



- What would make things a little better**
- If I can improve my component production so that I can ship more solids, that would be an improvement.
  - We've traditionally sold a lot of excess Holstein animals for dairy. There's not much of a market for that right now. If the Holstein heifer calf price, replacement prices or beef price – if any of those could be a little bit better, it would help bring in additional income. I realize they are all tied together.
  - An uptick in exports.
  - A \$1 improvement in milk prices would give us hope and more breathing room.
  - If milk prices could stop falling and at least start climbing, even if just a little bit, it would give us hope.
  - I wish more farmers would join in engaging with consumers about the situation of our industry right now. That would make it feel better.
  - If Class III milk price were to move above \$1.60, it would be a lot better than where it is right now.
  - If someone would recognize the cost of production of milk and that it was a waste of the farm's assets, it would feel better to be dumping milk.

- What would make things a little worse**
- The future loss of premiums – we've lost some premiums already. They continue to be cut back.
  - If our co-op stopped or lowered the premiums they are paying.
  - If I took off the premiums that I'm currently getting, that would make it even worse.
  - A bad NAFTA deal or pulling out altogether.
  - It's hard to imagine it getting worse than this. I guess my wife could lose her off-farm job.
  - We have an off-farm, diversified income stream related to the construction industry. It's going well right now. If that fell off, we'd be hurting even more.
  - We could start turning on ourselves and framing low milk prices as a large dairy vs. small dairy issue.
  - An increase in supplement feed costs.
  - I know a lot of farmers don't really like the checkoff, but if we didn't have anything I think we would be in a worse situation than we are now.
  - If the Jersey replacement market were to go cold, we wouldn't be able to sell our excess Jersey heifers and supplement our milk price.
  - If the labor situation gets tighter, we would be worse off.