

## Farm Contact Information

<p><b>1</b> Farm Name _____</p> <p><b>2</b> Owner's Name _____</p> <p><b>3</b> Street _____</p> <p><b>4</b> City _____</p> <p><b>5</b> State _____</p> <p><b>6</b> Zip Code _____</p>	<p><b>7</b> Position <input type="checkbox"/> Owner <input type="checkbox"/> Operator _____</p> <p><b>8</b> DHIA Herd Code ___ - ___ - ___ RAC code _____</p> <p><b>9</b> <input type="checkbox"/> PC DART <input type="checkbox"/> DC305 <input type="checkbox"/> Other _____</p> <p><b>10</b> Phone _____</p> <p><b>11</b> Fax _____</p> <p><b>12</b> E-Mail _____</p>
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*Data Entry Guidelines*

## Benchmark Control Data

*This data influences the benchmarks throughout the tool.*

<b>13</b> Breed _____	List the primary breed of the herd.
<b>15</b> bST <input type="checkbox"/> Yes <input type="checkbox"/> 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.
<b>17</b> Milkings Per Day <input type="checkbox"/> 2x <input type="checkbox"/> 3x _____	Enter the number of milkings per day.
<b>18</b> Custom Heifer Raising <input type="checkbox"/> Yes <input type="checkbox"/> No _____	Does the producer have heifers custom raised?

## Farm Size and Basic Information

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

## Financial

### *Balance Sheet*

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

# Profitability Assessment for Dairy Data Collection Sheet

## Income Statement

<b>31 Total Revenue (accrual adjusted)</b>	<b>\$</b>			Enter the total revenue from all farm sources including milk, cull cows, calves. <u>This should be accrual adjusted income.</u>
32 Previous Year total lbs. shipped		lbs.		Enter the previous year's total milk production from the milk checks or Profit and Loss Statement.
<b>33 Total Expenses (accrual adjusted)</b>				Enter the Total Expenses from the farm's profit and loss statement. <u>This should be accrual adjusted expenses.</u> Subtract Prepaid expenses and add accounts payable for cash based numbers.
34 Was Depreciation Included?		<b>Yes</b>	<b>No</b>	Mark yes, if Depreciation was included in the Total Expenses Figure (33). Mark No if Depreciation wasn't included.
35 Depreciation Amount Included	<b>\$</b>			If 34 was yes, enter the Depreciation Amount included in Total Expenses (33)
37 Feed Expenses	<b>\$</b>			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	<b>\$</b>			Enter total seed expenses.
40 Fertilizer and Lime	<b>\$</b>			Enter total fertilizer and lime expenses.
41 Crop Chemicals	<b>\$</b>			Enter crop chemical expenses.
42 Crop Supplies	<b>\$</b>			Enter crop supply expenses.
43 Labor Expense	<b>\$</b>			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	<b>\$</b>			Enter gas, fuel and oil expenses for machinery.
46 Machinery Repairs	<b>\$</b>			Enter machinery repair costs for the farm operation.
47 Custom Machine Hire	<b>\$</b>			Enter custom cropping and manure hauling expenses. <b>DO NOT include custom heifer raising in this amount.</b>
48 Custom heifer raising				Enter any charges for custom heifer raising.
50 Interest Expense	<b>\$</b>			Enter total interest expense.

## 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 - 2 <sup>nd</sup> 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.

### 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 1<sup>st</sup> Calving \_\_\_\_\_ months What is your goal for age at first calving in months?

**94** Weight after 1<sup>st</sup> 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