Profitability Assessment for Dairy
Data Collection Sheet

Farm Contact Information

#	Field		#	Field
1	**Farm Name**		7	Position ___ Owner ___ Operator
2	**Owner's Name**		8	DHIA Herd Code _ _ - _ _ - _ _ _ _ RAC code _ _ _ _
3	Street		9	PC DART DC305 Other
4	City		10	Phone
5	State		11	Fax
6	Zip Code		12	E-Mail

Data Entry Guidelines

Benchmark Control Data

This data influences the benchmarks throughout the tool.

13	**Breed**			List the primary breed of the herd.
15	**bST**	___ Yes ___ No ___ %		Enter yes or no and give the percentage of milking cows receiving bST. Use the percentage to decide if herd milk production is significantly increased.
17	**Milkings Per Day**	___ 2x	___ 3x	Enter the number of milkings per day.
18	**Custom Heifer Raising**	___ Yes	___ No	Does the producer have heifers custom raised?

Farm Size and Basic Information

19	# of Cows Today	number	Total milking and dry cows on the farm the day of the evaluation.
20	# of Cows One Year Ago	number	Total milking and dry cows on the farm one year ago.
21	Number of dry cows	number	How many dry cows are on the farm?
22	# of Acres	acres	Total crop acres both owned and rented.
23	# of 50 Hour Worker Equivalents	worker eq.	Divide the total hours worked per week by 50.
24	Genetics of herd	___ Registered ___ Grade	Is the herd registered or grade?
25	Number of Owners	number	Enter the number of owners/families drawing income from the farm.

Financial
Balance Sheet

26	Beginning Total Farm Assets	$	Enter the beginning total farm assets from the balance sheet.
27	Beginning Market Value of Land & Principal Residence	$	Enter the beginning market value of land and the principal residence from the farm balance sheet.
28	Beginning Market Value of Buildings & Improvements	$	Enter the beginning market value of buildings and improvements from the balance sheet.
29	Beginning Market Value of Machinery	$	Enter the beginning market value of machinery and equipment from the balance sheet.
30	Beginning Total Farm Liabilities	$	Enter the beginning total farm liabilities from the balance sheet.
104	Gain or Loss from Sale of Capital Assets	$	Enter the gain or loss from the sale of farm capital assets
109	Ending Total Assets	$	Enter the Ending total farm assets from the balance sheet.
110	Ending Market Value of Land & Principal Residence	$	Enter the Ending market value of land and the principal residence from the farm balance sheet.
111	Ending Market Value of Buildings & Improvements	$	Enter the Ending market value of buildings and improvements from the balance sheet.
112	Ending Market Value of Machinery	$	Enter the Ending market value of machinery and equipment from the balance sheet.
113	Ending Total Farm Liabilities	$	Enter the Ending total farm liabilities from the balance sheet.

Profitability Assessment for Dairy
Data Collection Sheet

PENNSTATE College of Agricultural Sciences

Income Statement

#	Item	Value	Instructions
31	**Total Revenue (accrual adjusted)**	$	Enter the total revenue from all farm sources including milk, cull cows, calves. This should be accrual adjusted income.
32	Previous Year total lbs. shipped	_____ lbs.	Enter the previous year's total milk production from the milk checks or Profit and Loss Statement.
33	**Total Expenses (accrual adjusted)**		Enter the Total Expenses from the farm's profit and loss statement. This should be accrual adjusted expenses. Subtract Prepaid expenses and add accounts payable for cash based numbers.
34	Was Depreciation Included?	___ Yes ___ No	Mark yes, if Depreciation was included in the Total Expenses Figure (33). Mark No if Depreciation wasn't included.
35	Depreciation Amount Included	$	If 34 was yes, enter the Depreciation Amount included in Total Expenses (33)
37	Feed Expenses	$	Enter total purchased feed expenses.
38	Crop Expenses		If crop expenses are not itemized, enter one value in any of the subcategories (#39 - #42)
39	Seed	$	Enter total seed expenses.
40	Fertilizer and Lime	$	Enter total fertilizer and lime expenses.
41	Crop Chemicals	$	Enter crop chemical expenses.
42	Crop Supplies	$	Enter crop supply expenses.
43	Labor Expense	$	Enter labor expense for the farm. Remove owner draws from this figure for farms with corporate financial statements.
44	Machinery Expenses		
45	Gas, Fuel & Oil	$	Enter gas, fuel and oil expenses for machinery.
46	Machinery Repairs	$	Enter machinery repair costs for the farm operation.
47	Custom Machine Hire	$	Enter custom cropping and manure hauling expenses. DO NOT include custom heifer raising in this amount.
48	Custom heifer raising		Enter any charges for custom heifer raising.
50	Interest Expense	$	Enter total interest expense.

PENNSTATE
College of Agricultural Sciences

Profitability Assessment for Dairy
Data Collection Sheet

Milk Production and Price

Bulk Tank Averages

53	Total Bulk Tank Daily Milk Weight, lbs in tank/day	lbs.in tank/day	Enter the average total daily milk production in the bulk tank for the last month from the milk check.
54	Fat %	%	Enter the average milk fat % from the most recent month's milk check.
55	Protein%	%	Enter the average protein % from the most recent month's milk check.
57	SCC		Enter the average SCC from the most recent month's milk check. Enter in thousands e.g. 200,000
58	Standard Plate Count		Enter the average Standard Plate Count from the most recent month's milk check. Enter in thousands e.g. 2,000
59	Milk Price	$ _____ per CWT.	Enter the gross milk price from the most recent month's milk check.

DHIA

60	Rolling Herd Average	lbs.	Enter the rolling herd average from the DHIA 202 sheet.
61	Fat %	%	Enter the fat percentage from the most recent month on the DHIA 202 sheet.
62	Protein%	%	Enter the protein percentage from the most recent month on the DHIA 202 sheet.
63	SCC		Enter the SCC from the most recent month on the DHIA 202 sheet. Enter in thousands e.g. 200,000
64	Mastitis (% $\leq$ LS 4.0)	%	Enter the total percentage of cows with a linear score less than or equal to 4.0. Use the most recent month.
65	Peak Milk - 1st Lactation	lbs.	Enter the peak milk for first calf heifers from DHIA 202 sheet.
66	Peak Milk - 2nd Lactation	lbs.	Enter the peak milk for cows in the 2nd lactation from the DHIA 202 sheet.
67	Peak Milk 3rd+ Lactation	lbs.	Enter the peak milk for cows 3rd lactation or higher from the DHIA 202 sheet.
68	Number of 1st Lactation Cows		Enter the number of 1st Lactation Cows from the DHIA 202 Sheet
69	Number of 2nd Lactation Cows		Enter the number of 2nd Lactation Cows from the DHIA 202 Sheet.
70	Number of 3rd+ Lactation Cows		Enter the number of 3rd+ Lactation Cows from the DHIA 202 Sheet.
71	Cull Rate	%	Enter the % left herd for involuntary reasons from the DHIA 202 sheet.
72	Sold for Dairy	number	Enter the number of cows sold for dairy (voluntary culls) from the 202 Sheet.
73	Replacements purchased	number	Enter the number of replacements purchased from producer records. Include animals of all ages purchased during the past 12 months.
74	21 day pregnancy rate	%	Enter the yearly average 21-day pregnancy rate from the DHIA 202 sheet.
75	Heat detection rate	%	Enter the yearly average heat detection rate from the DHIA 202 sheet.
76	Current days in milk	days	Enter the current month's days in milk from the DHIA 202 sheet.

Profitability Assessment for Dairy
Data Collection Sheet

Replacements

Calves

77 Number of calves		number	Enter the number of preweaned calves on the farm.

Heifers

78 Number of heifers		number	How many heifers post weaning does the farm own? (include custom raised heifers not currently on the farm).
79 Age at first calving		months	What is the age in months at first calving from the DHIA 202 sheet?
80 Weight at first calving		lbs.	What is the weight of first calf heifers from the DHIA 202 sheet?
81 Current price of a springing heifer	$		What is the current price of a springing heifer?
82 Current value of a cull cow	$		What is the current value of a cull cow?

Your Goals

Milk Yield & Components

83 Milk per lactating cow per day		lbs.	What is your goal for milk per cow per day?
84 % Fat		%	What is your goal for % fat for the herd?
85 % Protein		%	What is your goal for % protein for the herd?

Reproduction

86 Pregnancy rate		days	What is your goal for 21-day pregnancy rate for the herd?
87 Heat detection rate		%	What is your goal for heat detection rate for the herd?
88 Average DIM		%	What is your goal for DIM (days in milk) for the herd?

Udder Health & Milk Quality

89 Somatic Cell Count (SCC)			What is your goal for Somatic Cell Count (SCC) for the herd? Enter in thousands e.g. 200,000
90 Mastitis (% L.S. $\leq$ 4.0)		%	What is your goal for % of lactating cows with $\leq$ 4.0 linear somatic cell score?
91 Standard Plate Count			What is your goal for Standard Plate Count (SPC) for the herd? Enter in thousands e.g. 2,000

Culling

92 Cull rate		%	What is your goal for cull rate for the herd?

Replacements

93 Age at 1st Calving		months	What is your goal for age at first calving in months?
94 Weight after 1st Calving		lbs.	What is your goal for weight after first calving?

Data Sources

1 Beginning Balance Sheet for the year
2 Ending Balance Sheet for the year
3 Income Statement for Previous Year
4 Previous Month's Milk Check
5 DHIA 202 Sheet
P Producer Questions are Highlighted