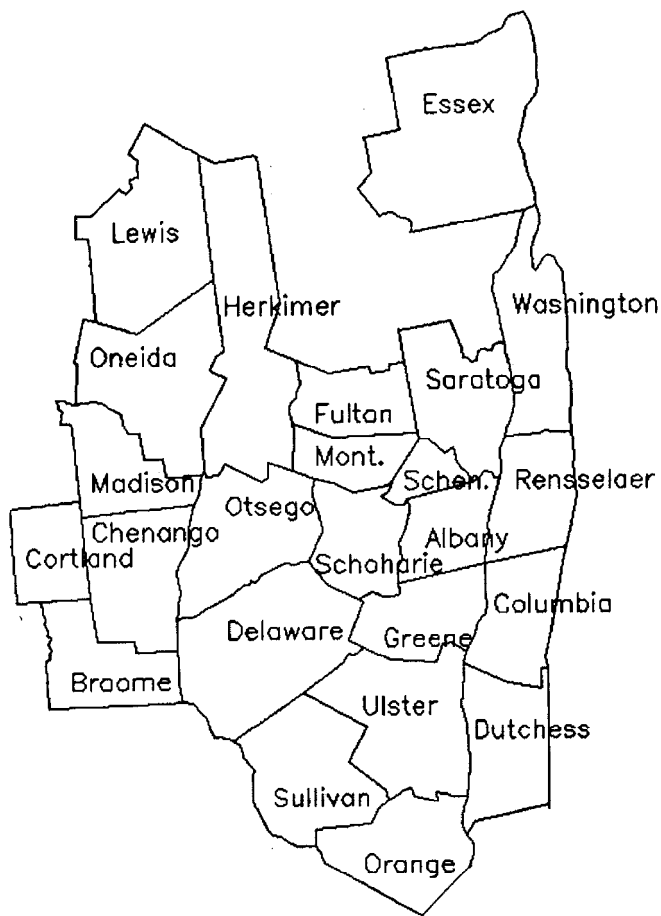


EASTERN NEW YORK RENTER SUMMARY 2001



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DAIRY FARM BUSINESS SUMMARY

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2001 DAIRY FARM BUSINESS SUMMARY
EASTERN NEW YORK RENTERS
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Dairy Farm Business Summary
Eastern New York Renter Summary 2001

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2001 EASTERN NEW YORK DAIRY FARM RENTER BUSINESS SUMMARY

INTRODUCTION

Dairy farmers throughout New York State submit business records for summarization and analysis through Cornell Cooperative Extension's Farm Business Management Program. Averages from a compilation of the individual farm reports are published in six regional summaries and in one statewide summary.¹

Accrual procedures have been used to provide the most accurate accounting of farm receipts and farm expenses for measuring farm profits. An explanation of these procedures is found on pages 4-6. Three measures of farm profits are calculated on pages 7 and 8. The balance sheet, statement of owner equity, and cash flow statement are featured on pages 9-16. The dairy program analysis includes data on the costs of producing milk (pages 19 and 20).

This Eastern New York Dairy Farm Renter Business Summary is an average of 17 businesses that are renting substantially all of the farm real estate. The farm income, financial summary, and business analysis sections of this report include comparisons with average data on 108 owned dairy farms in the region. This report is prepared in workbook form for farm renters to use in the systematic study of their farm business operations.

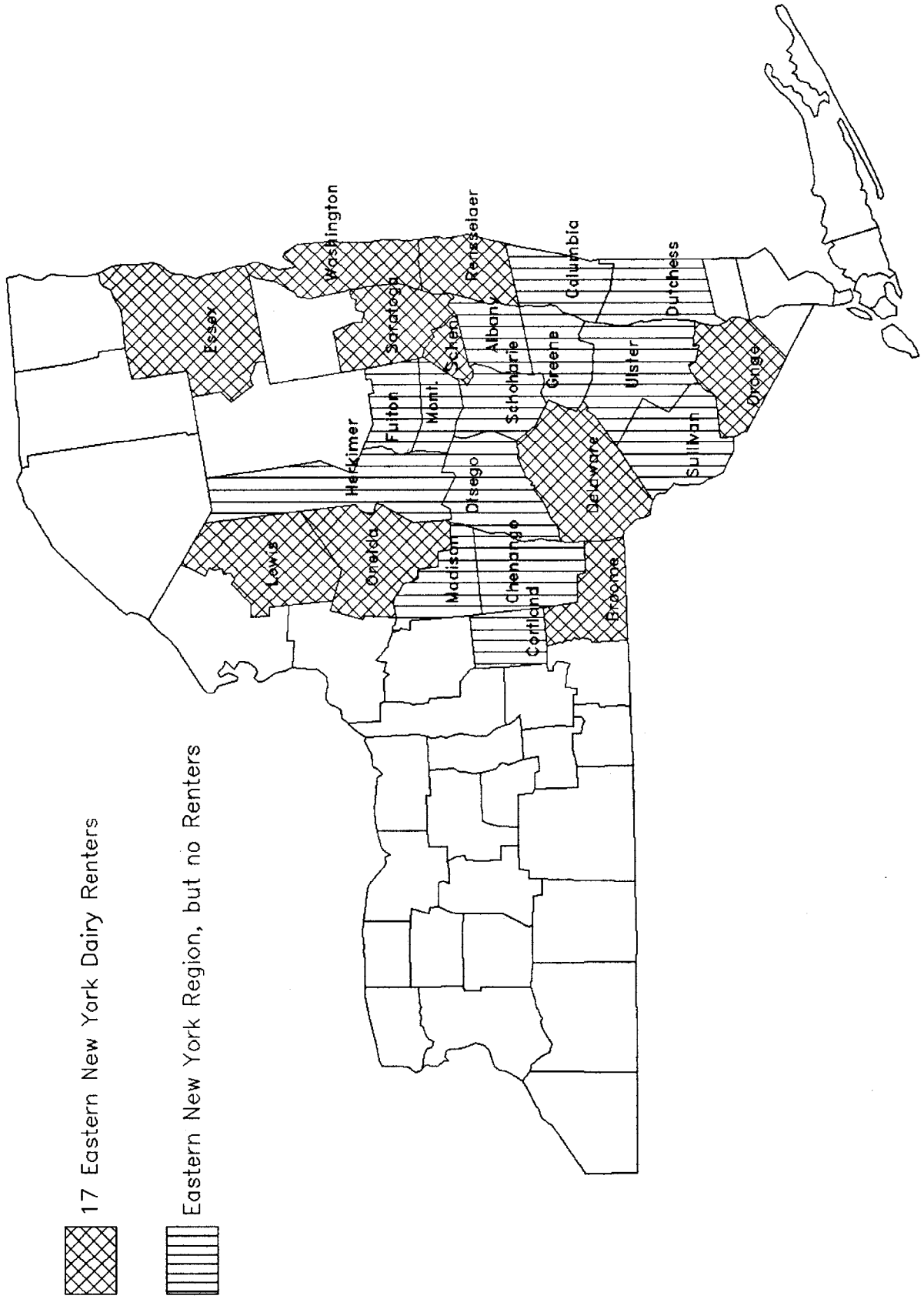
Business records for 17 farms in Broome, Delaware, Essex, Lewis, Oneida, Orange, Rensselaer, Saratoga, Schenectady, and Washington Counties are summarized in this publication. The Eastern New York region consists of these counties plus Albany, Chenango, Columbia, Cortland, Dutchess, Fulton, Greene, Herkimer, Madison, Montgomery, Otsego, Schoharie, Sullivan and Ulster Counties which do not have dairy farm business summary participants that classify as renters (see Figure 1 on page 2). The 108 owned dairy farms summarized in this publication include farms from the entire region.

Use Comparative Profitability Data With Caution

The profitability analysis on page 8 implies that renting a dairy farm provides a similar return to the operator's labor and management as does owning the farm. Concessionary rental rates set by some land owners is a major factor. The farm owners are often father and mother and other landlords who are willing to accept a very low return for their investment. Total real estate costs including depreciation and interest on real estate investment averaged \$159 per tillable acre on the owned dairy farms compared to \$131 on the rented farms. This accounts for a \$47,799 difference in costs between owned and rented farms. With this difference in cost structure, the renters had higher rates of return on equity and all capital.

¹Wayne A. Knoblauch, Linda D. Putnam and Jason Karszes, Dairy Farm Management Business Summary, New York, 2001, R.B. 2002-11, October 2002.

Figure 1. Location of Eastern New York Dairy Farm Renters, 2001.



SUMMARY AND ANALYSIS OF THE FARM BUSINESS

Business Characteristics and Resources Used

Recognition of important business characteristics and identification of the farm resources used are necessary for evaluating management performance. The combination of resources and management practices is known as farm organization. Important farm business characteristics, the number of farms reporting these characteristics, and a listing of the average labor, land, and dairy cattle resources used are presented in the following table.

BUSINESS CHARACTERISTICS AND RESOURCES USED 17 Eastern New York Dairy Farm Renters, 2001

<u>Type of Business</u>	<u>Number</u>	<u>bST Usage</u>	<u>Number</u>	
Single proprietorship	13	Used on <25% of herd		0
Partnership	3	Used on 25-75% of herd		4
Subchapter S corporation	0	Used on >75% of herd		1
Subchapter C corporation	1	Stopped using in 2001		0
		Not used in 2001		12
<u>Milking System</u>	<u>Number</u>	<u>Labor Force*</u>	<u>My Farm</u>	<u>Average</u>
Dumping station	0	Operator 1	_____mo.	14.1
Pipeline	11	Operator 2	_____mo.	4.5
Herringbone parlor	5	Family paid	_____mo.	2.9
Other parlor	1	Family unpaid	_____mo.	3.4
<u>Type of Barn</u>	<u>Number</u>	Hired	_____mo.	6.2
Stanchion	11	Total	_____mo.	31.1
Freestall	6	Worker equivalent		
Combination	0	(total ÷ 12)	_____	2.59
<u>Dairy Records Service</u>	<u>Number</u>	Operator/Manager Equiv.	_____	1.38
Testing service	15			
On-farm system	0	<u>Land Use</u>	<u>My Farm</u>	<u>Average</u>
Other	0	Total acres rented	_____	280
None	2	Tillable acres rented	_____	188
<u>Business Record System</u>	<u>Number</u>	<u>Number of Cows</u>	<u>My Farm</u>	<u>Average</u>
Account book	5	Beg. year (owned)	_____	80
Accounting service	1	End year (owned & leased)	_____	82
On-farm computer	10	Average for year (owned & leased)	_____	81
Other	1			

*Based on hours actually worked by owner/operator, instead of standard 12 months per full-time owner/operator. The standard 12 months is used for operator/manager equivalent when calculating labor and management income per operator.

Predominate business characteristics of the 17 rented farms include the single proprietorship, pipeline milking system, stanchion or conventional stall barn, herd records with a testing service and an account book or on-farm computer record system. Fifty-nine percent of the renters were using on-farm computers compared to 45 percent of the owners.

The average size of the labor force on the rented farms was 48 percent less than the 4.94 worker equivalent on owned farms. The rented farms averaged 188 tillable acres and 81 cows compared to 454 tillable acres and 171 cows on the 108 owned dairy farms in the same region. The owned farms averaged 35 cows per worker, compared to 31 cows per worker on the rented farms. In 2001, the owned farms used land and labor resources more efficiently than the rented farms.

Income Statement

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

CASH AND ACCRUAL FARM EXPENSES
17 Eastern New York Dairy Farm Renters, 2001

Expense Item	Cash Paid	-	Change in Inventory or Prepaid Expense	+	Change in Accounts Payable	=	Accrual Expenses	Percent of Total
<u>Hired Labor</u>	\$ 15,798		\$ 0	<<	\$ 0		\$ 15,798	8
<u>Feed</u>								
Dairy grain & concentrate	65,110		4,296		247		61,061	30
Dairy roughage	8,751		235		637		9,153	5
Other livestock	0		-2		0		2	<1
<u>Machinery</u>								
Machinery, hire, rent & lease	2,852		0	<<	0		2,852	1
Machinery repair & farm veh. exp.	13,462		35		44		13,471	7
Fuel, oil & grease	6,900		106		32		6,826	3
<u>Livestock</u>								
Replacement livestock	3,397		0	<<	0		3,397	2
Breeding	4,469		178		97		4,387	2
Vet & medicine	6,087		30		74		6,130	3
Milk marketing	11,862		0	<<	0		11,862	6
Bedding	1,538		3		33		1,568	1
Milking supplies	6,824		-5		226		7,055	3
Cattle lease & rent	0		0	<<	0		0	0
Custom boarding	2,508		0	<<	0		2,508	1
bST expense	1,647		-12		24		1,683	1
Other livestock expense	4,137		-7		9		4,153	2
<u>Crops</u>								
Fertilizer & lime	6,559		2		-557		5,999	3
Seeds & plants	2,832		5		0		2,828	1
Spray, other crop expense	4,649		-93		55		4,796	2
<u>Real Estate</u>								
Land, building & fence repair	5,597		118		0		5,479	3
Taxes	1,402		0	<<	0		1,402	1
Rent & lease	14,962		0	<<	0		14,962	7
<u>Other</u>								
Insurance	3,667		0	<<	19		3,686	2
Utilities (farm share)	7,424		0	<<	24		7,448	4
Interest paid	3,980		0	<<	0		3,980	2
Miscellaneous	<u>2,621</u>		<u>0</u>		<u>-10</u>		<u>2,611</u>	<u>1</u>
Total Operating	\$ 209,035		\$ 4,890		\$ 952		\$ 205,097	100
Expansion livestock	\$ 521		\$ 0	<<	\$ 0		\$ 521	
Machinery depreciation							14,480	
Building depreciation							<u>1,635</u>	
TOTAL ACCRUAL EXPENSES							\$ 221,733	

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.

Change in inventory: An increase in inventory is 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.

Changes in prepaid expenses apply to non-inventory categories (noted by << in the tables). Include any expenses that have been paid for in advance of their use, for example, 2002 rent paid in 2001. A positive change is the amount the prepayment account increased from beginning to end year, a negative change indicates a decline in the account.

Change in accounts payable: An increase in payables is added and a decrease is subtracted when calculating accrual expenses.

Accrual expenses are the costs of inputs actually used in this year's production.

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

CASH AND ACCRUAL FARM EXPENSES WORKSHEET

Expense Item	Cash Paid	-	Change in Inventory or Prepaid Expense	+	Change in Accounts Payable	=	Accrual Expenses
<u>Hired Labor</u>	\$ _____		\$ _____	<<	\$ _____		\$ _____
<u>Feed</u>							
Dairy grain & concentrate	_____		_____		_____		_____
Dairy roughage	_____		_____		_____		_____
Other livestock	_____		_____		_____		_____
<u>Machinery</u>							
Machinery, hire, rent & lease	_____		_____	<<	_____		_____
Machinery repair & farm veh. exp.	_____		_____		_____		_____
Fuel, oil & grease	_____		_____		_____		_____
<u>Livestock</u>							
Replacement livestock	_____		_____	<<	_____		_____
Breeding	_____		_____		_____		_____
Vet & medicine	_____		_____		_____		_____
Milk marketing	_____		_____	<<	_____		_____
Bedding	_____		_____		_____		_____
Milking supplies	_____		_____		_____		_____
Cattle lease & rent	_____		_____	<<	_____		_____
Custom boarding	_____		_____	<<	_____		_____
bST expense	_____		_____		_____		_____
Other livestock expense	_____		_____		_____		_____
<u>Crops</u>							
Fertilizer & lime	_____		_____		_____		_____
Seeds & plants	_____		_____		_____		_____
Spray, other crop expense	_____		_____		_____		_____
<u>Real Estate</u>							
Land, building & fence repair	_____		_____		_____		_____
Taxes	_____		_____	<<	_____		_____
Rent & lease	_____		_____	<<	_____		_____
<u>Other</u>							
Insurance	_____		_____	<<	_____		_____
Utilities (farm share)	_____		_____	<<	_____		_____
Interest paid	_____		_____	<<	_____		_____
Miscellaneous	_____		_____		_____		_____
Total Operating	\$ _____		\$ _____		\$ _____		\$ _____
Expansion livestock	\$ _____		\$ _____	<<	\$ _____		\$ _____
Machinery depreciation							_____
Building depreciation							_____
TOTAL ACCRUAL EXPENSES							\$ _____

CASH AND ACCRUAL FARM RECEIPTS
17 Eastern New York Dairy Farm Renters, 2001

Receipt Item	Cash Receipts	+	Change in Inventory	+	Change in Accounts Receivable	=	Accrual Expenses
Milk Sales	\$ 244,477				\$ 1,365		\$ 245,843
Dairy cattle	11,041		\$ 5,212		0		16,252
Dairy calves	4,697				0		4,697
Other livestock	0		391		0		391
Crops	833		2,895		0		3,728
Government receipts	9,183		0*		0		9,183
Custom machine work	1,885				0		1,885
Gas tax refund	164				0		164
Other	1,919				0		1,919
- Nonfarm noncash capital**	_____		(-) 0		_____		(-) 0
Total Accrual Receipts	\$ 274,198		\$ 8,498		\$ 1,365		\$ 284,062

*Change in advanced government receipts.

**Gifts or inheritances of cattle or crops included in inventory.

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. Nonfarm income is not included in calculating farm profitability.

Changes in inventory are calculated by subtracting beginning of year values from end of year values excluding appreciation. Increases in livestock inventory caused by herd growth and/or quality are added and decreases caused by herd reduction and for quality are subtracted. Changes in inventories of crops grown are also calculated. Changes in advanced government receipts are calculated by subtracting the end year balance from the beginning year balance (balances are listed with the current liabilities on the Balance Sheet).

Changes in accounts receivable are calculated by subtracting beginning year balances from end year balances. The January milk check for this December's marketings compared with the previous January's check is included as a change in accounts receivable.

Accrual receipts represent the value of all farm commodities produced and services actually generated by the farmer during the year.

CASH AND ACCRUAL FARM RECEIPT WORKSHEET

Receipt Item	Cash Receipts	+	Change in Inventory	+	Change in Accounts Receivable	=	Accrual Expenses
Milk Sales	\$ _____				\$ _____		\$ _____
Dairy cattle	_____		\$ _____		_____		_____
Dairy calves	_____		_____		_____		_____
Other livestock	_____		_____		_____		_____
Crops	_____		_____		_____		_____
Government receipts	_____		_____		_____		_____
Custom machine work	_____		_____		_____		_____
Gas tax refund	_____		_____		_____		_____
Other	_____		_____		_____		_____
- Nonfarm noncash capital**	_____		(-) _____		_____		(-) _____
Total Accrual Receipts	\$ _____		\$ _____		\$ _____		\$ _____

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 operator(s) 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 annual changes in prices of livestock, machinery, real estate inventory, and stocks and certificates (other than Farm Credit stock). Appreciation is a major factor contributing to changes in farm net worth and must be included for a complete profitability analysis.

NET FARM INCOME Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Total accrual receipts	\$ 284,062	\$ 670,803	\$ _____
+ Appreciation: Livestock	14,162	39,872	_____
Machinery	4,361	5,037	_____
Real Estate	2,235	12,212	_____
Other Stock & Certificates	<u>18</u>	<u>-159</u>	_____
= Total Including Appreciation	\$ 304,838	\$ 727,765	\$ _____
- Total accrual expenses	<u>221,733</u>	<u>566,817</u>	_____
= Net Farm Income (with appreciation)	\$ 83,105	\$ 160,948	\$ _____
Per cow	\$ 1,026	\$ 941	\$ _____
Net Farm Income (without appreciation)	\$ 62,329	\$ 103,986	\$ _____
Per cow	\$ 769	\$ 608	\$ _____

Labor and management income is the return which 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 calculated by deducting from net farm income excluding appreciation a charge for unpaid family labor and the opportunity cost of using equity capital at a 5 percent interest rate. The interest charge of 5 percent 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
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Net farm income without appreciation	\$ 62,329	\$ 103,986	\$ _____
- Family labor unpaid @ \$2,000 per month	- 6,800	- 7,000	- _____
- Interest on average equity capital @ 5% real rate	- <u>14,624</u>	- <u>41,330</u>	- _____
= Labor & Management Income	\$ 40,905	\$ 55,656	\$ _____
Labor & Management Income per Operator/Manager	\$ 29,641	\$ 31,623	\$ _____

Return to equity capital measures the net return remaining for the farmer's equity or owned capital after a charge has been made for unpaid family labor and the owner-operator's labor and management. The earnings or amount of net farm income allocated to labor and management is the opportunity cost of operators' labor and management estimated by the cooperators. Return to equity capital is calculated with and without appreciation. The rate of return on equity capital is determined by dividing the amount returned by the average farm net worth or equity capital. Return to all capital is calculated by adding interest paid to the return to equity capital and then dividing by average farm assets to calculate the rate of return on average total capital. Net farm income from operations ratio is net farm income (without appreciation) divided by total accrual receipts.

RETURN TO EQUITY CAPITAL AND RETURN TO ALL CAPITAL
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Net farm income with appreciation	\$ 83,105	\$ 160,948	\$ _____
- Family labor unpaid @ \$2,000 per month	\$ 6,800	\$ 7,000	\$ _____
- Value of operators' labor & management	<u>35,806</u>	<u>47,518</u>	_____
= Return to equity capital with appreciation	\$ 40,499	\$ 106,430	\$ _____
+ Interest paid	<u>3,980</u>	<u>26,371</u>	_____
= Return to all capital with appreciation	\$ 44,479	\$ 132,801	\$ _____
Return to equity capital without appreciation	\$ 19,723	\$ 49,468	\$ _____
Return to all capital without appreciation	\$ 23,703	\$ 75,839	\$ _____
Rate of return on average equity capital:			
with appreciation	13.9%	12.9%	_____ %
without appreciation	6.7%	6.0%	_____ %
Rate of return on all capital:			
with appreciation	12.4%	10.7%	_____ %
without appreciation	6.6%	6.1%	_____ %
Net farm income from operations ratio	0.22	0.16	_____

Farm and Family Financial Status

The first step in evaluating the financial status of the farm is to construct a balance sheet, which identifies all the assets and liabilities of the business. The second step is to evaluate the relationship between assets, liabilities, and net worth and changes that occurred during the year.

2001 FARM BUSINESS & NONFARM BALANCE SHEET
17 Eastern New York Dairy Farm Renters

Farm Assets			Farm Liabilities & Net Worth		
	Jan. 1	Dec. 31		Jan. 1	Dec. 31
<u>Current</u>			<u>Current</u>		
Farm cash, checking & savings	\$ 21,585	\$ 28,778	Accounts payable	\$ 2,080	\$ 3,033
Accounts receivable	14,584	15,950	Operating debt	307	452
Prepaid expenses	0	0	Short term	2,765	0
Feed & supplies	37,502	45,288	Advanced gov't. receipt	0	0
Total Current	\$ 73,671	\$ 90,016	Current portion:		
			Intermediate	10,179	12,200
			Long term	214	492
			Total Current	\$ 15,545	\$ 16,177
<u>Intermediate</u>			<u>Intermediate</u>		
Dairy Cows:			Structured debt		
owned	\$ 87,879	\$ 96,053	1-10 years	\$ 32,438	\$ 25,298
leased	0	0	Financial lease		
Heifers	38,129	49,321	(cattle & machinery)	0	0
Bulls & other livestock	679	1,079	Farm Credit stock	376	279
Mach. & equip. owned	108,003	116,057	Total Intermediate	\$ 32,814	\$ 25,577
Mach. & equip. leased	0	0			
Farm Credit stock	376	279	<u>Long Term</u>		
Other stock & cert.	4,636	4,664	Structured debt		
Total Intermediate	\$ 239,702	\$ 267,453	≥ 10 years	\$ 20,977	\$ 19,710
			Financial lease		
<u>Long Term</u>			(structures)	0	0
Land & buildings:			Total Long Term	\$ 20,977	\$ 19,710
owned	\$ 21,568	\$ 23,366			
leased	0	0	Total Farm Liabilities	\$ 69,336	\$ 61,464
Total Long Term	\$ 21,568	\$ 23,366			
Total Farm Assets	\$ 334,941	\$ 380,835	FARM NET WORTH	\$ 265,605	\$ 319,371
(Average for 6 farms reporting)					
<u>Nonfarm Assets*</u>			<u>Nonfarm Liabilities* & Net Worth</u>		
	Jan.1	Dec. 31		Jan. 1	Dec. 31
Personal cash, checking & savings	\$ 14,592	\$ 29,808	Nonfarm Liabilities	\$ 8,411	\$ 10,622
Cash value life ins.	0	0	NONFARM NET WORTH	\$ 49,098	\$ 66,019
Nonfarm real estate	16,667	18,333			
Auto (personal share)	5,167	6,250	FARM & NONFARM**	Jan. 1	Dec. 21
Stocks & bonds	15,333	16,500	Total Assets	\$ 392,450	\$ 457,476
Household furn.	5,583	5,583	Total Liabilities	77,747	72,086
All other	167	167			
Total Nonfarm	\$ 57,509	\$ 76,641	TOTAL FARM & NON-FARM NET WORTH	\$ 314,703	\$ 385,390

*Assumes that average nonfarm assets and liabilities for the nonreporting farms were the same as for those reporting.

Financial lease obligations are included in the balance sheet. The present value of all future payments is listed as a liability since the farmer is committed to make the payments by signing the lease. The present value is also listed as an asset, representing the future value the item has to the business.

Advance government receipts are included as current liabilities. Government payments received in 2001 that are for participation in the 2002 program are the end year balance and payments received in 2000 for participation in the 2001 program are the beginning year balance.

Date _____

2001 FARM BUSINESS & NONFARM BALANCE SHEET

Farm Assets			Farm Liabilities & Net Worth		
	Jan. 1	Dec. 31		Jan. 1	Dec. 31
<u>Current</u>			<u>Current</u>		
Farm cash, checking & savings	_____	_____	Accounts payable	_____	_____
			Operating debt	_____	_____
Accounts receivable	_____	_____	Short term	_____	_____
Prepaid expenses	_____	_____	Advanced gov't. receipt	_____	_____
Feed & supplies	_____	_____	Current portion:		
Total Current	_____	_____	Intermediate	_____	_____
			Long term	_____	_____
			Total Current	_____	_____
<u>Intermediate</u>			<u>Intermediate</u>		
Dairy Cows:					
owned	_____	_____			
leased	_____	_____	Financial lease	_____	_____
Heifers	_____	_____	(cattle & machinery)		
Bulls & other livestock	_____	_____	Farm Credit stock	_____	_____
Mach. & equip. owned	_____	_____	Total Intermediate	_____	_____
Mach. & equip. leased	_____	_____			
Farm Credit stock	_____	_____	<u>Long Term</u>		
Other stock & cert.	_____	_____			
Total Intermediate	_____	_____	Financial lease	_____	_____
<u>Long Term</u>			(structures)		
Land & buildings:			Total Long Term	_____	_____
owned	_____	_____			
leased	_____	_____	Total Farm Liabilities	_____	_____
Total Long Term	_____	_____			
Total Farm Assets	_____	_____	FARM NET WORTH	_____	_____
<hr/>			<hr/>		
Nonfarm Assets			Nonfarm Liabilities & Net Worth		
	Jan.1	Dec. 31		Jan. 1	Dec. 31
Personal cash, checking & savings	_____	_____	Nonfarm Liabilities	_____	_____
Cash value life ins.	_____	_____			
Nonfarm real estate	_____	_____			
Auto (personal share)	_____	_____			
Stocks & bonds	_____	_____	Total Nonfarm Liabilities	_____	_____
Household furn.	_____	_____			
All other	_____	_____	Nonfarm Net Worth	_____	_____
Total Nonfarm	_____	_____			
<hr/>			<hr/>		
TOTAL FARM & NONFARM				Jan. 1	Dec. 31
Total Farm and Nonfarm Assets				_____	_____
Less Total Farm & Nonfarm Liabilities				_____	_____
Farm & Nonfarm Net Worth				_____	_____

Balance sheet analysis involves examination of relative asset and debt levels for the business. Percent equity is calculated by dividing end of year net worth by end of year assets. The debt to asset ratio is compiled by dividing liabilities by assets. Low debt to asset ratios reflect business solvency and the potential capacity to borrow. The leverage ratio is the dollars of debt per dollar of equity, computed by dividing total farm liabilities by farm net worth. Debt levels per productive unit represent old standards that are still useful if used with measures of cash flow and repayment ability. A current ratio of less than 1.5 or that has been falling warrants additional evaluation. The amount of working capital that is adequate must be related to the size of the farm business.

BALANCE SHEET ANALYSIS
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
<u>Financial Ratios - Farm:</u>			
Percent equity	84%	68%	_____ %
Debt/asset ratio: total	0.16	0.32	_____
long term	0.84	0.36	_____
intermediate & current	0.12	0.30	_____
Leverage ratio	0.19	0.47	_____
Current ratio	5.56	1.97	_____
Working capital \$73,839 as % of total expenses	33%	(\$88,976) 16%	_____ %
<u>Farm Debt Analysis:</u>			
Accounts payable as % of total debt	5%	2%	_____ %
Long term liabilities as a % of total debt	32%	45%	_____ %
Current & intermediate liabilities as a % of total debt	68%	55%	_____ %
Cost of term debt (weighted average)	5.2%	5.7%	_____ %
<u>Farm Debt Levels Per Cow:</u>			
Total farm debt	\$ 750	\$ 2,345	\$ _____
Long term debt	\$ 240	\$ 1,058	\$ _____
Intermediate & long term debt	\$ 552	\$ 1,829	\$ _____
Intermediate & current debt	\$ 509	\$ 1,287	\$ _____

Farm inventory balance is an accounting of the value of machinery and equipment used on the balance sheet and the changes that occur from the beginning to end of year. Changes in the livestock inventory are included in the dairy analysis. Net investment indicates whether the capital stock is being expanded (positive) or depleted (negative).

FARM MACHINERY AND EQUIPMENT INVENTORY BALANCE
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Value beginning of year	\$ 108,003	\$ 220,999	\$ _____
Purchases	\$ 19,457	\$ 42,634	\$ _____
+ Nonfarm noncash transfer	0	75	_____
- Net Sales	1,284	2,481	_____
- Depreciation	<u>14,480</u>	<u>28,590</u>	_____
= Net investment	3,693	11,637	_____
+ Appreciation	<u>4,361</u>	<u>5,037</u>	_____
= Value end of year	\$ 116,057	\$ 237,673	\$ _____

The Statement of Owner Equity has two purposes. It allows (1) verification that the accrual income statement and market value balance sheet are interrelated and consistent (in accountants' terms, they reconcile) and (2) identification of the causes of change in equity that occurred on the farm during the year. The Statement of Owner Equity allows the farmer to determine to what degree the change in equity was caused by (1) earnings from the business, and nonfarm income, in excess of withdrawals being retained in the business (called retained earnings), (2) outside capital being invested in the business or farm capital being removed from the business (called contributed/withdrawn capital) and (3) increases or decreases in the value (price) of assets owned by the business (called change in valuation equity).

The change in farm net worth without appreciation is an excellent indicator of farm generated financial progress.

STATEMENT OF OWNER EQUITY (RECONCILIATION)
17 Eastern New York Dairy Farm Renters, 2001

Item	Average	My Farm
Beginning of year farm net worth	\$ 265,605	\$ _____
Net farm income without appreciation	\$ 62,329	\$ _____
+ Nonfarm cash income	+ 6,930	+ _____
- Personal withdrawals & family expenditures excluding nonfarm borrowings	- <u>37,693</u>	- _____
RETAINED EARNINGS	+ \$ 31,566	+ \$ _____
Nonfarm noncash transfers to farm	\$ 0	\$ _____
+ Cash used in business from nonfarm capital	+ 897	+ _____
- Note/mortgage from farm real estate sold (nonfarm)	- <u>0</u>	- _____
CONTRIBUTED/WITHDRAWN CAPITAL	+ \$ 897	+ \$ _____
Appreciation	\$ 20,776	\$ _____
- Lost capital	- <u>129</u>	- _____
CHANGE IN VALUATION EQUITY	+ \$ 20,647	+ \$ _____
IMBALANCE/ERROR	- \$ <u>-656</u>	- \$ _____
End of year farm net worth*	= \$ 319,371	= \$ _____
Change in net worth with appreciation.	\$ 53,766	\$ _____
<u>Change in Net Worth</u>		
Without appreciation	\$ 32,990	\$ _____
With appreciation	\$ 53,766	\$ _____

*May not add due to rounding.

Cash Flow Statement

Completing an annual cash flow statement is an important step in understanding the sources and uses of funds for the business. 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 show net cash provided by operating activities, investing activities, financing activities and from reserves. All cash inflows and outflows including beginning and end balances are included. Therefore, the sum of net cash provided from all four activities should be zero. Any imbalance is the error from incorrect accounting of cash inflows/outflows.

ANNUAL CASH FLOW STATEMENT
17 Eastern New York Dairy Farm Renters, 2001

Item	Average	
<u>Cash Flow from Operating Activities</u>		
Cash farm receipts	\$ 274,198	
- Cash farm expenses	<u>209,035</u>	
= Net cash farm income		\$ 65,163
Personal withdrawals & family expenses including nonfarm debt payments	\$ 39,516	
- Nonfarm income	<u>6,930</u>	
- Net cash withdrawals from the farm		<u>\$ 32,586</u>
= Net Provided by Operating Activities		\$ 32,577
<u>Cash Flow From Investing Activities</u>		
Sale of assets: Machinery	\$ 1,284	
+ real estate	0	
+ other stock & certificates	<u>0</u>	
= Total asset sales		\$ 1,284
Capital purchases: expansion livestock	\$ 521	
+ machinery	19,457	
+ real estate	1,327	
+ other stock & certificates	<u>10</u>	
- Total invested in farm assets		<u>\$ 21,315</u>
= Net Provided by Investment Activities		\$ -20,031
<u>Cash Flow From Financing Activities</u>		
Money borrowed (intermediate & long term)	\$ 9,051	
+ Money borrowed (short term)	0	
+ Increase in operating debt	145	
+ Cash from nonfarm capital used in business	897	
+ Money borrowed - nonfarm	<u>1,823</u>	
= Cash inflow from financing		\$ 11,916
Principal payments (intermediate & long term)	\$ 15,160	
+ Principal payments (short term)	2,765	
+ Decrease in operating debt	<u>0</u>	
- Cash outflow for financing		<u>\$ 17,925</u>
= Net Provided by Financing Activities		\$ -6,009
<u>Cash Flow From Reserves</u>		
Beginning farm cash, checking & savings	\$ 21,585	
- Ending farm cash, checking & savings	<u>28,778</u>	
= Net Provided from Reserves		<u>\$ -7,193</u>
<u>Imbalance (error)</u>		\$ -656

ANNUAL CASH FLOW STATEMENT

Item	My Farm	
<u>Cash Flow from Operating Activities</u>		
Cash farm receipts	\$ _____	
- Cash farm expenses	_____	
= Net cash farm income		\$ _____
Personal withdrawals & family expenses including nonfarm debt payments	\$ _____	
- Nonfarm income	_____	
- Net cash withdrawals from the farm		\$ _____
= Net Provided by Operating Activities		\$ _____
<u>Cash Flow From Investing Activities</u>		
Sale of assets: Machinery	\$ _____	
+ real estate	_____	
+ other stock & certificates	_____	
= Total asset sales		\$ _____
Capital purchases: expansion livestock	\$ _____	
+ machinery	_____	
+ real estate	_____	
+ other stock & certificates	_____	
- Total invested in farm assets		\$ _____
= Net Provided by Investment Activities		\$ _____
<u>Cash Flow From Financing Activities</u>		
Money borrowed (intermediate & long term)	\$ _____	
+ Money borrowed (short term)	_____	
+ Increase in operating debt	_____	
+ Cash from nonfarm capital used in business	_____	
+ Money borrowed - nonfarm	_____	
= Cash inflow from financing		\$ _____
Principal payments (intermediate & long term)	\$ _____	
+ Principal payments (short term)	_____	
+ Decrease in operating debt	_____	
- Cash outflow for financing		\$ _____
= Net Provided by Financing Activities		\$ _____
<u>Cash Flow From Reserves</u>		
Beginning farm cash, checking & savings		\$ _____
- Ending farm cash, checking & savings		_____
= Net Provided from Reserves		\$ _____
<u>Imbalance (error)</u>		\$ _____

Repayment Analysis

The second step in cash flow analysis is to compare the debt payments planned for the last year with 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 planned payments can be made in 2002. The cash flow projection worksheet on the next page can be used to estimate repayment ability, which can then be compared to planned 2002 debt payments shown below.

FARM DEBT PAYMENTS PLANNED Same 11 Eastern New York Dairy Farm Renters, 2001*

Debt Payments	Average			My Farm		
	2001 Payments		Planned 2002	2001 Payments		Planned 2002
	Planned	Made		Planned	Made	
Long-term	\$ 661	\$ 661	\$ 661	\$ _____	\$ _____	\$ _____
Intermediate-term	12,658	14,073	13,085	_____	_____	_____
Short-term	3,636	3,636	0	_____	_____	_____
Operating (net red.)	318	0	0	_____	_____	_____
Accounts payable (net reduction)	0	391	0	_____	_____	_____
Total	\$ 17,273	\$ 18,761	\$ 13,746	\$ _____	\$ _____	\$ _____
Per cow	\$ 194	\$ 211		\$ _____	\$ _____	
Per cwt. 2001 milk	\$ 1.03	\$ 1.12		\$ _____	\$ _____	
Percent of total 2001 receipts	5%	6%		_____	_____	
Percent of 2001 milk receipts	6%	7%		_____	_____	

*Farms that completed Dairy Farm Business Summaries for both 2000 and 2001.

The cash flow coverage ratio and debt coverage ratio measure the ability of the farm business to meet its planned debt payment schedule. The ratios show the percentage of planned payments (as of December 31, 2000) that could have been made with the amount available for debt service in 2001. Farmers that did not participate in DFBS last year will find in their report coverage ratios based on planned debt payments for 2002.

COVERAGE RATIOS Same 11 New York Dairy Farm Renters 2000 & 2001

Item	Average	Item	My Farm
<u>Cash Flow Coverage Ratio</u>		<u>Debt Coverage Ratio</u>	
Cash farm receipts	\$ 305,775	Net farm income (w/o appreciation)	\$ 79,194
- Cash farm expenses	229,838	+ Depreciation	14,534
+ Interest paid (cash)	2,305	+ Interest paid (accrual)	2,305
- Net personal withdrawals from farm*	<u>40,035</u>	- Net personal withdrawals from farm*	<u>40,035</u>
(A) = Amount Available for Debt Service	\$ 38,207	(A') = Repayment Capacity	\$ 55,998
(B) = Debt Payments Planned for 2001 (as of December 31, 2000)	\$ 17,273	(B) = Debt Payments Planned for 2001 (as of December 31, 2000)	\$ 17,273
(A/B)=Cash Flow Coverage Ratio for 2001	2.21	(A'/B)=Debt Coverage Ratio for 2001	3.24

Same 90 Eastern New York Dairy Farm Owners, 2000 & 2001			
(A) = Amount Available for Debt Service	\$ 95,215	(A') = Repayment Capacity	\$ 137,794
(B) = Debt Payments Planned for 2001	82,684	(B) = Debt Payments Planned for 2001	82,684
(A/B)=Cash Flow Coverage Ratio for 2001	1.15	(A'/B)=Debt Coverage Ratio for 2001	1.67

*Personal withdrawals and family expenditures less nonfarm income and nonfarm money borrowed. If family withdrawals are excluded, or inaccurately included, the coverage ratios will be incorrect.

ANNUAL CASH FLOW WORKSHEET

Item	17 Dairy	My Farm		Expected Change	2002 Projection
	Farm Renters (per cow)	Total	Per Cow		
Average number of cows	81	_____	_____		_____
<u>Accrual Operating Receipts</u>					
Milk	\$ 3,035	\$ _____	\$ _____	_____	\$ _____
Dairy cattle	201	_____	_____	_____	_____
Dairy calves	58	_____	_____	_____	_____
Other livestock	5	_____	_____	_____	_____
Crops	46	_____	_____	_____	_____
Misc. receipts	<u>162</u>	_____	_____	_____	_____
Total	\$ 3,507	\$ _____	\$ _____	_____	\$ _____
<u>Accrual Operating Expenses</u>					
Hired labor	\$ 195	\$ _____	\$ _____	_____	\$ _____
Dairy grain & concentrate	754	_____	_____	_____	_____
Dairy roughage	113	_____	_____	_____	_____
Other livestock feed	0	_____	_____	_____	_____
Machinery hire, rent & lease	35	_____	_____	_____	_____
Machinery repair & vehicle exp.	166	_____	_____	_____	_____
Fuel, oil & grease	84	_____	_____	_____	_____
Replacement livestock	42	_____	_____	_____	_____
Breeding	54	_____	_____	_____	_____
Vet & medicine	76	_____	_____	_____	_____
Milk marketing	146	_____	_____	_____	_____
Bedding	19	_____	_____	_____	_____
Milking supplies	87	_____	_____	_____	_____
Cattle lease	0	_____	_____	_____	_____
Custom boarding	31	_____	_____	_____	_____
bST expense	21	_____	_____	_____	_____
Other livestock expense	51	_____	_____	_____	_____
Fertilizer & lime	74	_____	_____	_____	_____
Seeds & plants	35	_____	_____	_____	_____
Spray & other crop expense	59	_____	_____	_____	_____
Land, building & fence repair	68	_____	_____	_____	_____
Taxes	17	_____	_____	_____	_____
Real estate rent & lease	185	_____	_____	_____	_____
Insurance	46	_____	_____	_____	_____
Utilities	92	_____	_____	_____	_____
Miscellaneous	<u>32</u>	_____	_____	_____	_____
Total Less Interest Paid	\$ 2,483	\$ _____	\$ _____	\$ _____	\$ _____
<u>Net Accrual Operating Income</u>	(Total)				
(without interest paid)	\$ 82,945	\$ _____	_____	_____	\$ _____
- Change in livestock & crop inv.	8,498	_____	_____	_____	_____
- Change in accounts receivable	1,365	_____	_____	_____	_____
- Change in feed & supply inv.*	4,890	_____	_____	_____	_____
+ Change in accounts payable**	<u>952</u>	_____	_____	_____	_____
NET CASH FLOW	\$ 69,143	\$ _____	_____	_____	\$ _____
- Net family withdrawals	<u>30,763</u>	_____	_____	_____	_____
Available for Farm Debt Payments & Investments	\$ 38,380	\$ _____	_____	_____	\$ _____
- Farm debt payments	<u>21,681</u>	_____	_____	_____	_____
Available for Farm Investments	\$ 16,699	\$ _____	_____	_____	\$ _____
- Capital purchases: cattle, machinery & improvements	\$ 21,315	\$ _____	_____	\$ _____	\$ _____
Additional Capital Needed	\$ 4,616	\$ _____	_____	_____	\$ _____

*Includes change in prepaid expenses.

**Excludes change in interest account payable.

Cropping Program Analysis

The cropping program is an important part of the dairy farm business and sometimes it is 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
Eastern New York Dairy Farm Renters Reporting, 2001

Item	Average of Farms Reporting			My Farm	
<u>Crop Yields</u>	<u>Farms</u>	<u>Acres</u>	<u>Prod/Acre*</u>	<u>Acres</u>	<u>Prod/Acre</u>
Hay crop	12	136	2.26 tn DM	_____	_____ tn DM
Corn silage	10	76	15.16 tn	_____	_____ tn
			4.87 tn DM	_____	_____ tn DM
Other forage	1	35	0.40 tn DM	_____	_____ tn DM
Total forage	12	202	3.05 tn DM	_____	_____ tn DM
Corn grain	3	125	84 bu	_____	_____ bu
Oats	1	25	4 bu	_____	_____ bu
Wheat	0	0	0 bu	_____	_____ bu
Other crops	0	0		_____	
Tillable pasture	6	55		_____	
Idle	2	21		_____	
Total Tillable Acres	17	188		_____	

*2001 average yields for 108 dairy farm owners in Eastern New York included: all hay crops, 2.5 tons dry matter per acre; corn silage, 17.7 tons per acre.

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 indicate how efficiently the land resource is being used and how well total forage requirements are being met.

CROP MANAGEMENT FACTORS
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Total tillable acres per cow	2.32	2.65	_____
Total forage acres per cow	1.77	2.28	_____
Harvested forage dry matter, tons per cow	5.38	8.24	_____

Average fertilizer and lime, seeds and plants, and spray and other crop expenses have been computed per tillable acre for all farms in the first column of the table below. Average hay crop and corn crop related expenses are from the limited number of farms allocating crop expenses. Additional expense items such as fuels, labor, and machinery repairs are not included. Rotational grazing was used on 4 rented farms and 21 owned farms in the region.

CROP RELATED ACCRUAL EXPENSES
Eastern New York Dairy Farm Renters and Owners, 2001

Expense	Total Per Tillable Acre	Hay Crop		All Corn Per Acre	Corn Silage Per Ton DM	Corn Grain Per Dry Shell Bu.
		Per Acre	Per Ton DM			
<u>17 Dairy Farm Renters:</u>						
Fertilizer & lime	\$31.91	-----NONE REPORTED-----				
Seeds & plants	15.04					
Spray & other crop expense	<u>25.51</u>					
Total	\$72.46					
<u>108 Dairy Farm Owners:</u>						
		Average 15 Farms Reporting Individual Crop Costs				
Fertilizer & lime	\$36.42	\$41.31	\$16.20	\$35.20	\$5.93	\$0.32
Seeds & plants	15.10	11.39	4.47	34.22	5.76	0.32
Spray & other crop expense	<u>17.34</u>	<u>7.27</u>	<u>2.85</u>	<u>47.65</u>	<u>8.02</u>	<u>0.44</u>
Total	\$68.86	\$59.97	\$23.52	\$117.07	\$19.71	\$1.08
<u>My Farm:</u>						
Fertilizer & lime	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Seeds & plants	_____	_____	_____	_____	_____	_____
Spray & other crop expense	_____	_____	_____	_____	_____	_____
Total	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

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 below per total tillable acre.

ACCRUAL MACHINERY EXPENSES
Eastern New York Dairy Farm Renters and Owners, 2001

Item	Average Per Tillable Acre		My Farm	
	17 Dairy Farm Renters	108 Dairy Farm Owners	Total Expenses	Per Tillable Acre
Fuel, oil & grease	\$ 36.31	\$ 30.30	\$ _____	\$ _____
Machine repair & farm veh. exp.	71.65	75.45	_____	_____
Machine hire, rent & lease	15.17	33.05	_____	_____
Interest (5%)	29.80	25.98	_____	_____
Depreciation	<u>77.02</u>	<u>62.97</u>	_____	_____
Total	\$229.95	\$227.76	\$ _____	\$ _____

Dairy Program Analysis

Analysis of the dairy enterprise can tell a great deal about the strengths and weaknesses of the dairy farm business. Information on the following page should be used in conjunction with DHI and other dairy production information. 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 increase in inventory is included as an accrual farm receipt when calculating profitability without appreciation impacts.

DAIRY HERD INVENTORY
Eastern New York Dairy Farm Renters and Owners, 2001

Item	Dairy Cows		Bred		Heifers Open		Calves	
	No.	Value	No.	Value	No.	Value	No.	Value
<u>17 Dairy Farm Renters:</u>								
Beginning year (owned)	80	\$ 87,879	19	\$ 18,568	25	\$ 15,265	15	\$ 4,297
+ Change w/o apprec.		1,953		3,408		-400		250
+ Appreciation		<u>6,221</u>		<u>3,506</u>		<u>2,579</u>		<u>1,847</u>
End year (owned)	82	\$ 96,053	22	\$ 25,482	24	\$ 17,444	16	\$ 6,394
End including leased	82							
Average number	81		60	(all age groups)				
<u>108 Dairy Farm Owners:</u>								
Beginning year (owned)	167	\$ 188,770	43	\$ 43,917	42	\$ 26,758	35	\$ 12,162
+ Change w/o apprec.		10,853		3,953		4,055		220
+ Appreciation		<u>24,890</u>		<u>7,067</u>		<u>4,680</u>		<u>3,220</u>
End year (owned)	177	\$ 224,513	47	\$ 54,937	48	\$ 35,493	37	\$ 15,602
End including leased	178							
Average number	171		126	(all age groups)				
<u>My Farm:</u>								
Beginning year (owned)	—	\$ _____	—	\$ _____	—	\$ _____	—	\$ _____
+ Change w/o apprec.		_____		_____		_____		_____
+ Appreciation		_____		_____		_____		_____
End year (owned)	—	\$ _____	—	\$ _____	—	\$ _____	—	\$ _____
End including leased	—							
Average number	—		—	(all age groups)				

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
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Dairy Farm Renters	108 Dairy Farm Owners	My Farm
Total milk sold, lbs.	1,495,520	3,597,347	_____
Milk sold per cow, lbs.	18,571	20,991	_____
Average milk plant test, % butterfat	3.79%	3.71%	_____

Monitoring and evaluating culling practices and experiences on an annual basis are important herd management tools. Culling rate can have an affect on both milk per cow and profitability.

ANIMALS LEAVING THE HERD
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Renters		108 Owners		My Farm	
	Number	Percent*	Number	Percent*	Number	Percent*
Cows sold for beef	19	23.5	42	24.6	_____	_____
Cows sold for dairy	2	2.5	2	1.2	_____	_____
Cows died	3	3.7	8	4.7	_____	_____
Culling rate**		27.2		29.2	_____	_____

*Percent of average number of cows in the herd. ** Cows sold for beef plus cows died.

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 are compared with the accrual costs of producing milk per hundredweight of milk. Using the whole farm method, operating cost of producing milk is estimated by deducting nonmilk accrual receipts from total accrual operating expenses plus expansion livestock purchased. Purchased input cost of producing milk is the operating cost plus depreciation. Total cost of producing milk includes the operating cost plus depreciation on machinery and buildings, the value of unpaid family labor, the value of operator(s) labor and management, and an interest charge for using equity capital.

COST OF PRODUCING MILK AND ACCRUAL RECEIPTS FROM MILK
Eastern New York Dairy Farm Renters and Owners, 2001

Item	17 Renters		108 Owners		My Farm	
	Total	Per Cwt.	Total	Per Cwt.	Total	Per Cwt.
<u>Accrual Cost of Producing Milk</u>						
Operating cost	\$167,399	\$11.19	\$436,525	\$12.13	\$ _____	\$ _____
Purchased input cost	\$183,514	\$12.27	\$482,398	\$13.41	\$ _____	\$ _____
Total cost	\$240,744	\$16.10	\$578,246	\$16.07	\$ _____	\$ _____
<u>Accrual Receipts from Milk</u>	\$245,843	\$16.44	\$586,384	\$16.30	\$ _____	\$ _____
Net Milk Receipts	\$233,981	\$15.65	\$558,705	\$15.53	\$ _____	\$ _____

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 for strengths and areas for improvement.

DAIRY RELATED ACCRUAL EXPENSES
Eastern New York Dairy Farm Renters and Owners, 2001

Item	Average Per Cwt. Milk		Per Cwt.
	17 Renters	108 Owners	
Purchased dairy grain & concentrate	\$4.08	\$3.94	\$ _____
Purchased dairy roughage	0.61	0.22	_____
Total Purchased Dairy Feed	\$4.70	\$4.16	\$ _____
Purchased grain & concentrate as % of milk receipts	25%	24%	_____ %
Purchased feed & crop expense	\$5.61	\$5.02	\$ _____
Purchased feed & crop expense as % of milk receipts	34%	31%	_____ %
Breeding	\$0.29	\$0.22	\$ _____
Veterinary & medicine	0.41	0.53	_____
Milk marketing	0.79	0.77	_____
Bedding	0.10	0.18	_____
Milking supplies	0.47	0.33	_____
Cattle lease	0.00	0.00	_____
Custom boarding	0.17	0.26	_____
bST expense	0.11	0.22	_____
Other livestock expense	0.28	0.19	_____

Capital and Labor Efficiency Analysis

Capital efficiency factors measure how intensively the capital is being used in the farm business. The asset turnover ratio is the ratio of total farm income to total farm assets. It is calculated by dividing total accrual operating receipts plus appreciation by average total farm assets. Measures of labor efficiency are key indicators of management's success in generating products per unit of labor input.

CAPITAL EFFICIENCY
Eastern New York Dairy Farm Renters and Owners, 2001

Item	Per Worker	Per Cow	Per Tillable Acre
<u>17 Dairy Farm Renters:</u>			
Farm capital	\$ 138,181	\$ 4,418	\$ 1,904
Machinery & equipment	43,255	1,383	596
<u>Ratios</u>			
Asset turnover	Operating expense 0.85	Interest expense 0.01	Depreciation expense 0.06
<u>108 Dairy Farm Owners:</u>			
Farm capital	\$ 251,395	\$ 7,263	\$ 2,735
Machinery & equipment	47,756	1,380	520
<u>Ratios</u>			
Asset turnover	Operating expense 0.59	Interest expense 0.04	Depreciation expense 0.07
<u>My Farm:</u>			
Farm capital	\$ _____	\$ _____	\$ _____
Machinery & equipment	_____	_____	_____
<u>Ratios</u>			
Asset turnover	Operating expense _____	Interest expense _____	Depreciation expense _____

LABOR FORCE ANALYSIS
Eastern New York Dairy Farm Renters and Owners, 2001

Efficiency	17 Renters		108 Owners		My Farm	
	Total	Per Worker	Total	Per Worker	Total	Per Worker
Cows, average number	81	31	171	35	_____	_____
Milk sold, pounds	1,495,520	577,421	3,597,347	728,208	_____	_____
Tillable acres	188	73	454	92	_____	_____
Work units	798	308	1,737	352	_____	_____
Labor Costs	17 Renters		108 Owners		My Farm	
	Total	Per Cow	Total	Per Cow	Total	Per Cow
Value of operator(s) labor*	\$ 37,200	\$ 459	\$ 44,400	\$ 260	\$ _____	\$ _____
Family unpaid*	6,800	84	7,000	41	_____	_____
Hired	15,798	195	77,635	454	_____	_____
Total Labor	\$ 59,798	\$ 738	\$ 129,035	\$ 755	\$ _____	\$ _____
Machinery Cost	\$ 43,231	\$ 534	\$ 103,403	\$ 605	\$ _____	\$ _____
Total Labor & Machinery	\$ 103,029	\$ 1,272	\$ 232,438	\$ 1,359	\$ _____	\$ _____
Hired labor expense per hired worker equivalent	\$ 20,833		\$ 27,645		\$ _____	
Hired labor expense as % of milk sales	6.4%		13.2%		_____%	

*\$2,000 per month.

COMPARATIVE ANALYSIS OF THE FARM BUSINESS

Progress 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
Same 11 Eastern New York Dairy Farm Renters, 2000 & 2001

Selected Factors	Average		My Farm		Goal
	2000	2001	2000	2001	
<u>Size of Business</u>					
Average number of cows	89	89	_____	_____	_____
Average number of heifers	73	76	_____	_____	_____
Milk sold, lbs.	1,696,688	1,681,085	_____	_____	_____
Worker equivalent	2.64	2.82	_____	_____	_____
Total tillable acres	236	237	_____	_____	_____
<u>Rates of Production</u>					
Milk sold per cow, lbs.	19,162	18,869	_____	_____	_____
Hay DM per acre, tons	2.4	2.2	_____	_____	_____
Corn silage per acre, tons	8.5	14.2	_____	_____	_____
<u>Labor Efficiency</u>					
Cows per worker	34	32	_____	_____	_____
Milk sold per worker, lbs.	642,685	596,129	_____	_____	_____
<u>Cost Control</u>					
Grain & concentrate purchased as % of milk sales	27%	24%	_____ %	_____ %	_____ %
Dairy feed & crop expense per cwt. milk	\$5.00	\$5.42	\$ _____	\$ _____	\$ _____
Labor & machinery costs/cow	\$1,164	\$1,301	\$ _____	\$ _____	\$ _____
Operating cost of producing cwt. milk	\$10.36	\$10.54	\$ _____	\$ _____	\$ _____
<u>Capital Efficiency*</u>					
Farm capital per cow	\$4,563	\$4,617	\$ _____	\$ _____	\$ _____
Machinery & equipment per cow	\$1,334	\$1,413	\$ _____	\$ _____	\$ _____
Asset turnover ratio	0.65	0.82	_____	_____	_____
<u>Profitability</u>					
Net farm income without apprec.	\$39,231	\$79,194	\$ _____	\$ _____	\$ _____
Net farm income with apprec.	\$45,862	\$99,140	\$ _____	\$ _____	\$ _____
Labor & management income per operator/manager	\$10,716	\$34,277	\$ _____	\$ _____	\$ _____
Rate of return on equity capital with appreciation	0.3%	13.9%	_____ %	_____ %	_____ %
Rate of return on all capital with appreciation	0.9%	13.2%	_____ %	_____ %	_____ %
<u>Financial Summary</u>					
Farm net worth	\$366,390	\$403,179	\$ _____	\$ _____	\$ _____
Debt to asset ratio	0.10	0.08	_____	_____	_____
Farm debt per cow	\$474	\$380	\$ _____	\$ _____	\$ _____

*Average for the year.

RECEIPTS AND EXPENSES PER COW AND PER CWT.
Same 11 Eastern New York Dairy Farm Renters, 2000 & 2001

Item	2000		2001	
	Per Cow	Per Cwt.	Per Cow	Per Cwt.
Average Number of Cows	89		89	
Cwt. Of Milk Sold		16,967		16,811
<u>ACCRUAL OPERATING RECEIPTS</u>				
Milk	\$ 2,563	\$ 13.44	\$ 3,045	\$ 16.12
Dairy cattle	134	0.71	231	1.22
Dairy calves	67	0.35	62	0.33
Other livestock	3	0.02	5	0.03
Crops	-71	-0.37	49	0.26
Miscellaneous receipts	214	1.12	176	0.93
Total Receipts	\$ 2,911	\$ 15.27	\$ 3,569	\$ 18.89
<u>ACCRUAL OPERATING EXPENSES</u>				
Hired labor	\$ 196	\$ 1.03	\$ 219	\$ 1.16
Dairy grain & concentrate	688	3.61	722	3.82
Dairy roughage	112	0.59	106	0.56
Nondairy feed	0	0.00	0	0.00
Machine hire/rent/lease	40	0.21	37	0.20
Mach. repair & vehicle exp.	137	0.72	177	0.93
Fuel, oil & grease	90	0.47	94	0.50
Replacement livestock	13	0.07	12	0.06
Breeding	48	0.25	60	0.32
Veterinary & medicine	66	0.35	77	0.41
Milk marketing	151	0.79	140	0.74
Bedding	18	0.10	14	0.07
Milking supplies	81	0.43	92	0.49
Cattle lease	0	0.00	0	0.00
Custom boarding	22	0.11	37	0.20
bST expense	21	0.11	22	0.12
Other livestock expense	50	0.26	51	0.27
Fertilizer & lime	72	0.38	82	0.43
Seeds & plants	28	0.15	41	0.22
Spray/other crop expense	52	0.27	74	0.39
Land, building, fence repair	28	0.15	34	0.18
Taxes	36	0.19	23	0.12
Real estate rent/lease	185	0.97	197	1.04
Insurance	46	0.24	51	0.27
Utilities	78	0.41	89	0.47
Interest paid	31	0.16	26	0.14
Miscellaneous	25	0.13	33	0.17
Total Operating Expenses	\$ 2,315	\$ 12.15	\$ 2,506	\$ 13.27
Expansion Livestock	8	0.04	9	0.05
Machinery Depreciation	134	0.70	158	0.84
Real Estate Depreciation	13	0.07	6	0.03
Total Expenses	\$ 2,470	\$ 12.96	\$ 2,679	\$ 14.18
Net Farm Income Without Appreciation	\$ 441	\$ 2.31	\$ 890	\$ 4.71

Regional Farm Business Chart

The Farm Business Chart is a tool which can be used in analyzing your business. Compare your business by drawing a line through or near the figure in each column which represents your current level of performance. The four figures in each column represent the average of each 25 percent or quartile of farms included in the regional summary.

FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS 17 Eastern New York Dairy Farm Renters, 2001

Size of Business			Rates of Production			Labor Efficiency	
Worker Equivalent	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
(11)*	(10)	(10)	(10)	(9)	(9)	(11)	(11)
5.0	160	3,121,458	21,755	3.6	22	52	944,293
2.3	69	1,234,104	19,642	2.9	19	35	657,566
1.9	57	1,021,521	17,870	2.0	17	28	532,807
1.5	45	783,101	14,912	1.0	13	20	327,749

Cost Control

Grain Bought Per Cow	% Grain is of Milk Receipts	Machinery Costs Per Cow	Labor & Machinery Costs Per Cow	Feed & Crop Expenses Per Cow	Feed & Crop Expenses Per Cwt. Milk
(10)	(10)	(11)	(11)	(10)	(10)
\$526	18%	\$264	\$956	\$723	\$3.92
650	24	454	1,183	930	4.67
841	26	587	1,454	1,053	6.29
948	31	911	1,845	1,380	7.83

Value and Cost of Production			Profitability		
Milk Receipts Per Cow	Oper. Cost Milk Per Cwt.	Total Cost Production Per Cwt.	Net Farm Income w/Apprec.	Net Farm Income w/o Apprec.	Labor & Mgmt. Income Per Oper.
(10)	(10)	(10)	(3)	(3)	(3)
\$3,570	\$9.15	\$14.35	\$192,803	\$151,214	\$71,342
3,185	10.39	16.33	73,736	58,912	30,014
2,881	11.50	17.43	53,462	38,556	16,105
2,528	15.31	20.81	26,559	12,975	869

*Page number of the participant's DFBS where the factor is located.

Regional Financial Analysis Chart

The farm financial analysis chart is designed just like the Farm Business Chart and may be used to assess the financial health of the farm business. Most of the financial measures used in the chart are defined on pages 7, 8, 11, and 15 of this publication. References to DFBS output page numbers for participating dairy farmers are provided in the table headings.

FINANCIAL ANALYSIS CHART
17 Eastern New York Dairy Farm Renters, 2001

Liquidity (repayment)				
Planned Debt Payments Per Cow	Available for Debt Service Per Cow	Cash Flow Coverage Ratio	Debt Payments as Percent of Milk Sales	Debt Per Cow
(8)*	(optional page 12)	(8)	(8)	(5)
\$ 79	\$903	8.27	2%	\$110
208	554	2.39	7	428
376	459	1.30	12	968
587	246	0.43	22	2,771

Solvency			Profitability	
Leverage Ratio**	Percent Equity	Debt/Asset Ratio	Percent Rate of Return with appreciation on:	
		Current & Intermediate	Equity	Investment***
	(5)	(5)	(3)	(3)
.02	99%	0.01	24%	21%
.07	94	0.09	16	12
.29	78	0.27	6	6
.98	21	0.62	-1	-1

Efficiency (Capital)			
Asset Turnover Ratio	Machinery Investment Per Cow	Total Farm Assets Per Cow	Change in Net Worth w/Appreciation
(11)	(11)	(11)	(6)
1.36	\$500	\$6,331	\$131,289
1.03	1,116	4,623	47,412
0.81	1,476	3,848	29,871
0.62	3,108	2,665	15,943

*Page number of the participant's DFBS where the factor is located.

**Dollars of debt per dollar of equity, computed by dividing total liabilities by total equity.

***Return on all farm capital (no deduction for interest paid) divided by total farm assets.

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. Goals should be **SMART**:

1. Goals should be Specific.
2. Goals should be Measurable.
3. Goals should be Achievable but challenging.
4. Goals should be Rewarding.
5. 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 objectives (long-range) and goals (short-range) when looking at the future of your farm business.

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

- a. Begin with a mission statement which describes why the business exists based on the preferences and values of the owners.
- b. Identify 4-6 objectives.
- c. Identify SMART goals.

Worksheet for Setting Goals

I. Mission and Objectives

Worksheet for Setting Goals (continued)

II. Goals

What	How	When	Who is Responsible
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
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_____	_____	_____	_____
_____	_____	_____	_____

Summarize Your Business Performance

The Farm Business and Financial Analysis Charts on pages 24 and 25 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 Improvements: _____

GLOSSARY AND LOCATION OF COMMON TERMS

Accounts Payable - Open accounts or bills owed to feed and supply firms, cattle dealers, veterinarians and other providers of farm services and supplies.

Accounts Receivable - Outstanding receipts from items sold or sales proceeds not yet received such as the payment for December milk sales received in January.

Accrual Expenses - (defined on page 5)

Accrual Receipts - (defined on page 6)

Annual Cash Flow Statement - (defined on page 13)

Appreciation - (defined on page 7)

Asset Turnover Ratio - (defined on page 21)

Balance Sheet - A "snapshot" of the business financial position at a given point in time, usually December 31. The balance sheet equates the value of assets to liabilities plus net worth.

bST Usage - An estimate of percentage of herd that was injected with bovine somatotropin during the year.

Capital Efficiency - The amount of capital invested per production unit. Relatively high investments per worker with low to moderate investments per cow imply efficient use of capital.

Cash From Nonfarm Capital Used in the Business - Transfers of money from nonfarm savings or investments to the farm business where it is used to pay operating expenses, make debt payments and/or capital purchases.

Cash Flow Coverage Ratio - (defined on page 15)

Cash Paid - (defined on page 4)

Cash Receipts - (defined on page 6)

Change in Accounts Payable - (defined on page 5)

Change in Accounts Receivable - (defined on page 6)

Change in Inventory - (defined on page 4)

Cost of Term Debt - A weighted average of the cost of borrowed capital to the farm. Calculate by multiplying end of year principal of each loan that is borrowed by the interest rate for each loan at that time. Add up each amount that is calculated for each loan and then divide by total amount of borrowed funds. Do not include accounts payable, operating debt or advanced government receipts. This information is found on pages 8 and 9 of the data entry form.

Culling Rate - (defined on page 19)

Current Portion - Principal due in the next year for intermediate and long term debt.

Current Ratio - Measures the extent to which current farm assets, if liquidated, would cover current farm liabilities. Calculated as current farm assets at end year divided by current farm liabilities at end year.

Dairy (farm) - A farm business where dairy farming is the primary enterprise, operating and managing this farm is a full-time occupation for one or more people and cropland is owned.

Dairy Cash-Crop (farm) - Operating and managing this farm is the full-time occupation of one or more people, cropland is owned but crop sales exceed 10 percent of accrual milk receipts.

Debt Per Cow - Total end-of-year debt divided by end-of-year number of cows.

Debt to Asset Ratios - (defined on page 11)

Depreciation Expense Ratio - Machinery and building depreciation divided by total accrual receipts.

Dry Matter - The amount or proportion of dry material that remains after all water is removed. Commonly used to measure dry matter percent and tons of dry matter in feed.

Equity Capital - The farm operator/manager's owned capital or farm net worth.

Expansion Livestock - Purchased dairy cattle and other livestock that cause an increase in herd size from the beginning to the end of the year.

Farm Debt Payments as Percent of Milk Sales - Amount of milk income committed to debt repayment, calculated by dividing planned debt payments by total milk receipts. A reliable measure of repayment ability, see page 15.

Farm Debt Payments Per Cow - Planned or scheduled debt payments per cow represent the repayment plan scheduled at the beginning of the year divided by the average number of cows for the year. This measure of repayment ability is used in the Financial Analysis Chart.

Financial Lease - A long-term non-cancelable contract giving the lessee use of an asset in exchange for a series of lease payments. The term of a financial lease usually covers a major portion of the economic life of the asset. The lease is a substitute for purchase. The lessor retains ownership of the asset.

Hired Labor Expense per Hired Worker Equivalent - The total cost to the farm per hired worker equivalent. Divide accrual hired labor expense by number of hired plus family paid worker equivalent.

Hired Labor Expense as % of Milk Sales - The percentage of the gross milk receipts that is used for labor expense. Divide accrual hired labor expense by accrual milk sales.

Income Statement - A complete and accurate account of farm business receipts and expenses used to measure profitability over a period of time such as one year or one month.

Interest Expense Ratio - Accrual interest expense divided by total accrual receipts.

Labor and Management Income - (defined on page 8)

Labor and Management Income Per Operator - The return to the owner/manager's labor and management per full-time operator.

Labor Efficiency - Production capacity and output per worker.

Leverage Ratio - (defined on page 11)

Liquidity - Ability of business to generate cash to make debt payments or to convert assets to cash.

Net Farm Income - (defined on page 7)

Net Farm Income from Operations Ratio - (defined on page 8)

Net Worth - The value of assets less liabilities equal net worth. It is the equity the owner has in owned assets.

Operating Costs of Producing Milk - (defined on page 20)

Operating Expense Ratio - Total accrual expenses less interest and machinery and building depreciation divided by total accrual receipts.

Opportunity Cost - The cost or charge made for using a resource based on its value in its most likely alternative use. The opportunity cost of a farmer's labor and management is the value he/she would receive if employed in his/her most qualified alternative position.

Other Livestock Expenses - All other dairy herd and livestock expenses not included in more specific categories. Other livestock expenses include; bedding, DHIC, milk house and parlor supplies, livestock board, registration fees and transfers.

Part-Time Cash-Crop Dairy (farm) - Operating and managing this farm is not a full-time occupation, crop sales exceed 10 percent of accrual milk receipts and cropland is owned.

Part-Time Dairy (farm) - Dairy farming is the primary enterprise, cropland is owned but operating and managing this farm is not a full-time occupation for one or more people.

Personal Withdrawals and Family Expenditures Including Nonfarm Debt Payments - All the money removed from the farm business for personal or nonfarm use including family living expenses, health and life insurance, income taxes, nonfarm debt payments, and investments.

Profitability - The return or net income the owner/manager receives for using one or more of his or her resources in the farm business. True "economic profit" is what remains after deducting all costs including the opportunity costs of the owner/manager's labor, management, and equity capital.

Purchased Inputs Cost of Producing Milk - (defined on page 20)

Repayment Analysis - An evaluation of the business' ability to make planned debt payments.

Replacement Livestock - Dairy cattle and other livestock purchased to replace those that were culled or sold from the herd during the year.

Return on Equity Capital - (defined on page 8)

Return on Total Capital - (defined on page 8)

Return to Operators' Labor, Management, and Equity Capital - (defined on page 7)

Rotational Grazing - The dairy herd is on pasture at least three months of the year, changing paddock at least every three days.

Solvency - The extent or ability of assets to cover or pay liabilities. Debt/asset and leverage ratios are common measures of solvency.

Total Costs of Producing Milk - (defined on page 20)

Whole Farm Method - A procedure used to calculate costs of producing milk on dairy farms without using enterprise cost accounts. All non-milk receipts are assigned a cost equal to their sale value and deducted from total farm expenses to determine the costs of producing milk.

Working Capital - A theoretical measure of the amount of funds available to purchase inputs and inventory items after the sale of current farm assets and payment of all current farm liabilities. Calculate as current farm assets at end year less current farm liabilities at end year.

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OTHER A.E.M. EXTENSION BULLETINS

EB No	Title	Fee (if applicable)	Author(s)
2002-18	DFBS: New York Small Herd Farms, 70 Cows or Fewer, 2001	(\$15.00)	W. A. Knoblauch, L. D. Putnam, M. Kiraly, and J. Karszes
2002-17	Income Tax Management and Reporting for Small Businesses and Farms	(\$15.00)	C. H. Cuykendall, and G. J. Bouchard
2002-16	DFBS: Central Valleys Region, 2001	(\$10.00)	E. L. LaDue, J. Karszes, J. Hilts, J. Barry, A. E. Staehr, Z. Kurdieh, C. Z. Radick, and L. D. Putnam
2002-15	DFBS: Southeastern New York Region, 2001	(\$10.00)	W. A. Knoblauch, L. D. Putnam, S. E. Hadcock, L. R. Hulle, M. Kiraly, and J. J. Walsh
2002-14	DFBS: Western and Central Plateau Region, 2001	(\$10.00)	W. A. Knoblauch, L. D. Putnam, J. Karszes, G. Allhusen, J. W. Grace, J. S. Petzen, A. N. Dufresne, and J. M. Allard
2002-13	DFBS: Northern New York Region, 2001	(\$10.00)	W. A. Knoblauch, L. D. Putnam, W. Van Loo, P. Murray, F. Vokey, A. Deming, C. Nobles, M. Ames, and J. Karszes
2002-12	DFBS: Intensive Grazing Farms, New York, 2001	(\$15.00)	Conneman, G., J. Grace, J. Karszes, D. Demaine, L. D. Putnam, E. Staehr, S. Bulkley, J. Degni, and J. Barry
2002-11	DFBS: Northern Hudson Region 2001	(\$10.00)	Conneman, G., L. D. Putnam, C. S. Wickswat, S. Buxton, and J. Karszes
2002-10	Farm Labor Regulations	(\$8.00)	Grossman, D. and J. D. Minard
2002-09	DFBS: Western and Central Plain Region 2001	(\$10.00)	Knoblauch, W. A., L. D. Putnam, J. Karszes, S. Richards, J. Hanchar, J. Barry, K. English, T. Terry, and G. Allhusen
2002-08	New York Large Herd Farms, 300 Cows or Larger 2001	(\$15.00)	Karszes, J., W. A. Knoblauch, and L. D. Putnam

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