

**United States Department of Agriculture  
Agricultural Marketing Service, Dairy Programs  
Market Administrator  
Balance Sheet  
Federal Orders 6 & 7  
For Calendar Year Ending December 31, 2001**

| <b>ASSETS</b>                                  | <b>Administrative<br/>Fund</b> | <b>Marketing<br/>Service Fund</b> |
|--|--------------------------------|-----------------------------------|
| <b><u>Current Assets:</u></b>                  |                                |                                   |
| Cash and Bank Deposits                         | 1,270,325.17                   | 620,939.95                        |
| Investments                                    | 1,439,092.43                   | 17,000.00                         |
| Accounts Receivable:                           |                                |                                   |
| Handlers                                       | 311,338.98                     | 66,035.80                         |
| Other  | 61,878.23                      | 9,355.78                          |
| Allowance For Uncollectible Accounts           |                                |                                   |
| Notes Receivable                               |                                |                                   |
| Accrued Interest Receivable                    | 17,968.06                      | 3,177.60                          |
| <b><u>Other Assets:</u></b>                    |                                |                                   |
| Prepaid Expenses                               | 25,812.73                      | 5,286.63                          |
| Deposits                                       | 3,496.85                       | 250.23                            |
| Miscellaneous                                  |                                |                                   |
| <b><u>Fixed Assets:</u></b>                    |                                |                                   |
| Motor Vehicles                                 |                                | 89,989.08                         |
| Accumulated Depreciation                       |                                | (80,990.24)                       |
| Furniture and Equipment                        | 397,445.32                     | 98,825.31                         |
| Accumulated Depreciation                       | (317,573.53)                   | (81,245.51)                       |
| Laboratory Equipment                           | 8,047.35                       | 127,163.09                        |
| Accumulated Depreciation                       | (6,630.80)                     | (100,402.43)                      |
| Leasehold Improvements                         | 19,647.33                      | 6,494.47                          |
| Accumulated Depreciation                       | (17,945.11)                    | (6,145.99)                        |
| <b>Total Assets</b>                            | <b><u>\$ 3,212,903.01</u></b>  | <b><u>\$ 775,733.77</u></b>       |
| <b>LIABILITIES AND OPERATING BALANCE</b>       |                                |                                   |
| <b><u>Current Liabilities:</u></b>             |                                |                                   |
| Accounts Payable:                              |                                |                                   |
| Handlers                                       | 428.48                         | -                                 |
| Trade Creditors                                | 27,324.07                      | 17,700.55                         |
| Other  | 37,200.60                      | 7,619.40                          |
| Accrued Employee Salaries Payable              | 9,933.18                       |                                   |
| Accrued Employee Annual Leave                  | 187,844.58                     |                                   |
| Payroll Contributions And Withholdings         | 2,527.98                       |                                   |
| <b><u>Other Liabilities:</u></b>               |                                |                                   |
| <b>Operating Balance</b>                       | <b><u>2,947,644.12</u></b>     | <b><u>750,413.82</u></b>          |
| <b>Total Liabilities and Operating Balance</b> | <b><u>\$ 3,212,903.01</u></b>  | <b><u>\$ 775,733.77</u></b>       |

**United States Department of Agriculture**  
**Agricultural Marketing Service, Dairy Programs**  
**Market Administrator**  
**INCOME AND EXPENSE STATEMENT**  
**Federal Orders 6 & 7**  
**For Calendar Year Ending December 31, 2001**

|  | <u>Administrative<br/>Fund</u> | <u>Marketing<br/>Service Fund</u> |
|--|--------------------------------|-----------------------------------|
| <b><u>Income:</u></b>                              |                                |                                   |
| Assessments or Deductions                          | 3,598,980.32                   | 872,196.22                        |
| Late Pmt Charges Assessed                          | 18,427.09                      | -                                 |
| Interest Earned                                    | 122,225.74                     | 26,706.21                         |
| Miscellaneous                                      | 188,558.11                     | 38,411.92                         |
|  | <hr/>                          | <hr/>                             |
| <b>Total Income</b>                                | <b>\$ 3,928,191.26</b>         | <b>\$ 937,314.35</b>              |
|  | <hr/> <hr/>                    | <hr/> <hr/>                       |
| <b><u>Expenses:</u></b>                            |                                |                                   |
| Salaries and Services                              | 2,533,478.41                   | 518,839.80                        |
| Travel   | 170,169.80                     | 42,586.40                         |
| Communications                                     | 91,934.42                      | 18,399.38                         |
| Employer Payroll Contributions                     | 550,227.51                     | 112,037.07                        |
| Insurance  | 11,933.71                      | 2,444.37                          |
| Rent-Building and Equipment                        | 156,285.56                     | 32,010.30                         |
| Repairs and Maintenance                            | 11,693.02                      | 2,378.48                          |
| Research Projects                                  | -                              | -                                 |
| Supplies   | 45,899.46                      | 9,327.48                          |
| Testing and Weighing                               | 7,718.08                       | 186,973.10                        |
| Utilities  | 23,210.00                      | 4,733.53                          |
| Depreciation of Fixed Assets                       | 53,748.03                      | 15,906.03                         |
| Conferences and Meetings                           | 6,714.64                       | 2,617.26                          |
| Training   | 12,772.29                      | 2,616.01                          |
| Uncollectible Accounts                             | -                              | -                                 |
| Miscellaneous                                      | 8,249.63                       | 1,730.52                          |
|  | <hr/>                          | <hr/>                             |
| <b>Total Expenses</b>                              | <b>3,684,034.56</b>            | <b>952,599.73</b>                 |
|  | <hr/> <hr/>                    | <hr/> <hr/>                       |
| <b>Excess (or Deficit) of Income Over Expenses</b> | <b>\$ 244,156.70</b>           | <b>\$ (15,285.38)</b>             |
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