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# **DAIRY FARM BUSINESS SUMMARY**

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**EASTERN PLATEAU  
REGION  
1981**

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# DAIRY FARM BUSINESS SUMMARY

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## DAIRY FARM BUSINESS SUMMARY

### INTRODUCTION

Dairy farmers throughout New York State submit business records for summarization and analysis through Cooperative Extension's Farm Business Management Program. Each participating farmer receives an individual farm report containing all the management information found in this publication. Averages from a compilation of the individual farm reports is published in ten regional summaries like this one and in one statewide summary. These publications are used by extension personnel, dairy farmers, and agribusiness people working in many segments of the dairy industry.

Primary objectives of the dairy farm business management program are to (1) assist farmers in developing and maintaining more complete farm business data for use in management decisions and (2) help farmers improve their management skills through appropriate use of farm record data and application of modern decision-making techniques. This report is prepared in workbook form for use in the systematic study of individual farm business operations.

The increasing size of New York Dairy farms and the dynamic nature of the economic environment within which they operate make farm incomes increasingly dependent upon the accuracy of management decisions. An assessment of past business performance combined with careful analysis of future economic conditions and goals of the farm business will greatly enhance the operator's profit potential.

The year ahead will not provide improved economic conditions for the dairy farming industry. Milk prices are expected to be down one-half to one percent while production costs may increase six to eight percent. To prevent a serious cost/price squeeze, dairyfarmers must place renewed emphasis on cost control and operating efficiency. The analysis section of this publication, beginning on page 10, is designed to help one determine the strength of productivity, efficiency and cost control on any individual dairy farm business. With careful determination of the business strengths and weaknesses and careful planning of next year's business operations, a dairyfarmer will be in a better position to manage through the challenges of the 1980's.

Business records for 79 farms in the Eastern Plateau region are summarized in this publication. This year the region contains eight counties: Broome, Chemung, Chenango, Delaware, Otsego, Schuyler, Tioga, and Tompkins.

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## SUMMARY OF THE FARM BUSINESS

Business Characteristics

The combination of resources and management techniques used to put resources to work is an important part of planning. The tables below show important farm business characteristics, the number of farms reporting these characteristics, and the average level of resources used in production.

MANAGEMENT SYSTEMS, PRODUCTION TECHNOLOGY AND FARM SIZE  
79 Eastern Plateau Dairy Farms, 1981

Type of Business	Number	Business Records	Number	Dairy Records	Number
Proprietorship	57	CAMIS	21	D.H.I.C.	59
Partnership	21	Account Book	33	Owner Sampler	10
Corporation	1	Agrifax	9	Other	5
		Farm Bureau	0	None	5
Owner	75	Agway	1		
Renter	4	Other	15		
Barn Type	Number	Milking System	Number		Number
Stanchion	49	Bucket & Carry	1	Herringbone	20
Freestall	25	Dumping Station	11	Other Parlor	4
Other	5	Pipeline	43		
Labor Force	My Farm	Average	Land Use	My Farm	Average
Operator 1.	_____	mo. 12	Total acres owned	_____	319
2.	_____	mo. 3	Total acres rented	_____	162
3.	_____	mo. 1	Total tillable acres	_____	226
Family paid	_____	mo. 3	Tillable acres rented	_____	109
Family unpaid	_____	mo. 3			
Hired	_____	mo. 9	Number of Cows	_____	
Total	_____	mo. 31		_____	
Age of operator(s) 1.	_____	yrs. 43	Beginning of year	_____	74
2.	_____	yrs. 31	End of year	_____	77
3.	_____	yrs. 41	Average for year	_____	75

Capital Investment-Farm Inventory represents the market value of resources committed to the farm business at the beginning and end of the year. Increases in inventory occurs with herd expansion, new machinery, and building additions and appreciation of land, buildings and livestock.

CAPITAL INVESTMENT - FARM INVENTORY  
79 Eastern Plateau Dairy Farms, 1981

Item	My Farm		Average	
	1/1/81	1/1/82	1/1/81	1/1/82
Livestock	\$ _____	\$ _____	\$109,624	\$112,276
Feed & supplies	_____	_____	25,793	27,375
Machinery & equipment	_____	_____	69,284	77,145
Land & buildings	_____	_____	168,060	180,336
TOTAL	\$ _____	\$ _____	\$372,761	\$397,132

### Machinery and Real Estate Inventory Calculations

Capital outlays for machinery, buildings, land and land improvements usually occur in large uneven amounts, but depreciate gradually over a period of time. Machinery depreciation is a charge for use of the machinery complement in production. Appreciation in the value of the machinery complement results from inflation in the value of used machinery; it is calculated as a residual.

#### MACHINERY & EQUIPMENT INVENTORY 79 Eastern Plateau Dairy Farms, 1981

Item	My Farm	Average
End of year market value	(1)\$ _____	\$77,145
Beginning market value	\$ _____	\$ 69,284
Plus machinery purchased	+ _____	+ 15,592
Less machinery sold	- _____	- 442
Less depreciation	- _____	- 12,111
Net end investment	(2)\$ _____	<u>\$72,323</u>
APPRECIATION (1 minus 2)	\$ _____	\$ 4,822

The end of year market value of real estate can be verified by starting with the beginning of year value, making adjustments for purchases and sales, depreciation of buildings and any appreciation in land. Lost capital is the difference between the cost of new buildings or land improvements and the amount these improvements added to the value of the farm. It is not included in farm expenses, since building depreciation is based on the full cost of new buildings and will account for lost capital over the life of the investments. Building depreciation is included as a farm expense. Real estate appreciation is the increase in value of real estate caused by demand and inflation.

#### REAL ESTATE INVENTORY CALCULATIONS 79 Eastern Plateau Dairy Farms, 1981

Item	My Farm	Average
Beginning market value	\$ _____	\$168,060
Cost of new real estate	\$ _____	\$ 16,076
Less lost capital	- _____	- 2,723
Value of new added	+ _____	+ 13,353
Less building depreciation	- _____	- 4,363
Less real estate sold	- _____	- 44
Total without appreciation	\$ _____	\$177,006
Appreciation of beginning real estate	+ _____	+ 3,330
End of year market value	\$ _____	<u>\$180,336</u>

Receipts

Receipts from the business should be large enough to cover all expenses and leave a reasonable return for the operator's labor and management. Cash receipts occur when farm products and livestock are sold or services are performed and payment is received during the year. Noncash receipts do not result from sales, but are due to appreciation in value or increases in physical quantities of inventories that could be readily transformed into a cash receipt.

FARM RECEIPTS  
79 Eastern Plateau Dairy Farms, 1981

Item	My Farm	Ave: Amount	Percent
<b>CASH RECEIPTS</b>			
Milk sales	\$ _____	\$147,651	90
Crop sales	_____	1,174	} 7
Dairy cattle sold	_____	10,898	
Calves & other livestock sales	_____	3,052	2
Gas tax refunds	_____	150	} 1
Government payments	_____	320	
Custom machine work	_____	313	
Other	_____	803	_____
Total Cash Receipts	\$ _____	\$164,361	100
<b>NONCASH RECEIPTS</b>			
Increase in livestock inventory <sup>1</sup>	_____	4,639	
Increase in feed & supplies	_____	1,582	
<b>TOTAL FARM RECEIPTS EXCLUDING APPRECIATION</b>			
	\$ _____	\$170,582	
Livestock appreciation <sup>2</sup>	_____	- 1,987	
Machinery appreciation <sup>3</sup>	_____	4,822	
Real estate appreciation <sup>3</sup>	_____	3,330	
<b>TOTAL FARM RECEIPTS</b>	<b>\$ _____</b>	<b>\$176,747</b>	

<sup>1</sup>The increase in herd market value attributed to a change in numbers and/or a definite change in herd quality.

<sup>2</sup>The increase in herd market value, caused by inflationary price increase

<sup>3</sup>Defined on page 3.

Income Analysis provides a means of examining the income producing capability of the farm business.

INCOME ANALYSIS  
Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	1981	1980
Average price/cwt. milk sold	\$ _____	\$13.58	\$12.79
Milk and cattle sales per cow	\$ _____	\$2,155	\$2,063
Total cash receipts/worker	\$ _____	\$63,706	\$58,922



Expenses

All farm expenses, cash operating and overhead, are summarized below.

FARM EXPENSES  
79 Eastern Plateau Dairy Farms, 1981

Item	My Farm	Ave: Amount	Percent
<u>Hired Labor</u>	\$ _____	\$ 11,358	9
<u>Feed</u>			
Dairy concentrate	_____	40,585	32
Hay and other	_____	1,875	1
<u>Machinery</u>			
Machine hire	_____	1,031	1
Machinery repairs	_____	6,027	5
Auto expense (farm share)	_____	496	--
Gas & oil	_____	6,575	5
<u>Livestock</u>			
Replacement livestock	_____	3,184	3
Breeding fees	_____	1,944	1
Veterinary & medicine	_____	2,659	2
Milk marketing	_____	3,258	3
Other livestock expense	_____	5,386	4
<u>Crops</u>			
Fertilizer & lime	_____	7,208	6
Seeds & plants	_____	2,194	2
Spray, other crop expense	_____	1,958	2
<u>Real Estate</u>			
Land, building, fence repair	_____	2,540	2
Taxes	_____	3,501	3
Insurance	_____	2,501	2
Rent	_____	2,963	2
<u>Other</u>			
Telephone (farm share)	_____	452	--
Electricity (farm share)	_____	2,832	2
Interest paid	_____	13,830	11
Miscellaneous	_____	1,983	2
Total Cash Expenses	\$ _____	\$126,340	100
Decrease in livestock and/or feed	\$ _____	\$ 0	
Expansion livestock	_____	2,834	
Machinery depreciation	_____	12,111	
Building depreciation	_____	4,363	
Unpaid family labor @ \$500/month	_____	1,677	
TOTAL FARM EXPENSES EXCLUDING INT. ON EQUITY CAPITAL	\$ _____	\$147,325	
Interest on equity capital @ 9%	_____	23,727	
TOTAL FARM EXPENSES	\$ _____	\$171,052	

### Farm Business Profitability

The results of management are reflected in the net return from the business. Four common ways to measure the returns from a farm business are reported here.

Net cash farm income reflects the cash available from the year's operation of the business. Family living has first claim on cash income followed by fixed payments on debts. A family may have additional cash available if they have nonfarm income. Cash flow is not a good measure of farm business profits, but it is useful when planning debt repayment programs. Guidelines for annual cash flow planning are presented on page 9. Monthly cash flow planning is also recommended and may be required in order to identify cash flow problems in the year ahead. This is particularly true when major changes in the business are planned or when the price of important factors such as milk or purchased concentrate are expected to change significantly.

#### NET CASH FARM INCOME Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Cash Farm Receipts	\$ _____	\$164,361	\$157,322
Cash Farm Expenses	_____	126,340	123,072
NET CASH FARM INCOME	\$ _____	\$ 38,021	\$ 34,250

Labor and management income is the return to the operator for his or her labor and management input into the business. A nine percent charge for the use of the operator's equity capital in the business has been included as a farm expense. This interest charge reflects what the operator could have earned from this capital had it been invested elsewhere, such as in bank certificates of deposit. Labor and management income is the measure used most commonly when comparing farm businesses. Appreciation in livestock, machinery and real estate inventories is included as ownership income.

#### LABOR AND MANAGEMENT INCOME Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Total farm receipts excluding appreciation	\$ _____	\$170,582	\$166,712
Total farm expenses	_____	171,052	164,492
LABOR & MANAGEMENT INCOME	\$ _____	\$- 470	\$ 2,220
Full-time operator-manager equivalents	_____	1.31	1.28
LABOR & MGT. INCOME/OPERATOR-MANAGER	\$ _____	\$- 359	\$ 1,734

Labor, management and ownership income per operator reflects the combined return to the farmer for his/her triple role of worker-manager, financier and owner. Again, this is not a measure of the cash flow situation of the farm business. A satisfactory labor, management and ownership income does not eliminate cash flow problems if liabilities are large and repayment is rapid.

LABOR, MANAGEMENT AND OWNERSHIP INCOME  
Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Total farm receipts	\$ _____	\$176,747	\$190,510
Total farm expenses excluding interest on equity capital	_____	147,325	141,060
LABOR, MANAGEMENT AND OWNERSHIP INCOME PER FARM	\$ _____	\$ 29,422	\$ 49,450
Full-time operator-manager equivalents	_____	1.31	1.28
LABOR, MANAGEMENT AND OWNERSHIP INCOME/OPERATOR-MANAGER	\$ _____	\$ 22,460	\$ 38,633

Return on equity capital can be computed with or without appreciation. Both measures are shown below. To compute the rate of return, divide return on equity capital by farm net worth or equity capital.

RETURN ON EQUITY CAPITAL  
Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
<u>Including Appreciation</u>			
Labor, mgt. & ownership income/farm	\$ _____	\$ 29,422	\$ 49,450
Less value of operator's labor & mgt.*	_____	20,063	19,201
Return on equity capital	\$ _____	\$ 9,359	\$ 30,249
RATE OF RETURN ON \$ _____ EQUITY	_____ %	3.5%	11.6%
<u>Excluding Appreciation</u>			
Return on equity capital (from above)	\$ _____	\$ 9,359	\$ 30,249
Less real estate appreciation	_____	- 3,330	- 5,135
Less machinery appreciation	_____	- 4,822	- 4,608
Less livestock appreciation	_____	1,987	-14,055
Return on equity capital	\$ _____	\$ 3,194	\$ 6,451
RATE OF RETURN EXCLUDING APPRECIATION	_____ %	1.2%	2.5%

\*Value of operator's labor and management estimated by operators.

### Farm Family Financial Situation

The financial situation is an important part of the farm business summary. It has a direct affect on current cash outflow and future capital investment decisions. A farmer may have a good labor and management income, but high debt payments may restrict management flexibility. Farm Net Worth is Total Farm Assets less Total Farm Liabilities. Family Net Worth is Total Assets less all Liabilities reported.

#### FARM FAMILY FINANCIAL SITUATION 79 Eastern Plateau Dairy Farms, January 1, 1982

Item	My Farm	Average Per Farm
<u>Assets</u>		
Livestock	\$ _____	\$112,276
Feed and supplies	_____	27,375
Machinery and equipment	_____	77,145
Land and buildings	_____	180,336
Co op investments	_____	4,021
Accounts receivable	_____	12,682
Cash and checking accounts	_____	2,415
Total Farm Assets	\$ _____	\$416,250
Savings Accounts	\$ _____	\$ 4,556
Cash value life insurance	_____	2,614
Stocks and bonds	_____	3,312
Nonfarm real estate	_____	5,993
Auto (personal share)	_____	2,158
All other	_____	6,358
Total Nonfarm Assets	\$ _____	\$ 24,991
TOTAL ASSETS	\$ _____	\$441,241
<u>Liabilities</u>		
Real estate	\$ _____	\$ 71,580
Cattle & equipment	_____	55,605
Installment contract	_____	7,849
Other loans over 10 years	_____	7,368
Other loans 1 to 10 years	_____	2,864
Other loans less than 1 year	_____	3,250
Feed store accounts	_____	1,471
Other accounts	_____	2,626
Total Farm Liabilities	\$ _____	\$152,613
Nonfarm Liabilities	_____	2,267
TOTAL LIABILITIES	\$ _____	\$154,880
FARM NET WORTH (EQUITY CAPITAL)	\$ _____	\$263,637
FAMILY NET WORTH	\$ _____	\$286,361

Payment ability is the most important consideration in determining if and how proposed investments should be financed. The farm business must produce sufficient cash income to meet operating expenses, to cover family or personal living expenses, to make payments on debts and to cover cash purchases of capital items that occur during the year.

Payment ability is estimated in the following table. Interest paid and income from off-farm work are added to net cash farm income because planned or budgeted debt payments will include interest as well as principal. Estimate family living expenses for your farm to calculate cash available for debt payment and capital purchases made in cash.

Debt payments planned are the scheduled debt payments as of January. Some farms in the group had scheduled debt payments exceeding 50 percent of the milk receipts. Committing this much cash inflow to debt payments can put a "big squeeze" on cash available for operating the business and family living.

FINANCIAL MEASURES & DEBT COMMITMENT  
79 Eastern Plateau Dairy Farms, January 1, 1982

Item	My Farm	Average
<u>Payment Ability</u>		
Net cash farm income	\$ _____	\$38,021
Plus interest paid	_____	13,830
Plus off-farm income	_____	1,964
CASH AVAILABLE FOR DEBT SERVICE AND LIVING	\$ _____	\$53,815
Less family living expenses*	_____	19,150
CASH AVAIL. FOR DEBT PAYMT. & CAP. PURCH.	\$ _____	\$34,665
<u>Scheduled Annual Debt Payments</u>		
Real estate mortgage	\$ _____	\$ 9,409
Cattle and equipment liens	_____	15,448
Installment contracts	_____	3,676
Other loans over 10 years	_____	1,598
Other loans 1 to 10 years	_____	859
Other loans	_____	6,000
TOTAL PAYMENTS PLANNED 1982	\$ _____	\$36,990
<u>Measures of Debt Commitment &amp; Equity Position</u>		
Debt payments planned per cow	\$ _____	\$463
Debt payments planned as % of milk sales	_____ %	24%
Farm debt per cow	\$ _____	\$1,982
Percent equity (total)	_____ %	65%

\*Estimated as \$9,600 per family plus four percent of cash receipts.

## ANALYSIS OF THE FARM BUSINESS

In analyzing a farm business, a manager must consider measures or factors that reflect the performance of specified parts of the farm business. One method of doing this is to look at factors of size, production, labor efficiency, capital efficiency and cost control. These factors are considered on the following pages.

Size of Business

Studies have shown that, in general, larger farms are more profitable than smaller farms. Two basic reasons are that larger businesses make possible more efficient use of overhead inputs such as labor and machinery and there are more units of production on which to make a profit. Another reason is that profitable farm businesses with good management have the ability and incentive to become larger. Large farms are not necessarily more profitable and size increases are only profitable with good management.

MEASURES OF SIZE OF BUSINESS  
Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Number of cows	_____	75	74
Number of heifers	_____	56	53
Pounds of milk sold	_____	1,086,900	1,074,600
Worker equivalent	_____	2.58	2.7
Total work units	_____	818	810
Total tillable acres	_____	226	224

In the table below, the 600 New York farms for 1980 are sorted by number of cows and the labor income is shown for each size group. In general, the large farms paid better, but, variability of income was significant.

COWS PER FARM AND LABOR AND MANAGEMENT INCOME  
600 New York Dairy Farms, 1980

Number of Cows	Number of Farms	Percent of Farms	Labor & Management Income	
			Per Operator	Per Cow
Under 40	94	16	-\$ 2,404	-\$ 82
40 - 54	147	25	- 1,111	- 26
55 - 69	128	21	1,282	27
70 - 84	77	13	- 1,532	- 25
85 - 99	38	6	923	14
100 - 114	26	4	7,434	97
115 - 129	24	4	5,420	62
130 - 149	19	3	- 1,484	- 16
150 - 179	24	4	6,361	58
180 - 199	9	2	17,897	129
200 & over	14	2	24,291	149

### Rates of Production

Crop yields and rates of animal production are factors that affect farm incomes. In the table below, we examine the crops grown and yields along with the pounds of milk sold per cow.

#### CROP YIELDS & MILK SOLD PER COW 79 Eastern Plateau Dairy Farms, 1981

Crop	My Farm		Average of Farms Reporting		
	Acres	Yield	Farms	Acres	Yield
Baled hay			72	75	combined below
Hay crop silage			62	80	
Corn silage			71	51	15.2 tons
Other forage			11	17	1.9 tons DM
Grain corn			38	66	91.5 bu.
Oats			18	24	57.0 bu.
Wheat			2	27	
Other crops			6	17	
Tillable pasture			12	25	
Idle tillable land			13	25	
-----					
Dry matter:					
All hay crops			79	131	2.3 tons DM
All forage crops			79	180	3.1 tons DM
Milk sold per cow			14,492		

Tons of dry matter of all hay and silage is a good measure of the overall rate of forage production.

The importance of strong milk output per cow is shown in the table below.

#### MILK SOLD PER COW AND LABOR AND MANAGEMENT INCOME 600 New York Dairy Farms, 1980

Pounds of Milk Sold Per Cow	Number of Farms	Number of Cows	Feed Bought Per Cow	Labor & Management Income	
				Per Operator	Per Cow
Under 10,000	24	50	\$319	-\$8,433	-\$211
10,000 - 10,999	20	53	393	- 5,816	- 148
11,000 - 11,999	40	60	467	- 3,926	- 75
12,000 - 12,999	68	63	465	- 8,140	- 150
13,000 - 13,999	91	78	477	1,789	30
14,000 - 14,999	137	85	483	5,527	83
15,000 - 15,999	102	77	541	3,561	56
16,000 & over	118	77	572	4,584	76

### Labor Efficiency

Labor input is an important factor in farm production. Several measures of accomplishment per worker (labor efficiency) are shown below.

#### MEASURES OF LABOR EFFICIENCY Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Worker equivalent	_____	2.6	2.7
Cows per worker	_____	29	28
Lbs. milk sold per worker	_____	421,279	402,400
Work units per worker	_____	317	303

Number of cows per worker is calculated by dividing the average number of cows by the worker equivalent which represents the total farm labor force. Pounds of milk sold per worker is an important measure of labor efficiency on the dairy farm. It measures the ability of the labor force to handle a large number of cows without sacrificing milk output per cow.

It is important to look at other measures of labor efficiency, such as work units per worker because all dairy farms do not have the same relationship between cows, heifers, and crops grown.

Labor efficiency depends on a number of things. Among these are the amount of mechanization, the field and building layout, the work methods, and the abilities of the workers. All of these are management items under the control of the operator.

Another factor which may influence the productivity of labor is the wage paid to employees. A productive employee will require a reasonable and competitive wage.

#### MILK SOLD PER WORKER AND LABOR AND MANAGEMENT INCOME 600 New York Dairy Farms, 1980

Pounds of Milk Sold Per Worker	Number of Farms	Number of Cows	Lbs. Milk Per Cow	Labor & Management Income	
				Per Operator	Per Cow
Under 250,000	76	41	11,800	-\$ 5,551	-\$171
250,000 - 299,999	66	51	12,900	- 4,514	- 108
300,000 - 349,999	86	59	14,000	- 132	- 3
350,000 - 399,999	108	67	14,300	- 790	- 15
400,000 - 449,999	87	76	14,800	2,645	41
450,000 - 499,999	57	86	14,800	1,936	26
500,000 - 599,999	79	103	15,100	8,868	112
600,000 & over	41	154	15,100	13,947	119



### Capital Efficiency

Capital is a key resource and a manager must continually analyze its use in the business. The measures of capital efficiency shown in the following table include owned as well as borrowed capital. It is possible for the business to be undercapitalized, but investing too much capital per productive unit is a more common problem.

#### MEASURES OF CAPITAL EFFICIENCY Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Farm capital per worker	\$ _____	\$153,927	\$145,540
Farm capital per cow	\$ _____	\$5,158	\$5,047
Land & buildings per cow	\$ _____	\$2,342	\$2,195
Land & buildings/tillable acre owned	\$ _____	\$1,288	\$2,322
Machinery investment per cow	\$ _____	\$1,002	\$952
Machinery per tillable acre	\$ _____	\$341	\$327
Capital turnover	_____ yrs.	2.2 yrs.	2.0 yrs.

Land and building investment per crop acre owned shows the relationship between investments in land and buildings. The farmer who owns little cropland but builds many farm buildings will have a relatively large land and building investment per crop acre owned. This could be an indication that capital use is out of balance.

Capital turnover is calculated by dividing the total farm capital (total year end farm inventory) by the total farm receipts for the year. The factor is called capital turnover because it measures the number of years of receipts needed to equal or "turnover" farm capital. A fast rate of turnover is more desirable than a slow rate because it means capital purchases can be paid off at a faster rate. This figure also depends upon the enterprise selection of the business.

#### CAPITAL TURNOVER AND LABOR AND MANAGEMENT INCOME 600 New York Dairy Farms, 1980

Capital Turnover Rate - Years	Number of Farms	Number of Cows	Capital Investment		Labor & Mgmt. Income Per Operator
			Per Cow	Per Worker	
Less than 1.5	15	112	\$3,280	\$113,230	\$14,481
1.5 to 1.99	122	95	4,550	139,340	6,163
2.0 to 2.49	246	75	5,530	161,630	5,129
2.5 to 2.99	146	63	6,270	177,660	- 4,572
3.0 to 3.49	42	58	7,440	187,630	- 8,598
3.5 and over	29	44	7,880	198,150	- 15,521

## Cost Control

The control of costs is a big factor in the success of modern commercial dairy operations. Feed, machinery and labor costs are major items and are examined in detail. However, it is important to check all cost items both large and small. Expenses should be incurred only when the returns from the expense are expected to be greater than the cost incurred.

### Feed Costs

Purchased feed is the largest single expenditure on most dairy farms. Two considerations are important in keeping the feed bill down: (1) Be careful that only nutrients required by the cow are being fed. A dairy farmer cannot afford to buy a feed mix that overfeeds energy or protein. (2) Be certain that the required nutrients are being obtained from their cheapest source. For example, what is the cheapest source of protein? urea? soybean meal? a commercial protein? Help in answering these questions can come from budgeting, from agribusiness people selling feeds, and from dairy and management extension agents. Extension is supporting two computerized decision aids to assist in answering these questions: a NEWPLAN program of Least-Cost Balanced Dairy Rations, and the NYDHIC forage balancing program.

The size and productivity of the crop program has an important influence on the size of the purchased feed bill. Increased production of either roughages or grains should reduce the purchased feed expense unless cow numbers are increased. Also, heifer raising practices affect feed costs. The overall feed situation must be examined and evaluated as a "system".

#### FEED COSTS AND RELATED MEASURES Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Dairy concentrate purchased per cow	\$ _____	\$541	\$534
Dairy concentrate purchased per cwt. of milk sold	\$ _____	\$3.73	\$3.68
Percent dairy concentrate is of milk receipts	_____ %	27%	29%
Crop expense per cow	\$ _____	\$151	\$143
Feed & crop expense/cwt. milk	\$ _____	\$4.78	\$4.67
Forage dry matter harvested/cow (tons)	_____	7.4	7.2
Acres of forage per cow	_____	2.4	2.4
Total tillable acres per cow	_____	3.0	3.0
Fertilizer and lime/tillable acre	\$ _____	\$32	\$31
Heifers as % of cow numbers	_____ %	75%	72%

### Machinery, Labor and Miscellaneous Costs

Labor and machinery operate as a team on a modern farm. The challenge is to obtain an efficient combination that will result in a reasonable cost per unit of output.

#### MACHINERY & LABOR COSTS Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
<u>Machinery:</u> Depreciation <sup>1</sup>	\$ _____	\$12,111	\$11,314
Interest <sup>2</sup>	_____	6,589	6,266
Operating expense <sup>3</sup>	_____	14,129	14,644
Total machinery	\$ _____	\$32,829	\$32,244
Per cow	_____	\$438	\$435
Per cwt. milk	_____	\$3.02	\$3.00
<u>Labor:</u> Value of operators <sup>4</sup>	\$ _____	\$11,715	\$11,250
Unpaid family <sup>5</sup>	_____	1,677	1,500
Hired	_____	11,358	12,270
Total labor	\$ _____	\$24,750	\$25,020
Per cow	_____	\$330	\$338
Per cwt. milk	_____	\$2.28	\$2.33
Labor & machinery costs/cwt. milk	\$ _____	\$5.30	\$5.33

<sup>1</sup>Regular depreciation from last year's tax plus 10 percent of new purchases.

<sup>2</sup>Nine percent of average machinery investment.

<sup>3</sup>Machine hire, repairs, farm share auto expense, and gas and oil.

<sup>4</sup>\$750 per month.

<sup>5</sup>\$500 per month.

#### MISCELLANEOUS COST CONTROL MEASURES Eastern Plateau Dairy Farms, 1981 & 1980

Item	My Farm	Average	
		1981	1980
Livestock expense per cow	\$ _____	\$177	\$172
Real estate expense per cow	\$ _____	\$153	\$137
Total farm expense per cow	\$ _____	\$2,281	\$2,220

Livestock expense per cow includes breeding fees, veterinary and medicine, milk marketing, dairy supplies, bedding and DHIC fees. Real estate expenses include repairs, taxes, insurance and rent.

## YEARLY CASH FLOW PLANNING &amp; ANALYSIS

The worksheet below is a valuable tool in planning expansions and for setting goals for improving the farm business. The average is from 79 Eastern Plateau dairy farms except where owner costs are indicated.

Item	Average Per Cow	My Farm,		Cows Goal
		Per Cow	Total	
<b>CASH RECEIPTS</b>				
Milk sales	\$1,969	\$ _____	\$ _____	\$ _____
Crop sales	16	_____	_____	_____
Dairy cattle	145	_____	_____	_____
Calves & other livestock	41	_____	_____	_____
Other	20	_____	_____	_____
Total Cash Receipts	\$2,191	\$ _____	\$ _____	\$ _____
<b>CASH EXPENSES</b>				
Hired Labor	\$ 151	\$ _____	\$ _____	\$ _____
Dairy concentrate	541	_____	_____	_____
Hay and other	25	_____	_____	_____
Machine hire	14	_____	_____	_____
Machine repair & auto expense	87	_____	_____	_____
Gas & oil	88	_____	_____	_____
Replacement livestock	42	_____	_____	_____
Breeding fees	26	_____	_____	_____
Vet & medicine	35	_____	_____	_____
Milk marketing (ADA, Dues)	43	_____	_____	_____
Other livestock expense	72	_____	_____	_____
Fertilizer & lime	96	_____	_____	_____
Seeds & plants	29	_____	_____	_____
Spray & other	26	_____	_____	_____
Land, bldg. fence repair (owner)	34	_____	_____	_____
Taxes (owner)	49	_____	_____	_____
Insurance (owner)	35	_____	_____	_____
Rent (owner)	30	_____	_____	_____
Telephone (farm share)	6	_____	_____	_____
Electricity (farm share)	38	_____	_____	_____
Miscellaneous	26	_____	_____	_____
Total Cash Expenses <sup>1</sup>	\$1,493	\$ _____	\$ _____	\$ _____
Total Cash Receipts	\$2,191	_____	_____	_____
Total Cash Expenses <sup>1</sup>	-1,493	-	-	-
Net Cash Flow	\$ 698	\$ _____	\$ _____	\$ _____
Cash Family Living Expense <sup>2</sup>	- 255	-	-	-
Amount Left for Debt Service, Capital Investment & Retained Earnings	\$ 443	\$ _____	\$ _____	\$ _____
Scheduled Farm Debt Service	- 463	-	-	-
Available for Capital Investment	\$- 20	\$ _____	\$ _____	\$ _____
Planned Expansion Livestock Purch.		_____	_____	_____
Planned Equipment Purchase		_____	_____	_____
Borrowed or Equity Funds Needed		\$ _____	\$ _____	\$ _____

<sup>1</sup>Interest paid excluded for it is contained in Scheduled Debt Service.

<sup>2</sup>Estimated: \$9,600 per family and four percent of cash receipts.

## PROGRESS OF THE FARM BUSINESS

Comparing your business with that of other farmers is one part of a business checkup. It is equally important to compare your current year's business with that of earlier years to show the progress you are making, and to plan ahead, by setting business targets or goals.

Item	1979	1980	1981	1982 Goal
<u>Size of Business</u>				
Number of cows	_____	_____	_____	_____
Number of heifers	_____	_____	_____	_____
Pounds of milk sold	_____	_____	_____	_____
Worker equivalent	_____	_____	_____	_____
Total tillable acres	_____	_____	_____	_____
<u>Rates of Production</u>				
Lbs. milk sold per cow	_____	_____	_____	_____
Tons hay D.M. per acre	_____	_____	_____	_____
Tons corn silage per acre	_____	_____	_____	_____
<u>Labor Efficiency</u>				
Cows per worker	_____	_____	_____	_____
Lbs. milk sold per worker	_____	_____	_____	_____
<u>Cost Control</u>				
Purch. feed as % milk sold	\$ _____	\$ _____	\$ _____	\$ _____
Feed & crop exp./cwt. milk	\$ _____	\$ _____	\$ _____	\$ _____
Labor & mach. cost per cow	\$ _____	\$ _____	\$ _____	\$ _____
<u>Capital Efficiency</u>				
Farm capital per cow	\$ _____	\$ _____	\$ _____	\$ _____
Capital turnover	\$ _____	\$ _____	\$ _____	\$ _____
<u>Price</u>				
Price per cwt. milk	\$ _____	\$ _____	\$ _____	\$ _____
<u>Financial Summary</u>				
Net cash farm income	\$ _____	\$ _____	\$ _____	\$ _____
Labor & mgmt. inc./oper.	\$ _____	\$ _____	\$ _____	\$ _____
Farm net worth	\$ _____	\$ _____	\$ _____	\$ _____
Rate of return on equity	_____ %	_____ %	_____ %	_____ %
Percent equity	_____ %	_____ %	_____ %	_____ %
Farm debt per cow	\$ _____	\$ _____	\$ _____	\$ _____

## MEASURE YOUR PERFORMANCE

After you have entered your farm business data on the pages of this workbook, categorize your farm business performance into three groups. List the strong points, those which indicate average performance and those areas which need improvement. Your business factors that exceed the regional average should be listed as strong points, factors that are close to the regional average should be identified as average, and factors that are below average should be listed under need improvement.

The Farm Business Chart on the next page can also be used to identify strengths and weaknesses by comparing your business with a large number of New York dairy farms summarized for the previous year. It is recommended that you use more than one standard for comparison when analyzing the farm business.

STRONG POINTS:

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AVERAGE:

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NEED IMPROVEMENT:

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After identifying opportunities for improvement, consider alternative ways of solving each problem. List each alternative and analyze the consequences in detail. Extension conducts many schools, meetings, and provides many printed materials that should be of assistance. Local agribusinesses often provide helpful information and assistance. Seek out information related to the problem under consideration.

Another way to measure your management performance is to compare your current business factors with those from previous years. Page 17 is provided for this purpose. Answering the following questions may also help evaluate your farm business progress.

- 1) Do livestock numbers, labor force, and crop acres make up a well balanced unit of resources?
- 2) Have rates of production shown a steady increase?
- 3) When will milk output per worker reach 600,000 pounds?
- 4) Have increases in costs been limited to the effects of inflation?
- 5) Is growth in net worth keeping up with increased capital investment?
- 6) Is net cash farm income increasing fast enough to meet your needs?
- 7) Have you reached the business goals set for 1981 and have you set new goals for 1982?

## MANAGEMENT PERFORMANCE OF STATEWIDE COOPERATORS

The Farm Business Chart is a tool which can be used in analyzing a business by drawing a line through the figure in each column which represents the current level of management performance. The figure at the top of each column is the average of the top ten percent of the 600 farms for that factor. The other figures in each column are the average for the second ten percent, third ten percent, etc. Each column of the chart is independent of the others. The farms which are in the top ten percent for one factor would not necessarily be the same farms which make up the top ten percent for any other factor.

FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS  
600 New York Dairy Farms, 1980

Size of Business			Rates of Production			Labor Efficiency	
Worker Equiv- alent	No. of Cows	Pounds Milk Sold	Pounds Milk Sold Per Cow	Tons D.M./ Acre	Tons Corn Silage Per Acre	Cows Per Worker	Pounds Milk Sold Per Worker
5.3	185	2,773,200	17,600	4.5	21	44	641,600
3.7	113	1,642,100	16,400	3.5	18	36	529,500
3.2	86	1,261,400	15,600	3.1	16	32	472,700
2.8	73	1,073,300	15,100	2.8	15	29	428,000
2.5	64	942,500	14,600	2.6	15	27	396,300
-----							
2.3	58	831,800	14,200	2.3	14	26	368,400
2.0	52	736,300	13,600	2.0	13	24	338,500
1.9	45	629,100	13,000	1.8	11	22	303,900
1.6	39	512,300	12,100	1.5	9	20	262,100
1.3	30	358,700	10,000	1.2	5	16	194,300
-----							
Feed Bought Per Cow	% Feed is of Milk Receipts	Machinery Cost Per Cow	Labor and Machinery Cost Per Cow	Feed and Crop Expense Per Cwt. Milk			
\$223	13	\$242	\$ 524	\$2.77			
333	19	308	611	3.48			
395	23	344	659	3.87			
443	25	374	703	4.17			
485	27	403	740	4.42			
-----							
528	29	438	777	4.64			
570	31	468	814	4.93			
611	33	503	870	5.20			
671	36	560	943	5.50			
792	41	686	1,112	6.26			

The cost control factors are ranked from low to high, but the lowest cost is not necessarily the most profitable. Many things affect the level of costs, and these items must be taken into account when analyzing the factors.

FARM BUSINESS SUMMARY BY HERD SIZE  
600 New York Dairy Farms, 1980

Item	Farms with:			
	Less than 40 cows	40 to 54 cows	55 to 69 cows	70 to 84 cows
<u>Capital Investment (end of year)</u>				
Livestock	\$ 54,339	\$ 78,545	\$101,619	\$121,590
Feed & supplies	9,559	16,998	24,639	32,756
Machinery & equipment	38,191	56,972	70,913	83,426
Land & buildings	104,763	141,412	181,640	218,856
TOTAL INVESTMENT	\$206,852	\$293,927	\$378,811	\$456,628
<u>Receipts</u>				
Milk sales	\$ 54,745	\$ 85,404	\$116,064	\$141,913
Dairy cattle sold	4,961	7,471	8,960	11,901
Other livestock sales	1,515	2,000	2,417	3,144
Crop sales	279	833	1,162	1,464
Miscellaneous receipts	685	1,508	1,809	2,399
Total Cash Receipts	\$ 62,185	\$ 97,216	\$130,412	\$160,821
Increase in livestock	2,453	3,562	5,183	5,991
Increase in feed & supplies	953	2,523	3,754	5,009
Appreciation	13,219	15,782	20,285	23,790
TOTAL FARM RECEIPTS	\$ 78,810	\$119,083	\$159,634	\$195,611
TOTAL FARM REC. EXCL. APPREC.	\$ 65,591	\$103,301	\$139,349	\$171,821
<u>Expenses</u>				
Hired labor	\$ 1,521	\$ 4,397	\$ 6,489	\$ 12,538
Dairy feed	16,643	24,351	31,706	36,913
Other feed	961	1,242	823	1,444
Machine hire	419	798	1,074	1,199
Machinery repair	2,387	3,913	5,906	7,274
Auto expense (farm share)	383	367	433	380
Gas & oil	2,433	3,399	4,983	6,110
Replacement animals	1,475	2,821	2,749	1,779
Breeding fees	702	1,125	1,547	1,930
Veterinary & medicine	1,046	1,710	2,189	2,639
Milk marketing	1,342	2,154	3,271	4,151
Other livestock expense	2,059	3,459	4,545	5,359
Fertilizer & lime	1,902	3,739	5,912	7,882
Seeds & plants	582	1,285	1,712	2,398
Spray & other crop expense	546	873	1,443	1,838
Land, bldg., fence repair	1,274	1,387	2,004	2,789
Taxes & insurance	2,703	3,910	4,953	7,017
Electricity & phone (farm share)	1,520	2,147	2,653	3,316
Interest paid	4,913	8,653	10,440	12,504
Miscellaneous expenses	1,526	2,193	3,466	4,141
Total Cash Expenses	\$ 46,337	\$ 73,923	\$ 98,298	\$123,601
Expansion livestock	1,209	761	1,371	3,627
Machinery depreciation	4,770	7,491	9,539	11,862
Building depreciation	1,688	2,624	3,297	4,541
Unpaid family labor	1,500	2,000	2,000	2,000
Interest on equity @ 9%	12,779	17,735	23,178	28,090
TOTAL FARM EXPENSES	\$ 68,283	\$104,534	\$137,683	\$173,721
<u>Financial Summary</u>				
NET CASH FARM INCOME	\$ 15,848	\$ 23,293	\$ 32,114	\$ 37,220
Labor & Management Income	-\$ 2,692	-\$ 1,233	\$ 1,666	-\$ 1,900
Number of Operators	1.1	1.1	1.3	1.2
LABOR & MGMT. INCOME/OPER.	-\$ 2,404	-\$ 1,111	\$ 1,282	-\$ 1,532
LABOR, MGMT. & OWNSHP. INC./OPER.	\$ 20,809	\$ 29,085	\$ 34,715	\$ 40,306



FARM BUSINESS SUMMARY BY HERD SIZE  
600 New York Dairy Farms, 1980

Item	Farms with:				
	85 to 99 cows	100 to 114 cows	115 to 129 cows	130 to 149 cows	150 or more cows
<b>Capital Investment (end of year)</b>					
Livestock	\$140,537	\$163,684	\$178,490	\$211,769	\$291,447
Feed & supplies	35,689	46,833	56,236	64,004	84,542
Machinery & equipment	90,559	105,440	112,871	129,847	171,375
Land & buildings	218,883	257,788	277,605	306,443	467,004
TOTAL INVESTMENT	\$485,668	\$573,745	\$625,202	\$712,063	\$1,014,368
<b>Receipts</b>					
Milk sales	\$162,772	\$204,439	\$220,211	\$255,592	\$373,858
Dairy cattle sold	13,068	15,801	15,741	23,150	28,378
Other livestock sales	3,223	3,914	4,608	4,048	6,738
Crop sales	1,602	3,056	4,640	2,946	6,789
Miscellaneous receipts	2,337	3,207	3,195	3,328	6,341
Total Cash Receipts	\$183,002	\$230,417	\$248,395	\$289,064	\$422,104
Increase in livestock	4,407	9,435	8,385	8,284	19,153
Increase in feed & supplies	6,316	7,987	8,356	10,223	12,677
Appreciation	25,912	35,349	36,672	44,532	55,233
TOTAL FARM RECEIPTS	\$219,637	\$283,188	\$301,808	\$352,103	\$509,167
TOTAL FARM REC. EXCL. APPREC.	\$193,725	\$247,839	\$265,136	\$307,571	\$453,934
<b>Expenses</b>					
Hired labor	\$ 14,518	\$ 18,271	\$ 23,093	\$ 28,845	\$ 48,842
Dairy feed	45,420	54,403	62,330	71,320	92,339
Other feed	3,143	952	2,034	1,500	3,882
Machine hire	1,381	1,606	1,283	1,653	3,272
Machinery repair	8,371	10,817	11,088	15,192	18,418
Auto expense (farm share)	549	487	445	395	455
Gas & oil	7,642	8,932	9,906	10,570	15,233
Replacement animals	2,562	3,414	1,579	7,116	10,283
Breeding fees	1,731	2,453	2,224	3,354	4,645
Veterinary & medicine	2,786	3,437	4,165	4,803	7,328
Milk marketing	3,916	6,073	6,293	7,985	9,647
Other livestock expense	5,605	6,965	7,652	11,088	12,260
Fertilizer & lime	8,694	11,640	12,865	14,227	20,369
Seeds & plants	2,375	3,432	4,022	4,700	6,111
Spray & other crop expense	1,927	2,945	2,917	3,797	5,370
Land, bldg., fence repair	3,103	2,791	3,343	2,720	5,399
Taxes & insurance	6,613	8,213	9,186	9,178	13,501
Electricity & phone (farm share)	3,486	4,581	4,688	5,590	6,182
Interest paid	16,952	19,752	17,825	22,182	32,036
Miscellaneous expenses	5,055	4,951	6,739	8,806	10,615
Total Cash Expenses	\$145,829	\$176,115	\$193,677	\$235,021	\$326,187
Expansion livestock	1,026	4,792	419	0	4,210
Machinery depreciation	11,984	14,373	17,077	19,468	27,020
Building depreciation	5,335	6,702	6,729	8,986	13,058
Unpaid family labor	2,000	1,000	500	1,000	500
Interest on equity @ 9%	26,296	34,598	39,308	45,322	61,958
TOTAL FARM EXPENSES	\$192,470	\$237,580	\$257,710	\$309,797	\$432,933
<b>Financial Summary</b>					
NET CASH FARM INCOME	\$ 37,173	\$ 54,302	\$ 54,718	\$ 54,043	\$ 95,917
Labor & Management Income	\$ 1,255	\$ 10,259	\$ 7,426	-\$ 2,226	\$ 21,001
Number of Operators	1.4	1.4	1.4	1.5	1.5
LABOR & MGMT. INCOME/OPER.	\$ 923	\$ 7,434	\$ 5,420	-\$ 1,484	\$ 14,001
LABOR, MGMT. & OWNSHP. INC./OPER.	\$ 39,311	\$ 58,120	\$ 60,880	\$ 58,419	\$ 92,128

SELECTED BUSINESS FACTORS BY HERD SIZE  
600 New York Dairy Farms, 1980

Item	Farms with:			
	Less than 40 cows	40 to 54 cows	55 to 69 cows	70 to 84 cows
Number of farms	94	147	128	77
<u>Size of Business</u>				
Number of cows	33	47	62	76
Number of heifers	26	35	46	59
Pounds of milk sold	431,000	669,300	905,600	1,110,600
Worker equivalent	1.6	2.0	2.4	2.9
Total work units	368	525	687	853
Total tillable acres	122	169	218	255
(Tillable acres rented)	(34)	(41)	(64)	(80)
<u>Rates of Production</u>				
Milk sold per cow	13,000	14,200	14,600	14,600
Tons hay crops per acre	1.9	2.2	2.4	2.5
Tons corn silage per acre	13.0	13.9	13.3	14.0
Bushels of oats per acre	47	51	59	55
<u>Labor Efficiency</u>				
Cows per worker	21	24	26	26
Pounds milk sold per worker	272,700	334,600	374,200	380,300
Work units per worker	233	263	284	292
<u>Feed Costs</u>				
Feed purchased per cow	\$504	\$518	\$511	\$486
Crop expense per cow	\$92	\$125	\$146	\$159
Feed cost per cwt. milk	\$3.86	\$3.64	\$3.50	\$3.32
Feed & crop exp. per cwt. milk	\$4.56	\$4.52	\$4.50	\$4.41
% feed is of milk receipts	30%	29%	27%	26%
Hay equivalent per cow	7.0T	8.2T	8.4T	8.4T
Tillable acres per cow	3.7	3.6	3.5	3.4
Fertilizer & lime/crop acre	\$16	\$22	\$27	\$31
<u>Machinery &amp; Labor Costs</u>				
Total machinery costs	\$13,556	\$20,786	\$27,915	\$33,936
Machinery cost per cow	\$411	\$442	\$450	\$447
Machinery cost per cwt. milk	\$3.15	\$3.11	\$3.08	\$3.06
Labor cost per cow	\$387	\$344	\$330	\$339
Labor cost per cwt. milk	\$2.96	\$2.41	\$2.26	\$2.32
<u>Capital Efficiency</u>				
Investment per worker	\$130,919	\$146,964	\$156,533	\$156,379
Investment per cow	\$5,910	\$6,123	\$5,919	\$5,700
Investment per cwt. milk	\$48	\$44	\$42	\$41
Land & buildings per cow	\$2,993	\$2,946	\$2,838	\$2,736
Machinery investment per cow	\$1,091	\$1,187	\$1,108	\$1,043
Capital turnover	2.6	2.5	2.4	2.3
<u>Other</u>				
Price per cwt. milk sold	\$12.70	\$12.76	\$12.82	\$12.78
Acres hay crops	81	101	123	135
Acres corn silage	22	35	45	62

SELECTED BUSINESS FACTORS BY HERD SIZE  
600 New York Dairy Farms, 1980

Item	Farms with:				
	85 to 99 cows	100 to 114 cows	115 to 129 cows	130 to 149 cows	150 or more cows
Number of farms	38	26	24	19	47
<u>Size of Business</u>					
Number of cows	90	106	120	139	198
Number of heifers	73	75	103	105	138
Pounds of milk sold	1,260,700	1,568,400	1,723,500	1,969,700	1,932,800
Worker equivalent	3.0	3.5	3.6	4.1	5.1
Total work units	1,024	1,145	1,361	1,514	2,126
Total tillable acres	319	321	386	403	560
(Tillable acres rented)	(122)	(122)	(133)	(171)	(167)
<u>Rates of Production</u>					
Milk sold per cow	14,000	14,700	14,300	14,100	14,800
Tons hay crops per acre	2.6	2.6	2.5	2.6	2.9
Tons corn silage per acre	14.6	14.8	16.4	15.7	16.0
Bushels of oats per acre	60	60	59	77	70
<u>Labor Efficiency</u>					
Cows per worker	30	30	34	34	39
Pounds milk sold per worker	420,200	448,100	481,400	482,700	577,300
Work units per worker	341	327	380	371	419
<u>Feed Costs</u>					
Feed purchased per cow	\$505	\$513	\$519	\$513	\$466
Crop expense per cow	\$144	\$170	\$165	\$163	\$161
Feed cost per cwt. milk	\$3.60	\$3.47	\$3.62	\$3.62	\$3.15
Feed & crop exp. per cwt. milk	\$4.63	\$4.62	\$4.77	\$4.77	\$4.23
% feed is of milk receipts	28%	27%	28%	28%	25%
Hay equivalent per cow	8.8T	7.5T	8.3T	8.1T	8.1T
Tillable acres per cow	3.5	3.0	3.2	2.9	2.8
Fertilizer & lime/crop acre	\$27	\$36	\$33	\$35	\$36
<u>Machinery &amp; Labor Costs</u>					
Total machinery costs	\$37,490	\$45,157	\$49,370	\$58,135	\$78,939
Machinery cost per cow	\$417	\$426	\$411	\$418	\$399
Machinery cost per cwt. milk	\$2.97	\$2.88	\$2.86	\$2.95	\$2.69
Labor cost per cow	\$317	\$302	\$297	\$312	\$317
Labor cost per cwt. milk	\$2.26	\$2.04	\$2.07	\$2.20	\$2.14
<u>Capital Efficiency</u>					
Investment per worker	\$161,889	\$163,927	\$174,637	\$174,525	\$199,679
Investment per cow	\$5,222	\$5,312	\$5,002	\$5,015	\$4,948
Investment per cwt. milk	\$39	\$37	\$36	\$36	\$35
Land & buildings per cow	\$2,354	\$2,387	\$2,221	\$2,158	\$2,278
Machinery investment per cow	\$974	\$976	\$903	\$914	\$836
Capital turnover	2.2	2.0	2.1	2.0	2.0
<u>Other</u>					
Price per cwt. milk sold	\$12.91	\$13.03	\$12.78	\$12.98	\$12.75
Acres hay crops	174	159	185	186	240
Acres corn silage	64	74	92	120	161

FARM FAMILY FINANCIAL SITUATION BY HERD SIZE  
600 New York Dairy Farms, January 1, 1981

Item	Farm with:				
	Less than 40 cows	40 to 54 cows	55 to 69 cows	70 to 84 cows	85 to 99 cows
Number of farms	94	147	128	77	38
<b>Assets</b>					
Livestock	\$ 54,339	\$ 78,545	\$101,619	\$121,590	\$140,537
Feed & supplies	9,559	16,998	24,639	32,756	35,689
Machinery & equipment	38,191	56,972	70,913	83,426	90,559
Land & buildings	104,763	141,412	181,640	218,856	218,883
Co-op investment	672	2,611	3,168	5,927	5,770
Accounts receivable	4,134	7,184	9,495	12,226	13,955
Cash & checking accounts	1,934	2,066	2,929	2,645	3,179
Total Farm Assets	<u>\$213,592</u>	<u>\$305,788</u>	<u>\$394,403</u>	<u>\$477,426</u>	<u>\$508,572</u>
Savings accounts	3,555	2,822	3,926	5,183	2,027
Cash value life insurance	3,287	3,315	2,574	2,995	2,861
Stocks & bonds	3,071	2,288	2,396	3,707	1,434
Nonfarm real estate	3,505	2,271	4,079	13,965	4,724
Auto (personal share)	1,061	1,230	1,392	1,541	1,591
All other	5,484	5,921	5,553	6,114	4,788
Total Nonfarm Assets	<u>\$ 19,963</u>	<u>\$ 17,847</u>	<u>\$ 19,920</u>	<u>\$ 33,505</u>	<u>\$ 17,425</u>
TOTAL ASSETS	\$233,555	\$323,635	\$414,323	\$510,931	\$525,997
<b>Liabilities</b>					
Real estate mortgage	\$ 40,301	\$ 64,598	\$ 80,059	\$100,920	\$115,538
Liens on cattle & equipment	21,792	34,044	42,995	47,991	80,831
Installment contracts	2,170	3,347	3,901	6,712	3,835
Other loans over 10 years	461	574	1,400	1,007	3,183
Other loans 1 to 10 years	3,110	2,208	2,772	2,703	4,628
Other loans less than 1 year	1,698	827	2,112	1,927	2,953
Feed store & other accounts	2,076	3,140	3,635	4,055	5,423
Total Farm Liabilities	<u>\$ 71,608</u>	<u>\$108,738</u>	<u>\$136,874</u>	<u>\$165,315</u>	<u>216,391</u>
Total Nonfarm Liabilities	<u>815</u>	<u>917</u>	<u>1,563</u>	<u>873</u>	<u>1,335</u>
TOTAL LIABILITIES	\$ 72,423	\$109,655	\$138,437	\$166,188	\$217,726
Farm Net Worth (Equity Cap.)	\$141,984	\$197,050	\$257,529	\$312,111	\$292,181
FAMILY NET WORTH	\$161,132	\$213,980	\$275,886	\$344,743	\$308,271
<b>Financial Measures</b>					
Percent equity	69%	66%	67%	67%	59%
Farm debt per cow	\$2,046	\$2,265	\$2,139	\$2,066	\$2,327
Available for debt service & living	\$23,008	\$33,182	\$43,169	\$50,873	\$54,751
Scheduled annual debt payment	\$13,305	\$20,758	\$27,433	\$32,891	\$43,150
Scheduled debt payment/cow	\$380	\$432	\$429	\$411	\$464
Payment as % of milk check	24%	24%	24%	23%	27%
Debt/Asset ratio - long term	0.39	0.46	0.45	0.47	0.54
Debt/Asset ratio - intermediate	0.28	0.26	0.25	0.24	0.33
Cash flow coverage ratio	0.79	0.93	0.96	1.02	0.82

FARM FAMILY FINANCIAL SITUATION BY HERD SIZE  
600 New York Dairy Farms, January 1, 1981

Item	Farm with:			
	100 to 114 cows	115 to 129 cows	130 to 149 cows	150 or more cows
Number of farms	26	24	19	47
<b>Assets</b>				
Livestock	\$163,684	\$178,490	\$211,769	\$ 291,447
Feed & supplies	46,833	56,236	64,004	84,542
Machinery & equipment	105,440	112,871	129,847	171,375
Land & buildings	257,788	277,605	306,443	467,004
Co-op investment	10,227	6,690	14,429	15,212
Accounts receivable	18,853	16,996	21,478	32,337
Cash & checking accounts	2,019	4,480	3,346	5,007
Total Farm Assets	<u>\$604,844</u>	<u>\$653,368</u>	<u>\$751,316</u>	<u>\$1,066,924</u>
Savings accounts	3,331	4,504	4,549	5,215
Cash value life insurance	2,119	4,549	6,421	4,400
Stocks & bonds	8,554	4,399	1,168	7,715
Nonfarm real estate	6,654	4,250	11,053	12,632
Auto (personal share)	1,069	1,344	1,026	3,548
All other	4,959	10,237	12,361	7,820
Total Nonfarm Assets	<u>\$ 26,686</u>	<u>\$ 29,283</u>	<u>\$ 36,578</u>	<u>\$ 41,330</u>
TOTAL ASSETS	\$631,530	\$682,651	\$787,894	\$1,108,254
<b>Liabilities</b>				
Real estate mortgage	\$132,513	\$102,080	\$130,731	\$194,505
Liens on cattle & equipment	63,676	66,522	91,724	132,256
Installment contracts	8,492	17,581	5,378	9,800
Other loans over 10 years	1,225	8,198	1,311	11,792
Other loans 1 to 10 years	7,160	15,473	5,527	14,764
Other loans less than 1 year	3,455	1,329	3,207	8,524
Feed store & other accounts	3,898	5,425	9,862	6,862
Total Farm Liabilities	<u>\$220,419</u>	<u>\$216,608</u>	<u>\$247,740</u>	<u>\$378,503</u>
Total Nonfarm Liabilities	<u>2,148</u>	<u>792</u>	<u>3,262</u>	<u>3,144</u>
TOTAL LIABILITIES	\$222,567	\$217,400	\$251,002	\$381,647
Farm Net Worth (Equity Cap.)	\$384,425	\$436,760	\$503,576	\$688,421
FAMILY NET WORTH	\$408,963	\$465,251	\$536,892	\$726,607
<b>Financial Measures</b>				
Percent equity	65%	68%	68%	66%
Farm debt per cow	\$2,041	\$1,733	\$1,745	\$1,846
Available for debt service & living	\$74,698	\$73,585	\$80,326	\$129,667
Scheduled annual debt payment	\$45,416	\$44,330	\$50,171	\$83,799
Scheduled debt payment/cow	\$421	\$355	\$353	\$409
Payment as % of milk check	22%	20%	20%	22%
Debt/Asset ratio - long term	0.52	0.40	0.43	0.44
Debt/Asset ratio - intermediate	0.25	0.27	0.25	0.28
Cash flow coverage ratio	1.15	1.16	1.10	1.18

## ARRAY OF FINANCIAL ANALYSIS MEASURES

The Financial Analysis Chart can be used to determine a farm's relative financial management position compared to other dairy farms throughout New York State. The figure at the top of each column is the average of the "top" ten percent of the 600 farms for that factor. Each column in the chart is independent of all others.

FINANCIAL ANALYSIS CHART  
600 New York Dairy Farms, 1980

Liquidity (Repayment)					
Scheduled Debt Payments Per Cow	Available For Debt Service Per Cow	Cash Flow Coverage Ratio <sup>1</sup>	Debt Payments Per Dollar Milk Sales <sup>2</sup>	Debt Per Dollar Milk Sales <sup>3</sup>	
\$ 39	\$846	15.41	.07	.07	
176	653	2.65	.10	.34	
248	579	1.72	.14	.59	
318	508	1.34	.18	.80	
377	451	1.10	.21	1.05	
434	392	.93	.25	1.28	
491	334	.75	.28	1.51	
560	265	.57	.33	1.74	
642	177	.40	.38	2.03	
866	- 50	- .19	.54	2.90	

  

Solvency			Profitability		
Debt Per Cow	Percent Equity	Debt/Asset Ratio		Percentage Rate of Return On:	
		Current & Intermediate <sup>4</sup>	Long Term <sup>5</sup>	Equity <sup>6</sup>	Investment <sup>7</sup>
\$ 123	.98	.01	.00	.34	.22
616	.89	.06	.05	.22	.17
1,078	.82	.12	.17	.18	.15
1,487	.74	.17	.29	.16	.14
1,839	.67	.22	.40	.14	.13
2,222	.60	.28	.49	.12	.11
2,537	.54	.34	.59	.10	.09
2,976	.49	.42	.70	.07	.08
3,537	.42	.50	.81	.05	.06
4,662	.29	.66	1.09	-.06	.02

<sup>1</sup>Amount available for debt service per dollar of annual scheduled debt payment, computed by dividing the available dollars by the annual payments planned. A high, positive ratio indicates a strong capacity to repay debt.

<sup>2</sup>Amount of milk income committed to debt repayment. Commonly referred to as debt payments planned as percent of milk sales.

<sup>3</sup>Percentage of annual milk sales required to reduce current debt to zero. Also number of years needed for milk sales to turn over debt.

<sup>4</sup>All farm liabilities on less than ten year repayment divided by all farm assets excluding real estate.

<sup>5</sup>Farm liabilities on ten years or more repayment, including all real estate mortgages, divided by farm real estate value.

<sup>6</sup>Return on equity capital, including appreciation, divided by farm net worth.

<sup>7</sup>Return on all farm capital (no deduction for interest paid) divided by total farm assets.