	6000	6000	6000
Land rent	6000	6000	6000	6000	6000	6000	6000	6000	6000
Bldg leases	15000	15000	15000	15000	15000	15000	15000	15000	15000
Farm insur.	600	600	600	600	600	600	600	600	600
Utilities	3600	3600	3600	3600	3600	3600	3600	3600	3600
Dues & fees	1200	1200	1200	1200	1200	1200	1200	1200	1200
Misc.	3240	3240	3240	3240	3240	3240	3240	3240	3240
Interest	735	22	794	320	-	-	-	-	-
Total Cash Farm Expense	183084	172481	213079	211332	211012	211012	211012	211012	207826
Net Cash Farm Income	22908	33511	-4687	94260	94580	94580	94580	94580	97766
<b>INVENTORY CHANGE</b>									
Crops and feed	17681	1206	1206	1206	1206	1206	1206	1206	1206
Market livestock	64800	-	-	-	-	-	-	-	-
Total Inventory Change	82481	1206	1206	1206	1206	1206	1206	1206	1206
Net Operating Profit	105389	34717	-3481	95466	95786	95786	95786	95786	98972
<b>DEPRECIATION/CAP. ADJUST</b>									
Total Depreciation	-	-	-	-	-	-	-	-	-
<b>Net Farm Income</b>	<b>105389</b>	<b>34717</b>	<b>-3481</b>	<b>95466</b>	<b>95786</b>	<b>95786</b>	<b>95786</b>	<b>95786</b>	<b>98972</b>