

Exhibit B - Sulco Farm Decision Makers & Resources

Decision Makers

Andy Sulco
Ellen Sulco
Dave Sulco
Pat Willen

Resource Base

Land

Land Owned by Sulco Farm

- 94 acres
 - 30 acres corn/hay land
 - 18 acres pasture land
 - 46 acres woodland

Informal Land Use Agreement

- 5 acres of pasture land
- 5 acres of hay land

Livestock

- 53 Holsteins
- 39 heifers
- 3 pigs

Facilities and Structures

- Main Barn and Milk House
 - Comfort stalls
 - Milking pipeline system
 - Storage area for workshop and equipment
- Second Livestock Housing Area (enclosed with 2 – 12 foot openings)
 - Bedded pack
- Center Shed
 - 3 open bays
- Woodshop – 2 levels can hold lumber and tools
- Hay Barn – approximately 90 ft x 30 ft – can hold approximately 7,000 bales
- Sawdust Shed – currently storing bedding and vehicles

Sulco House

- 4 bedroom house

Sulco Household

- Chevy Pickup
- Saab
- Buick
- Kids wagon

Equipment

- 362 Massey Ferguson Tractor – 1,300 hours
- T035 Massey Ferguson Tractor – old but in good repair
- 65 Massey Ferguson Tractor – old but in good repair
- International S1600 – 3 ton dump truck (6 wheeler)
- Manure spreader
- Back hoe
- Hay mower
- Tedders
- Pin wheel rake
- Sickle bar mower
- Baler – small square bales (~ 45 lbs/ bale)
- Broadcast spreader – 3 point hitch
- Wood splitter
- Portable welder

People Who Influence or Are Influenced By Our Decisions

- Cooperative Extension Agent
- Natural Resources Conservation Service staff
- Our veterinarian
- Fertilizer dealer
- Seed salesman
- DHIA milk tester
- Neighboring farmers
- Friends
- Hay and raw milk customers
- Parents

Skills

- Haying
- Forage production and harvesting
- Milking
- Herd Health and Management
- Breeding
- Child development
- Book keeping/Record keeping/ Budgeting
- Farm management
- Computer skills
- Graphic design
- School Teaching
- Educational Programming

Money

Sulco Farm has a farm checking account and a credit line with a farm credit agency. They also have personal checking and savings accounts. Off-farm income supports the family and also partially supports the farm. Our income streams come from milk and hay sales and some limited manure sales to home owners.