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# **ONEIDA-MOHAWK REGION 1986**

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1986 DAIRY FARM BUSINESS SUMMARY

ONEIDA-MOHAWK REGION

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1986 DAIRY FARM BUSINESS SUMMARY  
Oneida-Mohawk Region\*

INTRODUCTION

Dairy farmers throughout the State have been participating in New York Cooperative Extension's farm business summary and analysis program since the early 1950's. Each participating farmer receives a complete business and financial summary and analysis of his or her farm business. The information in this report represents an average of all the data submitted from farms in the Oneida-Mohawk Region.

Program Objective

The primary objective of the dairy farm business summary, DFBS, is to help farmers improve their management skills through appropriate use of record data and application of modern farm business management decision-making techniques. In short, DFBS identifies the business and financial information farmers need and demonstrates how to use it in identifying and evaluating the strengths and weaknesses of the farm business.

Format Features

This regional report follows the same general format as in the 1986 DFBS printout received by all participating dairy farmers. Worksheets have been included to give non-DFBS participants an opportunity to summarize their businesses. The analysis tables include an open column or section labeled My Farm. It may be used by any dairy farmer who wants to compare his or her business with the average data of this region.

This report features (1) an income statement including accrual accounting for farm business expenses and receipts, as well as measures of profitability with and without appreciation, (2) a complete balance sheet including factors for analysis, (3) a cash flow summary and analysis of debt repayment ability, (4) a cropping program analysis, and (5) a dairy program analysis. The financing characteristics of the business are distributed throughout the publication so that both business and financial management can be evaluated.

Micro DFBS, which allows Cooperative Extension agents and specialists to calculate and print individual farm business reports in their offices, is now being used by more than 70 percent of our dairy farm management field staff. This innovative program provides faster processing of farm record data and increased use of DFBS in farm management programs.

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\*The Oneida-Mohawk region includes Oneida, Schoharie, Montgomery, Herkimer, Fulton, and Schenectady Counties. This publication includes the following number of farms by county: Oneida 19, Schoharie 8, Montgomery 12, Herkimer 8, and Schenectady 2.

This summary was prepared by Eddy L. LaDue, Department of Agricultural Economics, New York State College of Agriculture and Life Sciences, Cornell University. The farm business data were collected by Bruce W. Field, Cooperative Extension agent, Oneida and Herkimer Counties; David B. Cook, Management consultant for Schoharie, Montgomery, Fulton, and Schenectady Counties; and Chuck Z. Radick, Farm Accounting, Consulting and Tax Service, Preston Hollow. Analysis and data management assistance was provided by Linda Putnam.

Business Characteristics

Finding the right management strategies is an important part of farming. Various combinations of farm resources, enterprises, business arrangements, and management techniques are used by the dairy farmers in this region. The following table shows important farm business characteristics and the number of farmers reporting these characteristics.

BUSINESS CHARACTERISTICS  
49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Type of Farm</u>	<u>Number</u>	<u>Type of Business</u>	<u>Number</u>
Dairy (full-time)	43	Single proprietorship	34
Part-time dairy	2	Partnership	12
Dairy cash-crop	4	Corporation	1
Part-time cash-crop dairy	0	Other	2

  

<u>Type of Ownership</u>	<u>Number</u>	<u>Type of Barn</u>	<u>Number</u>
Owner	38	Stanchion	42
Renter	11	Freestall	5
		Other	2

  

<u>Milking System</u>	<u>Number</u>	<u>Business Record System</u>	<u>Number</u>
Bucket & carry	1	ELFAC	4
Dumping station	8	Account Book	24
Pipeline	34	Agrifax (mail-in only)	1
Herringbone parlor	5	On-Farm Computer	1
Other parlor	1	Other	19

  

<u>Production Records</u>	<u>Number</u>		<u>Number</u>
DHIC	36	Other	3
O.S.	6	None	4

The averages used in this report were compiled using data from all the participating dairy farms in this region unless noted otherwise. There may be regular dairy farms, part-time farms, dairy cash-crop farms, farm renters, partnerships, and corporations included in the average. The following types of farm classifications are used to identify farms that are not full-time dairy farms.

A part-time farm has less than six months of labor from all operators and total labor is less than 12 months.

A dairy cash-crop farm has income from crop sales that exceed 10 percent of milk sales.

A farm renter owns no farm real estate at the end of the year or owns no tillable land.

Dairy Termination Program participants that sold their cows in 1986 are not included in the report.

INCOME STATEMENT

The accrual income statement begins with an accounting of all farm business expenses.

CASH AND ACCRUAL FARM EXPENSES  
49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Expense Item</u>	<u>Cash Paid</u>	<u>+ Change in Inventory*</u>	<u>+ Change in Accounts Payable</u>	<u>- Accrual Expenses</u>
<u>Hired Labor</u>	\$ 9,149		\$ -8	\$ 9,141
<u>Feed</u>				
Dairy grain & conc.	30,671	\$ -293	24	30,402
Dairy roughage	536	-115	35	456
Other livestock	573	26	0	599
<u>Machinery</u>				
Mach. hire, rent/lease	1,362		-24	1,338
Machinery repairs/parts	6,037	-19	-105	5,913
Auto exp. (farm share)	608		0	608
Fuel, oil & grease	3,869	-21	29	3,877
<u>Livestock</u>				
Replacement livestock	1,039		42	1,081
Breeding	2,027	23	-18	2,032
Vet & medicine	2,209	-12	1	2,198
Milk marketing	9,617		0	9,617
Cattle lease/rent	0		0	0
Other livestock expense	5,820	-111	-52	5,657
<u>Crops</u>				
Fertilizer & lime	4,715	133	-70	4,778
Seeds & plants	2,093	-252	19	1,860
Spray, other crop exp.	1,912	21	-2	1,931
<u>Real Estate</u>				
Land/bldg./fence repair	2,360	-24	41	2,377
Taxes	3,655		-286	3,369
Insurance	3,012		0	3,012
Rent & lease	3,268		49	3,317
<u>Other</u>				
Telephone (farm share)	558		0	558
Electricity (farm share)	4,116		39	4,155
Interest paid	11,676		122	11,798
Miscellaneous	<u>1,291</u>	<u>31</u>	<u>13</u>	<u>1,335</u>
Total Operating	\$112,173	\$ -613	\$ -151	\$111,409
Expansion livestock	333		0	333
Machinery depreciation				11,752
Building depreciation				<u>4,641</u>
<b>TOTAL ACCRUAL EXPENSES</b>				<b>\$128,135</b>

\*An increase in inventory is a negative number since it represents purchased inputs not used and must be subtracted in arriving at accrual expenses.

Cash paid is the actual amount of money paid out during the year and does not necessarily represent the cost of goods and services actually used.

Accrual expenses are the costs of inputs actually used in this year's production. The value of feed and supplies used out of inventory are included as are the costs of inputs purchased but not paid for (net increases in accounts payable). Items paid for and not used (net additions to inventory) are excluded from accrual expenses as are payments made on inputs used in a prior year (net decreases in accounts payable).

Worksheets are provided to enable any dairy farmer to compute his or her accrual farm expenses and compare it with the averages on the previous page.

## CASH AND ACCRUAL FARM EXPENSES WORKSHEET

Expense Item	Cash Paid +	Change in Inventory +	Change in Accounts Payable +	Accrual Expenses =
<u>Hired Labor</u>	\$ _____		\$ _____	\$ _____
<u>Feed</u>				
Dairy grain & conc.	_____	\$ _____	_____	_____
Dairy roughage	_____	_____	_____	_____
Other livestock	_____	_____	_____	_____
<u>Machinery</u>				
Mach. hire, rent/lease	_____		_____	_____
Machinery repairs/parts	_____	_____	_____	_____
Auto exp. (farm share)	_____		_____	_____
Fuel, oil & grease	_____	_____	_____	_____
<u>Livestock</u>				
Replacement livestock	_____		_____	_____
Breeding	_____	_____	_____	_____
Vet & medicine	_____	_____	_____	_____
Milk marketing	_____		_____	_____
Cattle lease/rent	_____		_____	_____
Other livestock expense	_____	_____	_____	_____
<u>Crops</u>				
Fertilizer & lime	_____	_____	_____	_____
Seeds & plants	_____	_____	_____	_____
Spray, other crop exp.	_____	_____	_____	_____
<u>Real Estate</u>				
Land/bldg./fence repair	_____	_____	_____	_____
Taxes	_____		_____	_____
Insurance	_____		_____	_____
Rent & lease	_____		_____	_____
<u>Other</u>				
Telephone (farm share)	_____		_____	_____
Electricity (farm share)	_____		_____	_____
Interest paid	_____		_____	_____
Miscellaneous	_____		_____	_____
Total Operating	\$ _____	\$ _____	\$ _____	\$ _____
Expansion livestock	_____		_____	_____
Machinery depreciation				_____
Building depreciation				_____
TOTAL ACCRUAL EXPENSES				\$ _____

Change in Inventory: An increase in inventory must be subtracted in computing accrual expenses because it represents purchased inputs not actually used during the year. A decrease in inventory is added to expenses because it represents the cost of inputs purchased in a prior year and used this year.

Change in Accounts Payable: An increase in payables is added and a decrease is subtracted when calculating accrual expenses. Increases in payables represent items used but not paid for. Decreases represent items paid for in this year, that they were actually used or added to inventory in a prior year.

CASH AND ACCRUAL FARM RECEIPTS  
49 Oneida-Mohawk Region Dairy Farms, 1986

Receipt Item	Cash Receipts	+ Change in Inventory	+ Change in Accounts Receivable	+ Accrual Receipts
Milk sales	\$131,543		\$ 1,064	\$132,607
Dairy cattle	7,454	\$ 2,985	0	10,439
Dairy calves	1,417		0	1,417
Other livestock	154	-2	0	152
Crops	2,460	377	0	2,837
Government receipts	1,997		0	1,997
Custom machine work	150		0	150
Gas tax refund	155		0	155
Other	<u>1,086</u>		<u>20</u>	1,106
Less nonfarm noncash cap.*		<u>163</u>		<u>163</u>
<b>Total Accrual Receipts</b>	<b>\$146,416</b>	<b>\$ 3,197</b>	<b>\$ 1,084</b>	<b>\$150,697</b>

\*Gifts or inheritances of cattle or crops included in inventory or used in the business.

Cash receipts include the gross value of milk checks received during the year plus all other payments received from the sale of farm products, services, and government programs (cash only).

Accrual receipts represent the value of all farm commodities produced and services actually provided by the farmer during the year (cash and noncash). Increases in livestock inventory caused by herd growth and/or quality, are added and decreases caused by herd reduction are subtracted. Changes in inventories of crops grown are accounted for in accrual receipts. Changes in accounts receivable include the January milk check for this December's marketings compared with the previous January's check, and other delayed payments.

CASH AND ACCRUAL FARM RECEIPT WORKSHEET

Receipt Item	Cash Receipts	+ Change in Inventory	+ Change in Accounts Receivable	+ Accrual Receipts
Milk sales	\$ _____		\$ _____	\$ _____
Dairy cattle	_____	\$ _____	_____	_____
Dairy calves	_____	_____	_____	_____
Other livestock	_____	_____	_____	_____
Crops	_____	_____	_____	_____
Government receipts	_____	_____	_____	_____
Custom machine work	_____	_____	_____	_____
Gas tax refund	_____	_____	_____	_____
Other	_____	_____	_____	_____
Less gifts of cattle & crops		_____		_____
<b>Total Accrual Receipts</b>	<b>\$ _____</b>	<b>\$ _____</b>	<b>\$ _____</b>	<b>\$ _____</b>

To calculate the change in inventory to be included in the above worksheet, subtract the beginning of year values from the end of year values excluding appreciation. The changes in inventories caused by changing prices must be excluded from the calculation of accrual receipts. Changes in accounts receivable are also determined by subtracting beginning of year balances from end of year balances.



### Profitability Analysis

Farm owners/operators contribute labor, management, and capital to their businesses and the best combination of these resources maximizes income. Farm profitability can be measured as the return to all family resources or as the return to one or more individual resources such as labor and management.

Net farm income is the total combined return to the farm operators and other unpaid family members for their labor, management, and equity capital. It is the farm family's net annual return from working, managing, financing, and owning the farm business. This is not a measure of cash available from the year's business operation. Cash flow is evaluated later in this report.

Net farm income is computed with and without appreciation. Appreciation represents the change in values caused by changes in prices during the year of livestock, machinery, real estate inventory, and stocks and certificates (other than FLB and PCA). Appreciation is a major factor contributing to changes in farm net worth and must be included in the profitability analysis.

#### NET FARM INCOME 49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Item</u>	<u>Average</u>	<u>My Farm</u>
Total accrual receipts	\$150,697	\$ _____
Appreciation: Livestock	2,250	_____
Machinery	1,798	_____
Real Estate	3,256	_____
Other Stocks/Certificates	-54	_____
Total Including Appreciation	\$157,947	\$ _____
Total accrual expenses	128,135	- _____
Net Farm Income (with appreciation)	29,812	\$ _____
Net Farm Income (without appreciation)	22,562	\$ _____

Return to operators' labor, management, and equity capital measures the total business profits for the farm operators. It is calculated by deducting a charge for unpaid family labor from net farm income. Operators' labor is not included in unpaid family labor. Return to operators' labor, management, and equity capital has been compiled with and without appreciation. Appreciation is considered an important part of the return to ownership of farm assets.

#### RETURN TO OPERATORS' LABOR, MANAGEMENT, AND EQUITY 49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Item</u>	<u>Average</u>		<u>My Farm</u>	
	<u>With Apprec.</u>	<u>Without Apprec.</u>	<u>With Apprec.</u>	<u>Without Apprec.</u>
Net farm income	\$ 29,812	\$ 22,562	\$ _____	\$ _____
Family labor unpaid @ \$600 per month	- 1,800	- 1,800	- _____	- _____
Return to operators' labor, management, & equity	\$ 28,012	\$ 20,762	\$ _____	\$ _____

Labor and management income is the return which the farm operators receive for their labor and management used in operating the farm business. Appreciation is not included as part of the return to labor and management because it results from ownership of assets rather than management of the farm business. Labor and management income is determined by deducting the cost of using equity capital at a real interest rate of five percent, from the return to operators' labor, management, and equity capital excluding appreciation. The interest charge reflects the long-term average rate of return that a farmer might expect to earn in comparable risk investments in a low inflation economy.

LABOR AND MANAGEMENT INCOME  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Average	My Farm
Return to operators' labor, management, & equity without appreciation	\$ 20,762	\$ _____
Real interest @ 5% on \$226,389 average equity capital	- <u>11,319</u>	- _____
Labor & Management Income	\$ 9,443	\$ _____
Labor & Management Income per 1.42 Operator/Managers	\$ 6,665	\$ _____

Return on equity capital measures the net return remaining for the farmer's equity or owned capital after a charge has been made for the owner-operator's labor and management. The earnings or amount of net farm income allocated to labor and management is the opportunity cost or value of operators' labor and management estimated by the cooperators.

RETURN ON EQUITY CAPITAL  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Average	My Farm
Return to operators' labor, management, & equity capital with appreciation	\$ 28,012	\$ _____
Value of operators' labor & management	- <u>21,112</u>	- _____
Return on equity capital with appreciation	\$ 6,900	\$ _____
Interest paid	\$11,798	\$ _____
Return on total capital with appreciation	\$18,698	\$ _____
Return on equity capital without appreciation	\$-350	\$ _____
Return on total capital without appreciation	\$11,448	\$ _____
Rate of return on average equity capital:		
with appreciation	3.0%	_____ %
without appreciation	-0.2%	_____ %
Rate of return on average total capital:		
with appreciation	5.2%	_____ %
without appreciation	3.2%	_____ %



## 1986 FARM BUSINESS &amp; NONFARM BALANCE SHEET

<u>Farm Assets</u>			<u>Farm Liabilities &amp; Net Worth</u>		
	Jan. 1	Dec. 31		Jan. 1	Dec. 31
<u>Current</u>			<u>Current</u>		
Farm cash, checking & savings	_____	_____	Accounts payable	_____	_____
Accounts rec.	_____	_____	Operating debt	_____	_____
Feed & supplies	_____	_____	Short-term:	_____	_____
			_____	_____	_____
Total			Total		
<u>Intermediate</u>			<u>Intermediate</u>		
Dairy cows:			_____	_____	_____
owned	_____	_____	_____	_____	_____
leased	_____	_____	_____	_____	_____
Heifers	_____	_____	_____	_____	_____
Bulls/other lvstk.	_____	_____	_____	_____	_____
Mach./eq. owned	_____	_____	_____	_____	_____
Mach./eq. leased	_____	_____	Financial lease (cattle/mach.)	_____	_____
FLB/PCA stock	_____	_____	FLB/PCA stock	_____	_____
Coop stock & cert.	_____	_____	Total	_____	_____
Total	_____	_____			
<u>Long-Term</u>			<u>Long-Term</u>		
Land/buildings:			_____	_____	_____
owned	_____	_____	_____	_____	_____
leased	_____	_____	_____	_____	_____
Total	_____	_____	Financial lease (structures)	_____	_____
			Total	_____	_____
Total Farm Assets	_____	_____	Total Farm Liab.	_____	_____
			FARM NET WORTH	_____	_____
<u>Nonfarm Assets</u>			<u>Nonfarm Liabilities &amp; Net Worth</u>		
	Jan. 1	Dec. 31		Jan. 1	Dec. 31
			<u>Nonfarm Liab.:</u>		
Personal cash, chkg. & savings	_____	_____	_____	_____	_____
Cash value	_____	_____	_____	_____	_____
life ins.	_____	_____	_____	_____	_____
Nonfarm real est.	_____	_____	_____	_____	_____
Auto (pers. share)	_____	_____	Total Nonfarm Liabilities	_____	_____
Stocks & bonds	_____	_____			
Household furn.	_____	_____	Nonfarm Net Worth	_____	_____
All other	_____	_____			
Total Nonfarm	_____	_____			
<u>TOTAL FARM &amp; NONFARM</u>			<u>Jan. 1                      Dec. 31</u>		
Total Farm & Nonfarm Assets	_____	_____			
Less Total Farm & Nonfarm Liabilities	_____	_____			
Farm & Nonfarm Net Worth	_____	_____			

Balance sheet analysis requires an examination of financial and debt ratios and other factors measuring levels of debt. Percent equity is calculated by dividing net worth by assets. Equity increases as the value of assets increase more than liabilities. The debt to asset ratio is compiled by dividing liabilities by assets. Low debt to asset ratios reflect strength in solvency and the potential capacity to borrow. Debt analysis ratios show how well debt is structured and managed. Debt levels per unit of production include some old standards that are still useful if used with measures of cash flow and repayment ability.

BALANCE SHEET ANALYSIS  
49 Oneida-Mohawk Region Dairy Farms, December 31, 1986

Item	Average	My Farm		
<u>Financial Ratios - Farm:</u>				
Percent equity	63%	_____ %		
Debt/asset ratio: total	0.37	_____		
long-term	0.46	_____		
intermediate/current	0.29	_____		
<u>Change in Net Worth:</u>				
Without appreciation	\$ 3,620	\$ _____		
With appreciation	\$ 10,870	\$ _____		
<u>Farm Debt Analysis:</u>				
Accounts payable as % of total debt	3%	_____ %		
Long-term liabilities as a % of total debt	56%	_____ %		
Current & inter. liab. as a % of total debt	44%	_____ %		
<u>Farm Debt Levels:</u>				
	Per Cow	Per Tillable Acre Owned	Per Cow	Per Tillable Acre Owned
Total farm debt	\$ 1,969	\$ 1,006	\$ _____	\$ _____
Long-term debt	1,107	566	_____	_____
Intermediate & current debt	862	440	_____	_____

The Farm Inventory Balance is an accounting for changes in the value of assets that occur from the beginning to end of year. Changes in the livestock inventory are included in the dairy analysis.

FARM INVENTORY BALANCE  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Avg. of Regional Farms		My Farm	
	R.E.	Mach./Eq.	R.E.	Mach./Eq.
Value beg. of year	\$158,618	\$ 79,631	\$ _____	\$ _____
Purchases	\$ 6,757*	\$ 9,660	\$ _____	\$ _____
Gift/inheritance +	612	+ 245	+ _____	+ _____
Lost capital	- 431	- -	- _____	- _____
Sales	- 822	- 242	- _____	- _____
Depreciation	- 4,641	- 11,752	- _____	- _____
Net investment	\$+ 1,475	\$+ -2,089	\$+ _____	\$+ _____
Appreciation	+ 3,446**	+ 1,798	+ _____	+ _____
Value end of year	\$163,539	\$ 79,339	\$ _____	\$ _____

\* \$ 4,051 land and \$ 2,706 buildings and/or depreciable improvements.

\*\*Excludes \$-190 of appreciation on assets sold during the year.

CASH FLOW STATEMENT

Completing an annual cash flow statement is important to determine how well the cash generated by the business, plus that brought in from outside, met the annual cash needs of the business and the farm family. Understanding last year's cash flow is the first step toward planning and managing cash flow for the current and future years.

The Annual Cash Flow Statement is structured to compare all the cash inflows with all the cash outflows for the year. When all the cash inflows and outflows are correctly entered, the statement will balance. Actual outflows must equal actual inflows. If the imbalance (error) amount is positive, recorded cash inflows exceed recorded outflows by this amount. If it is negative, recorded cash outflows exceed inflows.

ANNUAL CASH FLOW STATEMENT  
49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Item</u>	<u>Average</u>	<u>My Farm</u>
<u>Cash Inflows</u>		
Beginning farm cash, checking & savings	\$ 1,819	\$ _____
Cash farm receipts	146,414	_____
Sale of assets: Machinery	242	_____
Real estate	624	_____
Other stock & certificate	0	_____
Money borrowed (intermediate & long-term)	17,137	_____
Money borrowed (short-term)	2,899	_____
Increase in operating debt	0	_____
Nonfarm income	3,592	_____
Cash from nonfarm capital used in the business	437	_____
Money borrowed - nonfarm	<u>396</u>	_____
Total	\$173,560	\$ _____
<u>Cash Outflows</u>		
Cash farm expenses	\$112,171	\$ _____
Capital purchases: Expansion livestock	333	_____
Machinery	9,660	_____
Real estate	6,757	_____
Other stock & certificate	0	_____
Principal payments (intermediate & long-term)	15,692	_____
Principal payments (short-term)	2,168	_____
Decrease in operating debt	315	_____
Nonfarm debt payments	515	_____
Personal withdrawals & family expenditures	22,988	_____
Ending farm cash, checking & savings	<u>2,516</u>	_____
Total	\$173,115	\$ _____
Imbalance (error)	\$ 444	\$ _____

Repayment Analysis

The second step in cash flow analysis is to compare the debt payments planned for the last year to the amount actually paid. The measures listed below provide a number of different perspectives on the repayment performance of the business. However, the critical question to many farmers and lenders is whether payments can be made next year. The cash flow projection worksheet on the next page can be used to estimate repayment ability for the coming year, which can then be compared to planned 1987 debt payments shown below.

FARM DEBT PAYMENTS PLANNED  
Same 30 Oneida-Mohawk Region Dairy Farms, 1985 & 1986

Debt Payments	Average			My Farm		
	1986 Payments Planned*	Made	Planned 1987	1986 Payments Planned	Made	Planned 1987
Long-term	\$ 9,058	\$ 10,166	\$ 8,561	\$ _____	\$ _____	\$ _____
Intermediate-term	14,340	18,728	14,538	_____	_____	_____
Short-term	3,699	3,638	2,724	_____	_____	_____
Operating (net reduction)	780	600	796	_____	_____	_____
Accounts payable (net reduction)	925	818	537	_____	_____	_____
Total	\$ 28,803	\$ 33,950	\$ 27,156	\$ _____	\$ _____	\$ _____
Per cow	\$ 435	\$ 513		\$ _____	\$ _____	
Per cwt. 1986 milk	\$ 2.78	\$ 3.28		\$ _____	\$ _____	
Percent of total 1986 receipts	19%	23%		_____	_____	
Percent of 1986 milk receipts	22%	26%		_____	_____	

\*As of December 31, 1985, from 1985 record.

The Cash Flow Coverage Ratio measures the ability of the farm business to meet its planned debt payment schedule. The ratio shows the percentage of planned payments that could have been made with last year's available cash flow. Farmers who did not participate in DFBS last year will find in their report a cash flow coverage ratio based on planned debt payments for 1987.

CASH FLOW COVERAGE RATIO  
Same 30 Oneida-Mohawk Region Dairy Farms, 1985 & 1986

Item	Average	My Farm
Cash farm receipts	\$145,518	\$ _____
- Cash farm expenses	106,094	_____
+ Interest paid	10,233	_____
- Net personal withdrawals from farm*	21,489	_____
(A) = Amount Available for Debt Service	\$ 28,168	\$ _____
(B) = Debt Payments Planned for 1986 (as of December 31, 1985)	\$ 28,803	\$ _____
(A + B) = Cash Flow Coverage Ratio for 1986	0.98	_____

\*Personal withdrawals and family expenditures less nonfarm income and nonfarm money borrowed. If family withdrawals are excluded the cash flow coverage ratio will be incorrect.

## ANNUAL CASH FLOW PROJECTION WORKSHEET

Item	Regional Average	My Farm		Expected Change	1987 Projection
		Total	Per Cow		
	(per cow)				
Average number of cows	68				
<u>Accrual Oper. Receipts</u>					
Milk	\$ 1,960	\$	\$		\$
Dairy cattle	154				
Dairy calves	21				
Other livestock	2				
Crops	42				
Misc. receipts	50				
Total	\$ 2,229	\$	\$		\$
<u>Accrual Oper. Expenses</u>					
Hired labor	\$ 135	\$	\$		\$
Dairy grain & conc.	449				
Dairy roughage	7				
Other lvstk. feed	9				
Mach. hire/rent/lease	20				
Mach. rpr./parts & auto	96				
Fuel, oil & grease	57				
Replacement lvstk.	16				
Breeding	30				
Vet & medicine	32				
Milk marketing	142				
Cattle lease	0				
Other lvstk. exp.	84				
Fertilizer & lime	71				
Seeds & plants	27				
Spray/other crop exp.	29				
Land, bldg., fence repair	35				
Taxes	50				
Insurance	45				
Real est. rent/lease	49				
Utilities	70				
Miscellaneous	20				
Total Less Int. Paid	\$ 1,472				\$
<u>Net Accrual Operating Income</u> (total)					
(without interest paid)	\$ 51,249	\$			\$
- Change in lvstk./crop inv.	3,197				
- Change in accts. rec.	1,084				
+ Change in feed/supply inv.	-613				
+ Change in accts. payable*	-274				
NET CASH FLOW	\$ 46,082	\$			\$
- Net personal withdrawals & family expenditures	19,000				
Available for Debt Payments, Investments & Savings	\$ 27,082	\$			\$
- Farm Debt Payments	30,557				
Available for Investment & Savings	\$ -3,475	\$			\$
- Capital Purchases: cattle, machinery & improvements	\$ 16,750				
Additional Capital Needed		\$			\$

\*Less change in account payable for interest.



CROPPING PROGRAM ANALYSIS

The cropping program is an important part of the dairy farm business that is sometimes overlooked and neglected. A complete evaluation of available land resources, how they are being used, how well crops are producing and what it costs to produce them, is required to evaluate alternative cropping and feed purchasing choices.

LAND RESOURCES AND CROP PRODUCTION  
49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Item</u>	<u>Average</u>			<u>My Farm</u>		
<u>Land</u>	<u>Owned</u>	<u>Rented</u>	<u>Total</u>	<u>Owned</u>	<u>Rented</u>	<u>Total</u>
Tillable	135	92	227	_____	_____	_____
Nontillable	41	16	57	_____	_____	_____
Other nontillable	54	32	86	_____	_____	_____
Total	229	141	370	_____	_____	_____
<u>Crop Yields</u>	<u>Farms</u>	<u>Acres</u>	<u>Prod/Acre</u>	<u>Acres</u>	<u>Prod/Acre</u>	
Hay crop	48	137	2.49 tn DM	_____	_____	tn DM
Corn silage	42	45	12.44 tn	_____	_____	tn
			4.29 tn DM	_____	_____	tn DM
Other forage	3	25	1.97 tn DM	_____	_____	tn DM
Total forage	49	175	2.89 tn DM	_____	_____	tn DM
Corn grain	21	59	93.06 bu	_____	_____	bu
Oats	9	17	63.36 bu	_____	_____	bu
Wheat	0	0	0.00 bu	_____	_____	bu
Other crops	4	34		_____	_____	
Tillable pasture	19	36		_____	_____	
Idle	14	25		_____	_____	
Total Tillable Acres	48	227		_____	_____	

Average crop acres and yields compiled for the region are for the number of farms reporting each crop. Yields of forage crops have been converted to tons of dry matter using dry matter coefficients reported by the farmers. Grain production has been converted to bushels of dry grain equivalent based on dry matter information provided.

The following measures of crop management measure how efficiently the land resource is being used and how well total forage requirements are being met.

CROP MANAGEMENT FACTORS  
49 Oneida-Mohawk Region Dairy Farms, 1986

<u>Item</u>	<u>Average</u>	<u>My Farm</u>
Total tillable acres per cow	3.35	_____
Total forage acres per cow	2.59	_____
Harvested forage dry matter, tons per cow	7.46	_____

Cropping Program Analysis (continued)

A substantial number of cooperators have allocated crop expenses to hay crop, corn, and other crop production. This additional data has been compiled to show the traditional crop expenses per acre and per production unit for these crops.

CROP RELATED ACCRUAL EXPENSES  
Oneida-Mohawk Region Dairy Farms, 1986

Item	Total Per Till. Acre	Hay Crop		Corn		Other Crops Per Acre
		Per Acre	Per Ton DM	Per Acre	Per Ton Silage Equiv.*	
Number of farms reporting	48		33		35	10
Average number of acres	227		128		74	24
Fertilizer & lime	\$ 21.05	\$ 12.90	\$ 4.86	\$ 47.20	\$ 3.31	\$ 27.50
Seeds & plants	8.19	5.30	2.00	18.10	1.27	11.64
Spray & other crop expense	<u>8.51</u>	<u>3.80</u>	<u>1.43</u>	<u>23.30</u>	<u>1.63</u>	<u>19.23</u>
Total	\$ 37.76	\$ 22.00	\$ 8.29	\$ 88.60	\$ 6.21	\$ 58.37

My Farm:

Fertilizer & lime	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Seeds & plants	_____	_____	_____	_____	_____	_____
Spray & other crop expense	_____	_____	_____	_____	_____	_____
Total	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

\*Corn grain converted to silage equivalent using 5.88 bushels of dry shell equivalent to equal one ton of corn silage as fed.

Most machinery costs are associated with crop production and should be analyzed with the crop enterprise. Total machinery expenses include the major fixed costs (interest and depreciation), as well as the accrual operating costs. Although machinery costs have not been allocated to individual crops, they are shown per total tillable acre.

ACCRUAL MACHINERY EXPENSES  
49 Oneida-Mohawk Region Dairy Farms, 1986

Machinery Expense Item	Average		My Farm	
	Total Expenses	Per Til. Acre	Total Expenses	Per Til. Acre
Fuel, oil & grease	\$ 3,877	\$ 17.08	\$ _____	\$ _____
Machinery repairs & parts	5,913	26.05	_____	_____
Machine hire, rent & lease	1,338	5.89	_____	_____
Auto expense (farm share)	608	2.68	_____	_____
Interest (5%)	3,974	17.51	_____	_____
Depreciation	<u>11,752</u>	<u>51.78</u>	_____	_____
Total	\$ 27,462	\$ 120.99	\$ _____	\$ _____

DAIRY PROGRAM ANALYSIS

Analysis of the dairy enterprise can tell a great deal about the strengths and weaknesses of the dairy farm business. Changes in dairy herd size and market values that occur during the year are identified in the table below. The change in inventory value without appreciation is attributed to physical changes in herd size and quality. This real increase in inventory has been included as an accrual farm receipt on page 5.

DAIRY HERD INVENTORY  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Dairy Cows		Heifers	
	Number	Value	Number	Value
Beginning of year (owned)	64	\$ 53,388	52	\$ 20,208
+ Change without appreciation		2,745		240
+ Appreciation		<u>1,378</u>		<u>862</u>
End of year (owned)	67	\$ 57,511	52	\$ 21,310
End including leased	69			
Average number	68		52	

My Farm:

Beginning of year (owned)	_____	\$ _____	_____	\$ _____
+ Change without appreciation	_____	_____	_____	_____
+ Appreciation	_____	_____	_____	_____
End of year (owned)	_____	_____	_____	_____
End including leased	_____	_____	_____	_____
Average number	_____	\$ _____	_____	\$ _____

Total milk sold and milk sold per cow are extremely valuable measures of productivity on the dairy farm. These measures of milk output are based on pounds of milk marketed during the year.

MILK PRODUCTION  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Average	My Farm
Total milk sold, lbs.	1,051,679	_____
Milk sold per cow, lbs.	15,540	_____
Average milk plant test, percent butterfat	3.60	_____

The cost of producing milk has been compiled using the whole farm method, and is featured in the following table. Accrual receipts from milk sales can be compared with the accrual costs of producing milk per cow and per hundredweight of milk. Using the whole farm method, operating costs of producing milk are estimated by deducting nonmilk accrual receipts from total accrual operating expenses. Total costs of producing milk include the operating costs plus expansion livestock purchased, depreciation on machinery and buildings, the value of operators' labor and management, and the interest charge for using equity capital. The cost of producing milk should be compared to milk receipts not total accrual receipts.

ACCRUAL RECEIPTS FROM DAIRY AND COST OF PRODUCING MILK  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Average			My Farm		
	Total	Per Cow	Per Cwt.	Total	Per Cow	Per Cwt.
<u>Accrual Receipts</u>						
Milk	\$132,607	\$ 1,960	\$ 12.61	\$ _____	\$ _____	\$ _____
Dairy cattle	10,439	154	0.99	_____	_____	_____
Dairy calves	<u>1,417</u>	<u>21</u>	<u>0.13</u>	_____	_____	_____
Total	\$144,463	\$ 2,135	\$ 13.74	\$ _____	\$ _____	\$ _____
<u>Accrual Costs of Producing Milk</u>						
Operating costs	\$ 93,319	\$ 1,379	\$ 8.87	\$ _____	\$ _____	\$ _____
Total costs w/o opers' labor, mgmt. & capital	\$111,845	\$ 1,653	\$ 10.63	\$ _____	\$ _____	\$ _____
Total Costs	\$144,276	\$ 2,132	\$ 13.72	\$ _____	\$ _____	\$ _____

The accrual operating expenses most commonly associated with the dairy enterprise are listed in the table below. Evaluating these costs per unit of production enables the comparison of different size dairy farms.

DAIRY RELATED ACCRUAL EXPENSES  
49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Average		My Farm	
	Per Cow	Per Cwt.	Per Cow	Per Cwt.
Purchased dairy grain & concentrates	\$ 449	\$ 2.89	\$ _____	\$ _____
Purchased dairy roughage	<u>7</u>	<u>0.04</u>	_____	_____
Total Purchased Dairy Feed	\$ 456	\$ 2.93	\$ _____	\$ _____
Purchased grain & conc. as % of milk receipts		23%		____%
Purchased feed & crop exp.	\$ 583	\$ 3.75	\$ _____	\$ _____
Purchased feed & crop exp. as % of milk receipts		30%		____%
Breeding	\$ 30	\$ 0.19	\$ _____	\$ _____
Veterinary & medicine	32	0.21	_____	_____
Milk marketing	142	0.91	_____	_____
Cattle lease	0	0.00	_____	_____
Other livestock expense	84	0.54	_____	_____

CAPITAL AND LABOR EFFICIENCY ANALYSIS

Capital efficiency factors measure how intensively the capital is being used in the farm business. Measures of labor efficiency are key indicators of management's success.

## CAPITAL EFFICIENCY

49 Oneida-Mohawk Region Dairy Farms, 1986

Item	Per Worker	Per Cow	Per Tillable Acre	Per Tillable Acre Owned
Farm capital	\$139,967	\$ 5,343	\$ 1,593	\$ 2,678
Real estate		2,398		1,202
Machinery & equipment	30,992	1,183	353	
Capital turnover, years		2.29		
<u>My Farm:</u>				
Farm capital	\$ _____	\$ _____	\$ _____	\$ _____
Real estate	_____	_____	_____	_____
Machinery & equipment	_____	_____	_____	_____
Capital turnover, years	_____	_____	_____	_____

## LABOR FORCE INVENTORY AND ANALYSIS

49 Oneida-Mohawk Region Dairy Farms, 1986

Labor Force	Months	Age	Years of of Educ.	Value of Labor & Mgmt.
Operator number 1	12	45	13	\$ 15,106
Operator number 2	4	33	14	4,080
Operator number 3	1	38	13	1,926
Family paid	4			
Family unpaid	3			
Hired	7			
Total	31	+ 12 =	2.58 Worker Equivalent	1.42 Operator/Manager Equiv.
<u>My Farm: Total</u>				
Operator's	_____	+ 12 =	_____ Worker Equivalent	_____ Operator/Manager Equiv.

Labor Efficiency	Average		My Farm	
	Total	Per Worker	Total	Per Worker
Cows, average number	68	26	_____	_____
Milk sold, pounds	1,051,679	407,102	_____	_____
Tillable acres	227	88	_____	_____
Work units	712	276	_____	_____

Labor Costs	Total	Average		My Farm		
		Per Cow	Per Til. Acre	Total	Per Cow	Per Til. Acre
Value of operator(s)						
labor (\$850/mo.)	\$ 14,450	\$ 214	\$ 63.66	\$ _____	\$ _____	\$ _____
Family unpd. (\$600/mo.)	1,800	27	7.93	_____	_____	_____
Hired	9,141	135	40.27	_____	_____	_____
Total Labor	\$ 25,391	\$ 375	\$111.86	\$ _____	\$ _____	\$ _____
Machinery Cost	\$ 27,462	\$ 406	\$120.99	\$ _____	\$ _____	\$ _____
Total Labor & Mach.	\$ 52,853	\$ 781	\$232.85	\$ _____	\$ _____	\$ _____

COMPARATIVE ANALYSIS OF THE FARM BUSINESS

Comparing your business with average data from regional DFBS cooperators that participated in both of the last two years is one part of a business checkup. It is equally important for you to determine the progress your business has made over the past two or three years and to set targets or goals for the future.

## PROGRESS OF THE FARM BUSINESS

30 Oneida-Mohawk Region Dairy Farms, 1985 &amp; 1986

Selected Factors	Average		My Farm		Goal
	1985	1986	1985	1986	
<u>Size of Business</u>					
Average number of cows	63	66	_____	_____	_____
Average number of heifers	52	54	_____	_____	_____
Milk sold, lbs.	979,598	1,035,378	_____	_____	_____
Worker equivalent	2.61	2.58	_____	_____	_____
Total tillable acres	210	215	_____	_____	_____
<u>Rates of Production</u>					
Milk sold per cow, lbs.	15,484	15,632	_____	_____	_____
Hay DM per acre, tons	2.45	2.43	_____	_____	_____
Corn silage per acre, tons	13	14	_____	_____	_____
<u>Labor Efficiency</u>					
Cows per worker	24	26	_____	_____	_____
Milk sold/worker, lbs.	375,965	400,791	_____	_____	_____
<u>Cost Control</u>					
Grain & conc. purchased as % of milk sales	22%	22%	_____%	_____%	_____%
Dairy feed & crop exp. per cwt. milk	\$ 3.76	\$ 3.63	\$ _____	\$ _____	\$ _____
Labor & mach. costs/cow	\$ 852	\$ 819	\$ _____	\$ _____	\$ _____
<u>Capital Efficiency*</u>					
Farm capital per cow	\$ 6,032	\$ 5,741	\$ _____	\$ _____	\$ _____
Real estate per cow	\$ 2,680	\$ 2,635	\$ _____	\$ _____	\$ _____
Mach. & equip. per cow	\$ 1,396	\$ 1,345	\$ _____	\$ _____	\$ _____
Capital turnover, years	2.77	2.41	_____	_____	_____
<u>Profitability</u>					
Net farm inc. w/o apprec.	\$ 13,625	\$ 27,148	\$ _____	\$ _____	\$ _____
Net farm inc. w/apprec.	\$ 13,085	\$ 34,714	\$ _____	\$ _____	\$ _____
Labor & mgmt. income	\$ -511	\$ 13,212	\$ _____	\$ _____	\$ _____
Rate of return on eq. capital w/apprec.	-3.34%	4.66%	_____%	_____%	_____%
<u>Financial Summary</u>					
Farm net worth, end year	\$255,956	\$261,320	\$ _____	\$ _____	\$ _____
Debt to asset ratio	0.32	0.32	_____	_____	_____
Farm debt per cow	\$ 1,921	\$ 1,881	\$ _____	\$ _____	\$ _____

\*Average for the year.

Farm Business Chart

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 10 percent of the 404 farms for that factor. The other figures in each column are the average for the second 10 percent, third 10 percent, etc. Each column of the chart is independent of the others. The farms which are in the top 10 percent for one factor would not necessarily be the same farms which make up the top 10 percent for any other factor.

The cost control factors are ranked from low to high, but the lowest cost is not necessarily the most profitable. In some cases, the "best" management position is somewhere near the middle or average. Many things affect the level of costs, and must be taken into account when analyzing the factors.

FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS  
404 New York Dairy Farms, 1985

Size of Business			Rates of Production			Labor Efficiency	
Worker Equiv- alent	No. of Cows	Pounds Milk Sold	Pounds Milk Sold Per Cow	Tons Hay Crop DM/Acre	Tons Corn Silage Per Acre	Cows Per Worker	Pounds Milk Sold Per Worker
6.8	252	4,319,504	18,980	4.6	21	48	747,314
4.4	134	2,108,684	17,551	3.6	18	37	575,840
3.5	101	1,596,188	16,655	3.1	16	33	516,053
3.1	85	1,304,015	16,116	2.9	15	31	472,387
2.8	73	1,128,297	15,543	2.6	15	29	432,993
-----							
2.5	65	972,841	14,953	2.4	14	26	400,211
2.3	58	824,836	14,399	2.2	13	24	367,373
2.0	50	725,500	13,682	2.0	12	23	330,625
1.8	44	628,376	12,849	1.7	10	20	290,454
1.4	34	466,272	11,055	1.3	8	16	215,433

Cost Control

Grain Bought Per Cow	% Feed is of Milk Receipts	Machinery Costs Per Cow	Labor & Machinery Costs Per Cow	Feed & Crop Expenses Per Cow	Feed & Crop Expenses Per Cwt. Milk
\$185	10%	\$212	\$ 503	\$375	\$2.52
288	15	282	605	464	3.23
352	18	326	670	525	3.60
397	21	370	726	567	3.87
439	23	404	783	605	4.10
-----					
476	25	435	832	647	4.31
518	27	471	882	683	4.48
562	28	516	956	731	4.77
608	31	572	1,025	783	5.12
721	36	759	1,251	913	5.85

The next section of the Farm Business Chart provides for comparative analysis of the value of production as measured by milk receipts per cow and dairy receipts per hundredweight of milk sold and the costs of production. The final or profitability section shows the variation in farm income by decile and enables a dairy farmer to determine where he or she ranks by using several measures of farm profitability. Remember that each column is independently established and the farms making up the top decile in the first column will not necessarily be on the top of any other column. The dairy farmer who ranks at or near the top of most of these columns is in a very enviable position.

FARM BUSINESS CHART FOR FARM  
MANAGEMENT COOPERATORS  
404 New York Dairy Farms, 1985

Milk Receipts Per Cow	Dairy Receipts Per Cwt.	Oper. Cost Milk Per Cow	Oper. Cost Milk Per Cwt.	Total Cost Production Per Cow	Total Cost Production Per Cwt.
\$2,735	\$16.52	\$ 901	\$ 6.10	\$1,667	\$11.26
2,508	15.15	1,112	7.70	1,895	12.55
2,399	14.68	1,231	8.39	2,007	13.29
2,290	14.40	1,334	8.93	2,088	13.94
2,197	14.13	1,399	9.39	2,196	14.47
-----					
2,097	13.91	1,498	9.82	2,281	15.02
1,999	13.67	1,584	10.32	2,360	15.82
1,898	13.42	1,672	10.94	2,480	16.55
1,760	13.08	1,800	11.82	2,609	17.45
1,507	12.11	2,074	13.81	3,032	20.80

Profitability

<u>Net Farm Income</u>		<u>Return to Operator's Labor, Management, &amp; Equity Capital</u>		<u>Labor &amp; Management Income</u>	
<u>With Appreciation</u>	<u>Without Appreciation</u>	<u>With Appreciation</u>	<u>Without Appreciation</u>	<u>Per Farm</u>	<u>Per Operator</u>
\$101,576	\$98,427	\$100,957	\$97,616	\$67,398	\$49,398
51,232	54,238	49,740	52,972	27,247	19,608
34,730	36,084	33,833	35,030	16,338	11,912
26,015	25,033	24,933	23,703	10,248	7,708
19,413	18,975	17,901	17,131	5,056	3,887
-----					
13,695	12,180	12,066	9,951	-342	-320
9,055	6,473	6,863	4,834	-5,172	-4,523
2,290	-56	374	-1,936	-10,015	-8,491
-6,727	-9,810	-8,364	-11,125	-19,381	-16,205
-28,801	-39,020	-30,637	-40,495	-46,928	-43,181



Financial Analysis Chart

The farm financial analysis chart is designed just like the Farm Business Chart and may be used to measure the financial health of the farm business. Most of the financial measures used in the chart are presented on pages 7, 10, 12, and 17 of this publication. References to DFBS output page numbers for participating dairy farmers are provided in the table headings.

FINANCIAL ANALYSIS CHART  
404 New York Dairy Farms, 1985

Liquidity (repayment)				
Debt Payments Made Per Cow (DFBS pg. 7)	Debt Payments as Percent of Milk Receipts (7)	Cash Flow Coverage Ratio (7)	Available for Debt Service Per Cow (11)	Debt Per Cow (5)
\$ 25	1%	7.03	\$1,012	\$ 70
171	9	2.15	780	568
264	14	1.58	674	1,011
332	18	1.30	606	1,489
406	20	1.10	527	1,858
460	24	0.96	460	2,195
518	27	0.80	387	2,584
591	31	0.65	313	3,130
722	37	0.43	244	3,679
1,165	63	-0.04	42	4,795

---

Percent Equity (DFBS pg. 5)	Solvency			Efficiency & Profitability		
	Debt/Asset Ratio			Total Farm Cap. Per Cow (10)	Capital Turnover (years) (10)	Rate of Return on Equity Cap. (3)
	Total (5)	Current & Intermediate (5)	Long Term (5)			
99%	0.01	0.00	0.00	\$3,705	1.67	14
90	0.10	0.04	0.01	4,524	2.00	6
82	0.18	0.11	0.10	4,960	2.19	4
75	0.25	0.16	0.25	5,289	2.40	1
68	0.32	0.23	0.37	5,654	2.60	-1
61	0.39	0.29	0.50	5,955	2.77	-4
53	0.47	0.36	0.63	6,342	2.93	-6
44	0.56	0.44	0.73	6,837	3.14	-11
36	0.64	0.55	0.89	7,671	3.46	-20
16	0.84	0.81	1.38	9,498	4.57	-83

Summarize Your Business Performance

The Farm Business and Financial Analysis Charts can be used to help identify strengths and weaknesses of your farm business. Identify three major strengths and three areas of your farm business that need improvement.

Strengths: \_\_\_\_\_

Need Improvement: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

FARM BUSINESS SUMMARY BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farm Size:	Less than 40 Cows	40 to 54 Cows	55 to 69 Cows	70 to 84 Cows	85 to 99 Cows
Number of farms		33	93	82	55	38
<u>ACCRUAL EXPENSES</u>						
Hired labor		\$ 4,093	\$ 5,937	\$ 9,313	\$ 13,051	\$ 18,026
Dairy grain & concentrate		15,862	22,245	27,169	33,379	37,599
Dairy roughage		813	816	933	1,158	767
Other livestock feed		164	250	555	705	2,234
Machine hire/rent/lease		588	1,018	1,305	1,644	1,251
Machine repairs/parts		2,560	4,470	5,735	7,900	10,291
Auto expense (farm share)		405	488	450	645	368
Fuel, oil & grease		2,442	3,192	4,276	5,625	7,090
Replacement livestock		465	926	1,800	1,350	1,078
Breeding		998	1,300	1,949	2,565	2,491
Veterinary & medicine		1,173	1,672	2,601	2,933	3,664
Milk marketing		4,836	6,395	8,313	10,033	10,296
Cattle lease/rent		3	39	33	80	0
Other livestock expense		2,492	3,684	5,053	5,607	8,095
Fertilizer & lime		2,255	4,002	5,849	7,976	10,357
Seeds & plants		712	1,311	2,131	2,954	4,128
Spray & other crop expense		476	1,033	2,077	2,626	2,881
Land/building/fence repair		778	1,340	1,518	1,989	2,769
Taxes & insurance		3,725	4,505	6,227	6,668	9,482
Telephone & electricity		2,267	3,054	4,025	4,926	5,436
Interest paid		4,443	8,829	12,031	13,163	17,536
Misc. (including rent)		1,660	2,764	3,348	4,895	5,516
Total Operating Expenses		\$ 53,210	\$79,270	\$106,691	\$131,872	\$161,355
Expansion livestock		968	346	874	774	844
Machinery depreciation		6,124	7,704	10,941	15,593	17,741
Building depreciation		2,193	3,217	5,039	8,144	8,004
Total Accrual Expenses		\$62,495	\$90,537	\$123,545	\$156,383	\$187,944
<u>ACCRUAL RECEIPTS</u>						
Milk sales		\$59,218	\$ 88,407	\$119,550	\$151,834	\$183,742
Dairy cattle		4,811	6,521	9,436	11,266	14,400
Dairy calves		933	1,163	1,444	1,798	2,364
Other livestock		97	243	352	436	472
Crops		1,030	806	592	1,949	3,216
Misc. receipts		1,975	3,156	5,102	5,737	7,682
Total Accrual Receipts		\$68,064	\$100,296	\$136,476	\$173,020	\$211,876
<u>PROFITABILITY ANALYSIS</u>						
Net farm income (w/o apprec.)		\$5,569	\$9,759	\$12,931	\$16,637	\$23,932
Net farm income (w/apprec.)		\$4,706	\$8,700	\$9,716	\$19,487	\$19,249
Labor & mgmt. income		\$-3,996	\$-592	\$-718	\$-453	\$4,124
Number of operators		1.08	1.17	1.33	1.42	1.42
Labor & mgmt. inc./oper.		\$-3,689	\$-508	\$-539	\$-320	\$2,911
Rate of return on equity capital (w/o apprec.)		-6.6%	-6.4%	-4.0%	-2.3%	-0.6%
Rate of return on equity capital (w/apprec.)		-7.1%	-7.0%	-5.3%	-1.4%	-1.8%

FARM BUSINESS SUMMARY BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farm Size:	100 to 149 Cows	150 to 199 Cows	200 to 249 Cows	250 or More Cows
Number of farms		54	20	14	15
<b><u>ACCRUAL EXPENSES</u></b>					
Hired labor		\$ 26,831	\$ 37,871	\$ 69,656	\$118,623
Dairy grain & concentrate		52,504	69,080	119,361	181,104
Dairy roughage		979	3,007	1,464	6,896
Other livestock feed		1,253	1,581	176	193
Machine hire/rent/lease		1,828	2,514	4,138	3,541
Machine repairs/parts		12,204	17,945	30,301	37,855
Auto expense (farm share)		372	377	829	303
Fuel, oil & grease		9,375	12,763	18,866	24,475
Replacement livestock		1,300	2,816	1,521	3,244
Breeding		3,611	4,415	7,083	11,731
Veterinary & medicine		5,044	6,398	9,844	20,184
Milk marketing		13,992	19,197	30,848	38,127
Cattle lease/rent		68	188	0	344
Other livestock expense		9,665	13,049	17,907	31,495
Fertilizer & lime		11,193	19,173	23,424	33,953
Seeds & plants		4,444	6,000	7,942	14,478
Spray & other crop expense		3,981	7,053	10,397	15,416
Land/building/fence repair		2,981	4,147	4,852	9,358
Taxes & insurance		10,303	12,467	16,682	23,234
Telephone & electricity		6,501	7,470	11,821	17,907
Interest paid		23,255	34,925	45,152	75,543
Misc. (including rent)		6,759	11,814	17,838	21,921
Total Operating Expenses		\$208,443	\$294,250	\$450,102	\$689,925
Expansion livestock		1,127	7,108	1,680	16,690
Machinery depreciation		20,258	26,978	32,499	45,087
Building depreciation		9,161	17,114	16,621	35,310
Total Accrual Expenses		\$238,989	\$345,450	\$500,902	\$787,012
<b><u>ACCRUAL RECEIPTS</u></b>					
Milk sales		\$236,108	\$320,343	\$468,190	\$796,157
Dairy cattle		20,211	32,874	46,908	81,554
Dairy calves		2,992	3,559	5,168	8,731
Other livestock		556	21	89	775
Crops		193	5,092	10,339	16,228
Misc. receipts		7,420	16,589	21,994	15,205
Total Accrual Receipts		\$267,480	\$378,478	\$552,688	\$918,650
<b><u>PROFITABILITY ANALYSIS</u></b>					
Net farm income (w/o apprec.)		\$28,491	\$33,028	\$51,786	\$131,638
Net farm income (w/apprec.)		\$29,111	\$24,269	\$44,731	\$120,705
Labor & mgmt. income		\$5,196	\$6,896	\$17,279	\$76,669
Number of operators		1.50	1.58	1.67	1.58
Labor & mgmt. inc./oper.		\$3,464	\$4,355	\$10,367	\$48,423
Rate of return on equity capital (w/o apprec.)		-0.0%	0.6%	2.8%	8.7%
Rate of return on equity capital (w/apprec.)		0.1%	-1.1%	1.8%	7.7%

FARM FAMILY FINANCIAL SITUATION BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with: <u>Less than 40 Cows</u>		<u>40 to 54 Cows</u>		<u>55 to 69 Cows</u>	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31	Jan. 1	Dec. 31
<b>ASSETS</b>						
Farm cash/chkg./sav.	\$ 2,208	\$ 1,936	\$ 1,264	\$ 1,427	\$ 2,280	\$ 2,584
Accounts receivable	6,052	5,791	7,548	7,173	10,835	10,530
Feed & supplies	11,016	11,551	17,075	17,168	25,038	25,601
Dairy cows*	27,508	25,568	40,790	38,285	55,435	52,811
Heifers	11,583	9,208	15,737	13,815	22,773	19,303
Bulls & other lvstk.	560	479	878	812	599	474
Machinery & equipment*	41,341	40,782	53,683	54,064	80,279	78,950
Coop stocks & cert.	2,024	2,145	2,615	2,487	4,237	4,524
Land & buildings*	<u>110,929</u>	<u>115,967</u>	<u>140,467</u>	<u>144,528</u>	<u>194,568</u>	<u>196,143</u>
Total Farm Assets	\$213,221	\$213,427	\$280,057	\$279,759	\$396,044	\$390,921
Pers. cash/chkg./sav.	\$ 7,817	\$ 8,760	\$ 2,456	\$ 2,551	\$ 3,725	\$ 3,960
Cash value of life ins.	3,230	3,214	3,465	3,561	3,239	3,187
Nonfarm real estate	2,342	2,115	4,371	4,221	8,953	9,312
Auto (personal share)	2,118	2,224	2,246	2,522	2,190	2,416
Stocks & bonds	5,868	5,976	1,643	2,005	16,266	16,945
Household furnishings	7,192	7,365	8,216	8,391	6,930	7,925
All other	<u>1,298</u>	<u>1,121</u>	<u>3,098</u>	<u>2,119</u>	<u>268</u>	<u>1,048</u>
Total Nonfarm Assets**	\$ 29,866	\$ 30,776	\$ 25,495	\$ 25,369	\$ 41,569	\$ 44,793
Total Farm & Nonfarm Assets	\$243,087	\$244,203	\$305,552	\$305,128	\$437,613	\$435,714
<b>LIABILITIES</b>						
Accounts payable	\$ 1,955	\$ 2,293	\$ 4,525	\$ 4,396	\$ 3,675	\$ 3,744
Operating debt	0	0	323	592	798	1,192
Short term	984	871	1,169	1,399	1,450	1,265
Intermediate*	17,813	17,003	36,012	36,825	44,541	44,628
Long term*	<u>32,026</u>	<u>34,951</u>	<u>70,323</u>	<u>73,521</u>	<u>89,325</u>	<u>89,105</u>
Total Farm Liab.	\$ 52,777	\$ 55,118	\$112,353	\$116,734	\$139,789	\$139,933
Total Nonfarm Liab.**	<u>438</u>	<u>579</u>	<u>752</u>	<u>1,181</u>	<u>2,664</u>	<u>2,838</u>
Total Farm & Nonfarm Liabilities	\$ 53,215	\$ 55,697	\$113,105	\$117,915	\$142,453	\$142,771
Farm Net Worth (Equity Capital)	\$160,444	\$158,310	\$167,704	\$163,026	\$256,255	\$250,987
Farm & Nonfarm Net Worth	\$189,872	\$188,506	\$192,447	\$187,213	\$295,160	\$292,943
<b>FINANCIAL MEASURES</b>						
	<u>Less than 40 Cows</u>		<u>40 to 54 Cows</u>		<u>55 to 69 Cows</u>	
Percent equity	74%		58%		64%	
Debt/asset ratio-long term	0.30		0.51		0.45	
Debt/asset ratio-inter. & current	0.21		0.32		0.26	
Total farm debt per cow	\$1,621		\$2,382		\$2,186	
Annual debt payments made	\$12,166		\$20,351		\$30,885	
Debt payments made per cow	\$368		\$432		\$500	
Debt payments as % of milk sales	20%		23%		26%	
Amount avail. for debt service	\$16,942		\$23,026		\$30,400	
Cash flow coverage ratio for 1985	1.74		1.07		1.04	

\*Includes discounted lease payments.

\*\*Average of farms reporting nonfarm assets and liabilities for 1985.

FARM FAMILY FINANCIAL SITUATION  
BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with:			
	70 to 84 Cows		85 to 99 Cows	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
<b>ASSETS</b>				
Farm cash/chkg./savings	\$ 5,766	\$ 4,884	\$ 2,617	\$ 3,422
Accounts receivable	14,697	14,487	16,078	15,871
Feed & supplies	35,637	35,228	44,666	46,961
Dairy cows*	65,176	62,650	82,318	78,084
Heifers	29,022	25,175	35,773	32,808
Bulls & other lvstk.	747	981	1,382	1,372
Machinery & equipment*	95,054	98,240	115,793	116,850
Coop stocks & cert.	5,003	5,700	8,095	8,876
Land & buildings*	<u>204,940</u>	<u>208,015</u>	<u>260,816</u>	<u>257,440</u>
Total Farm Assets	\$456,042	\$455,360	\$567,538	\$561,684
Pers. cash/chkg./savings	\$ 15,519	\$ 13,636	\$ 4,787	\$ 6,288
Cash value of life ins.	4,650	5,373	3,600	3,859
Nonfarm real estate	13,829	13,700	4,813	5,542
Auto (personal share)	2,819	3,158	2,265	2,338
Stocks & bonds	9,052	10,261	1,940	3,000
Household furnishings	7,200	7,223	3,604	4,792
All other	<u>5,321</u>	<u>5,986</u>	<u>4,084</u>	<u>4,752</u>
Total Nonfarm Assets**	\$ 58,390	\$ 59,336	\$ 25,092	\$ 30,571
Total Farm & Nonfarm Assets	\$514,432	\$514,696	\$592,630	\$592,255
<b>LIABILITIES</b>				
Accounts payable	\$ 5,037	\$ 6,816	\$ 4,539	\$ 4,883
Operating debt	1,074	1,924	4,013	4,144
Short term	1,148	2,185	3,724	2,827
Intermediate*	44,336	46,725	68,472	67,533
Long term*	<u>90,933</u>	<u>88,906</u>	<u>116,051</u>	<u>119,142</u>
Total Farm Liab.	\$142,529	\$146,555	\$196,799	\$198,529
Total Nonfarm Liab.**	<u>454</u>	<u>1,242</u>	<u>21</u>	<u>21</u>
Total Farm & Nonfarm Liabilities	\$142,983	\$147,797	\$196,820	\$198,550
Farm Net Worth (Equity Capital)	\$313,513	\$308,805	\$370,739	\$363,155
Farm & Nonfarm Net Worth	\$371,449	\$366,899	\$395,810	\$393,705
<b>FINANCIAL MEASURES</b>				
	70 to 84 Cows		85 to 99 Cows	
Percent equity	68%		65%	
Debt/asset ratio-long term	0.43		0.46	
Debt/asset ratio-inter. & current	0.23		0.26	
Total farm debt per cow	\$1,879		\$2,112	
Annual debt payments made	\$30,462		\$39,392	
Debt payments made per cow	\$402		\$426	
Debt payments as % of milk sales	20%		21%	
Amount avail. for debt service	\$41,194		\$45,661	
Cash flow coverage ratio for 1985	1.40		1.09	

\*Includes discounted lease payments.

\*\*Average of farms reporting nonfarm assets and liabilities for 1985.

FARM FAMILY FINANCIAL SITUATION  
BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with:		150 to 199 Cows	
	100 to 149 Cows		Jan. 1	Dec. 31
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
<b>ASSETS</b>				
Farm cash/chkg./savings	\$ 4,109	\$ 3,938	\$ 5,551	\$ 6,336
Accounts receivable	20,971	20,473	27,818	32,064
Feed & supplies	57,947	56,439	71,818	73,963
Dairy cows*	102,408	98,777	135,614	136,797
Heifers	46,781	45,478	59,207	53,197
Bulls & other lvstk.	1,699	1,255	905	868
Machinery & equipment*	128,332	127,976	157,670	159,826
Coop stocks & cert.	12,808	13,373	24,972	28,919
Land & buildings*	<u>312,736</u>	<u>317,406</u>	<u>411,748</u>	<u>407,082</u>
Total Farm Assets	\$687,791	\$685,115	\$895,303	\$899,052
Pers. cash/chkg./savings	\$ 3,454	\$ 3,103	\$ 1,248	\$ 1,313
Cash value of life ins.	3,101	3,480	14,353	14,730
Nonfarm real estate	14,212	15,212	8,333	9,167
Auto (personal share)	3,465	3,582	3,550	2,700
Stocks & bonds	6,212	9,026	1,963	3,404
Household furnishings	9,167	9,785	11,417	11,417
All other	<u>2,949</u>	<u>3,461</u>	<u>6,660</u>	<u>6,826</u>
Total Nonfarm Assets**	\$ 42,561	\$ 47,648	\$ 47,523	\$ 49,556
Total Farm & Nonfarm Assets	\$730,352	\$732,763	\$942,826	\$948,608
<b>LIABILITIES</b>				
Accounts payable	\$ 8,457	\$ 6,855	\$ 15,603	\$ 11,279
Operating debt	2,275	2,809	12,751	11,042
Short term	4,442	5,789	4,901	2,918
Intermediate*	95,195	94,518	153,072	153,000
Long term*	<u>129,707</u>	<u>131,237</u>	<u>204,102</u>	<u>220,169</u>
Total Farm Liab.	\$240,075	\$241,208	\$390,429	\$398,408
Total Nonfarm Liab.**	<u>1,064</u>	<u>946</u>	<u>4,650</u>	<u>3,984</u>
Total Farm & Nonfarm Liabilities	\$241,139	\$242,154	\$395,079	\$402,392
Farm Net Worth (Equity Capital)	\$447,716	\$443,907	\$504,874	\$500,644
Farm & Nonfarm Net Worth	\$489,213	\$490,609	\$547,747	\$546,216
<b>FINANCIAL MEASURES</b>				
	100 to 149 Cows		150 to 199 Cows	
Percent equity	65%		56%	
Debt/asset ratio-long term	0.41		0.54	
Debt/asset ratio-inter. & current	0.30		0.36	
Total farm debt per cow	\$1,977		\$2,371	
Annual debt payments made	\$60,605		\$98,620	
Debt payments made per cow	\$503		\$611	
Debt payments as % of milk sales	25%		31%	
Amount avail. for debt service	\$59,930		\$75,317	
Cash flow coverage ratio for 1985	1.01		0.86	

\*Includes discounted lease payments.

\*\*Average of farms reporting nonfarm assets and liabilities for 1985.

FARM FAMILY FINANCIAL SITUATION  
BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with:		More than 250 Cows	
	200 to 249 Cows		More than 250 Cows	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
<b>ASSETS</b>				
Farm cash/chkg./savings	\$ 6,837	\$ 11,847	\$ 8,039	\$ 5,409
Accounts receivable	46,843	43,442	68,068	72,250
Feed & supplies	100,424	108,417	172,391	180,862
Dairy cows*	188,896	191,052	282,847	294,830
Heifers	84,355	73,254	128,368	122,225
Bulls & other lvstk.	2,011	2,250	1,938	1,876
Machinery & equipment*	183,392	181,153	252,055	254,436
Coop stocks & cert.	27,566	27,920	43,310	46,142
Land & buildings*	<u>499,166</u>	<u>501,587</u>	<u>781,420</u>	<u>808,694</u>
Total Farm Assets	\$1,139,490	\$1,140,922	\$1,738,436	\$1,786,724
Pers. cash/chkg./savings	\$ 16,800	\$ 13,613	\$ 1,068	\$ 1,428
Cash value of life ins.	8,038	9,825	5,226	6,400
Nonfarm real estate	12,750	24,000	0	0
Auto (personal share)	4,813	4,000	1,700	1,000
Stocks & bonds	6,875	8,563	1,000	1,000
Household furnishings	11,585	11,460	5,400	4,800
All other	<u>5,483</u>	<u>6,247</u>	<u>3,150</u>	<u>3,086</u>
Total Nonfarm Assets**	\$ 66,343	\$ 77,707	\$ 17,544	\$ 17,714
Total Farm & Nonfarm Assets	\$1,205,833	\$1,218,629	\$1,755,980	\$1,804,438
<b>LIABILITIES</b>				
Accounts payable	\$ 14,599	\$ 15,885	\$ 14,777	\$ 12,388
Operating debt	12,829	14,851	6,667	9,667
Short term	814	1,984	13,302	28,805
Intermediate*	161,140	159,375	325,610	326,324
Long term*	<u>284,505</u>	<u>269,685</u>	<u>332,094</u>	<u>321,161</u>
Total Farm Liab.	\$473,887	\$461,780	\$ 692,450	\$ 698,344
Total Nonfarm Liab.**	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Farm & Nonfarm Liabilities	\$473,887	\$461,780	\$ 692,450	\$ 698,344
Farm Net Worth (Equity Capital)	\$665,603	\$679,142	\$1,045,986	\$1,088,380
Farm & Nonfarm Net Worth	\$731,946	\$756,849	\$1,063,530	\$1,106,094
<b>FINANCIAL MEASURES</b>				
	200 to 249 Cows		More than 250 Cows	
Percent equity	60%		61%	
Debt/asset ratio-long term	0.54		0.40	
Debt/asset ratio-inter. & current	0.30		0.39	
Total farm debt per cow	\$1,965		\$1,962	
Annual debt payments made	\$92,757		\$154,197	
Debt payments made per cow	\$412		\$438	
Debt payments as % of milk sales	19%		19%	
Amount avail. for debt service	\$97,464		\$220,436	
Cash flow coverage ratio for 1985	0.94		1.31	

\*Includes discounted lease payments.

\*\*Average of farms reporting nonfarm assets and liabilities for 1985.

SELECTED BUSINESS FACTORS BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with:	Less than 40 Cows	40 to 54 Cows	55 to 69 Cows	70 to 84 Cows	85 to 99 Cows
Number of farms		33	93	82	55	38
<u>Cropping Program Analysis</u>						
Total Tillable acres		107	165	206	258	329
Tillable acres rented*		25	53	63	86	106
Hay crop acres*		74	107	119	132	156
Corn silage acres*		17	29	40	54	73
Hay crop, tons DM/acre		2.1	2.2	2.5	2.4	2.6
Corn silage, tons/acre		13.1	13.2	13.5	14.4	13.7
Oats, bushels/acre		61.4	82.1	86.9	76.9	74.4
Forage DM per cow, tons		6.9	7.7	7.7	7.8	8.2
Tillable acres/cow		3.3	3.5	3.3	3.4	3.6
Fert. & lime exp./til. acre		\$21.06	\$24.20	\$28.35	\$30.93	\$31.45
Total machinery costs		\$14,171	\$19,519	\$26,647	\$36,161	\$42,527
Machinery cost/tillable acre		\$132	\$118	\$129	\$140	\$129
<u>Dairy Analysis</u>						
Number of cows		33	47	62	76	92
Number of heifers		25	37	48	62	77
Milk sold, lbs.		465,289	691,467	924,535	1,162,676	1,430,313
Milk sold/cow, lbs.		14,113	14,722	14,897	15,346	15,485
Operating cost of prod. milk/cwt.		\$9.53	\$9.75	\$9.71	\$9.52	\$9.31
Total cost of prod. milk/cwt.		\$16.67	\$15.46	\$15.37	\$15.00	\$14.26
Price/cwt. milk sold		\$12.73	\$12.79	\$12.93	\$13.06	\$12.85
Purchased dairy feed/cow		\$506	\$491	\$453	\$456	\$415
Purchased dairy feed/cwt. milk		\$3.58	\$3.33	\$3.04	\$2.97	\$2.68
Purchased grain & conc. as % of milk receipts		27%	25%	23%	22%	20%
Purchased feed & crop expense/cwt. milk		\$4.32	\$4.25	\$4.13	\$4.14	\$3.90
<u>Capital Efficiency</u>						
Farm capital/worker		\$116,359	\$134,356	\$162,820	\$160,836	\$173,727
Farm capital/cow		6,470	5,960	6,340	6,015	6,113
Farm capital/til. acre owned		2,602	2,477	2,752	2,649	2,532
Real estate/cow		3,441	3,034	3,148	2,725	2,805
Machinery investment/cow		1,245	1,147	1,283	1,276	1,259
Capital turnover, years		3.13	2.79	2.88	2.63	2.66
<u>Labor Efficiency</u>						
Worker equivalent		1.83	2.08	2.42	2.83	3.25
Operator/manager equivalent		1.08	1.17	1.33	1.42	1.42
Milk sold/worker, lbs.		253,794	331,904	382,566	410,356	440,096
Cows/worker		18	23	26	27	28
Work units/worker		188	243	272	289	324
Labor cost/cow		\$490	\$412	\$374	\$374	\$360
Labor cost/tillable acre		\$151	\$117	\$113	\$110	\$101

\*Average of all farms, not only those reporting data.



SELECTED BUSINESS FACTORS BY HERD SIZE  
404 New York Dairy Farms, 1985

Item	Farms with: 149 Cows	100 to 199 Cows	150 to 249 Cows	200 to 250 or More Cows
Number of farms	54	20	14	15
<u>Cropping Program Analysis</u>				
Total Tillable acres	364	529	595	809
Tillable acres rented*	120	194	237	276
Hay crop acres*	180	235	237	280
Corn silage acres*	89	128	220	348
Hay crop, tons DM/acre	3.0	2.9	3.2	3.8
Corn silage, tons/acre	14.2	14.0	14.8	15.9
Oats, bushels/acre	81.7	64.9	71.4	93.6
Forage DM per cow, tons	8.2	8.1	8.3	8.5
Tillable acres/cow	3.1	3.3	2.7	2.4
Fert. & lime exp./til. acre	\$30.74	\$36.27	\$39.35	\$41.99
Total machinery costs	\$50,416	\$68,482	\$95,644	\$123,924
Machinery cost/tillable acre	\$138	\$130	\$161	\$153
<u>Dairy Analysis</u>				
Number of cows	119	160	223	342
Number of heifers	107	129	182	286
Milk sold, lbs.	1,839,601	2,450,256	3,618,728	6,189,863
Milk sold/cow, lbs.	15,524	15,295	16,233	18,099
Operating cost of prod. milk/cwt.	\$9.63	\$9.64	\$10.10	\$9.17
Total cost of prod. milk/cwt.	\$14.04	\$13.97	\$13.35	\$12.22
Price/cwt. milk sold	\$12.83	\$13.07	\$12.94	\$12.86
Purchased dairy feed/cow	\$451	\$450	\$542	\$550
Purchased dairy feed/cwt. milk	\$2.91	\$2.94	\$3.34	\$3.04
Purchased grain & conc. as % of milk receipts	22%	22%	25%	23%
Purchased feed & crop expense/cwt. milk	\$3.97	\$4.26	\$4.49	\$4.07
<u>Capital Efficiency</u>				
Farm capital/worker	\$179,075	\$199,373	\$187,431	\$215,826
Farm capital/cow	5,793	5,600	5,115	5,154
Farm capital/til. acre owned	2,813	2,678	3,185	3,307
Real estate/cow	2,659	2,556	2,245	2,325
Machinery investment/cow	1,081	991	818	740
Capital turnover, years	2.57	2.37	2.06	1.92
<u>Labor Efficiency</u>				
Worker equivalent	3.83	4.50	6.08	8.17
Operator/manager equivalent	1.50	1.58	1.67	1.58
Milk sold/worker, lbs.	479,896	544,501	594,859	757,942
Cows/worker	31	36	37	42
Work units/worker	332	379	382	439
Labor cost/cow	\$357	\$338	\$387	\$393
Labor cost/tillable acre	\$116	\$102	\$145	\$166

\*Average of all farms, not only those reporting data.

IDENTIFY AND SET GOALS

If businesses are to be successful they must have direction. Written goals help provide businesses with an identifiable direction over both the long and the short term. Goal setting is as important on a dairy farm as it is in other businesses. Written goals are a tool which farm operators can use to ensure that the business continues to move in the proper direction.

- 1. Goals should be specific.
- 2. Goals should be realistic and achievable.
- 3. The achievement of the goal should be verifiable.
- 4. You should designate a time when each goal will be achieved.

Goal setting on a dairy farm does not have to be a complex process. In many cases it provides a process for writing down and agreeing on goals that you have already given some thought to. It is also important to remember that once you write out your goals they are not cast in concrete. If a change takes place which has a major impact on the farm business, the goals should be reworked to accommodate that change. Refer to your goals as often as necessary to keep the farm business progressing.

It is important to identify both long and short range goals when looking at the future of your farm business.

A suggested format for writing out your goals is as follows:

- a. Begin with a general philosophy statement which incorporates both business and family goals.
- b. Identify 4-6 long range goals.
- c. Identify specific short range goals for a given time period (i.e., one year).

Worksheet for Setting Goals

I. General Philosophy and Objectives

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