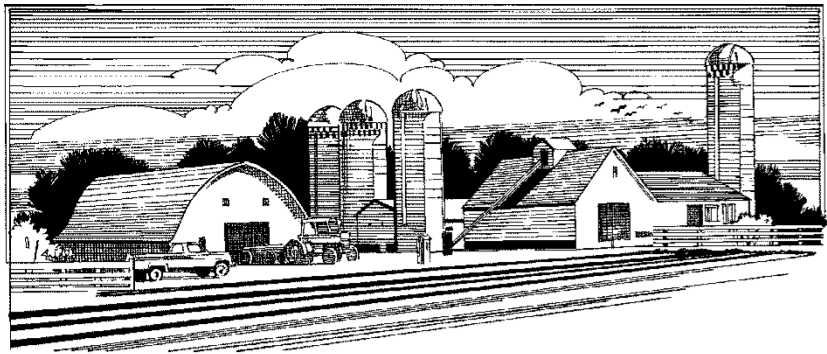


# DAIRY FARM BUSINESS SUMMARY

NOVEMBER 2011

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## NEW YORK DAIRY FARM RENTERS 2010



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**2010 DAIRY FARM BUSINESS SUMMARY  
NEW YORK DAIRY FARM RENTERS**

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## 2010 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 three regional summaries and in one statewide summary.\*

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 New York Dairy Farm Renter Business Summary is an average of 15 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 for 102 owned dairy farms in New York that are similar in size and location to the farms that rent. This report is prepared in workbook form for farm renters to use in the systematic study of their farm business operations.

Business records for 15 farms in Chautauqua, Columbia, Delaware, Erie, Jefferson, Livingston, Orange, Schenectady, Sullivan and Washington Counties are summarized in this publication (see Figure 1 on page 2). The 102 owned dairy farms summarized in this publication include farms from these and neighboring counties that are similar in size to the renters.

#### Use Comparative Profitability Data With Caution

The profitability analysis on page 8 implies that renting a dairy farm provides a greater return to the operator's labor and management than does owning the farm. Concessionary rental rates set by some land owners is a factor. The farm owners are often father and mother or other landlords who are willing to accept a very low return for their investment. Total real estate costs including land, building and fence repair; taxes; real estate rent and lease; depreciation; and interest on real estate investment averaged \$212 per tillable acre on the owned dairy farms compared to \$233 per tillable acre on the rented farms. On a per cow basis, these real estate costs averaged \$489 per cow on the owned dairy farms compared to \$331 on the rented farms. This accounts for a \$47,300 difference in real estate costs between owned and rented farms. With this difference in cost structure, the renters averaged higher labor and management incomes per operator. A major factor is the lower interest on equity capital for renters versus farm owners. Opportunity cost of equity for renters was about 15 percent of that for the owners.

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\*Wayne A. Knoblauch, Linda D. Putnam, Jason Karszes, Richard Overton, and Cathryn Dymond, Dairy Farm Management Business Summary, New York State, 2010, RB 2011-03, November 2011.

Figure 1. Location of 15 New York Dairy Farm Renters, 2010.



## 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 15 New York Dairy Farm Renters, 2010

<u>Type of Business</u>	<u>Number</u>	<u>Milking Frequency</u>	<u>Number</u>	
Single proprietorship	7	2 times a day	9	
Partnership	3	3 times a day	5	
Limited liability corporation	4	Other	1	
Subchapter S or C corporation	1			
		<u>Breed of Herd</u>	<u>My Farm</u>	<u>Percent</u>
		Holstein	_____	92
		Jersey	_____	2
		Other	_____	6
<u>Milking System</u>	<u>Number</u>	<u>Labor Force*</u>	<u>My Farm</u>	<u>Average</u>
Dumping station	0	Operator 1	_____mo.	13.5
Pipeline	5	Operator 2	_____mo.	8.2
Herringbone parlor	6	Family paid	_____mo.	3.3
Other parlor	4	Family unpaid	_____mo.	4.7
		Hired	_____mo.	55.3
		Total	_____mo.	85.0
		Worker equivalent		
		(total ÷ 12)	_____	7.09
		Operator/Manager Equivalent	_____	1.56
<u>Dairy Records Service</u>	<u>Number</u>	<u>Land Use</u>	<u>My Farm</u>	<u>Average</u>
Testing service	12	Total acres rented	_____	479
On-farm system	0	Tillable acres rented	_____	426
Other	0			
None	3	<u>Number of Cows</u>	<u>My Farm</u>	<u>Average</u>
		Beg. year (owned)	_____	295
		End year (owned & leased)	_____	304
		Average for year (owned & leased)	_____	300
<u>Business Record System</u>	<u>Number</u>			
Account book	3			
Accounting service	2			
On-farm computer	10			
Other	0			

\*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 15 rented farms include the single proprietorship, parlor milking system, freestall barn, two time a day milking, herd records with a testing service, and an on-farm computer record system. Sixty-seven percent of the renters were using on-farm computers for recordkeeping compared to 70 percent of the owners.

The average size of the labor force on the rented farms was similar to the 7.47 worker equivalent on owned farms. The rented farms averaged 426 tillable acres compared to 692 tillable acres on the 102 owned dairy farms. The owned farms averaged 40 cows per worker, and the rented farms averaged 42 cows per worker. In 2010, the rented farms used labor resources more efficiently than the owned farms when comparing pounds of milk sold per worker.

Income Statement

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

CASH AND ACCRUAL FARM EXPENSES  
15 New York Dairy Farm Renters, 2010

Expense Item	Cash Paid	- Change in Inventory or Prepaid Exp.	+	Change in Accounts Payable	=	Accrual Expenses	Percent of Total
<u>Hired Labor</u>	\$ 155,460	\$ 0	<<*	\$ 408		\$ 155,868	13
<u>Feed</u>							
Dairy grain & concentrate	356,463	517		-10,583		345,363	29
Dairy roughage	138,088	5,473		976		133,591	11
Nondairy feed	0	0		0		0	0
Professional nutritional services	0	0	<<	0		0	0
<u>Machinery</u>							
Machinery, hire, rent & lease	25,876	0	<<	-1,200		24,676	2
Mach. repair & farm vehicle exp.	51,260	0		-209		51,051	4
Fuel, oil & grease	37,977	147		780		38,611	3
<u>Livestock</u>							
Replacement livestock	1,238	0	<<	0		1,238	<1
Breeding	10,718	-130		100		10,948	1
Veterinary & medicine	37,578	-10		-20		37,568	3
Milk marketing	56,700	0	<<	20		56,720	5
Bedding	24,696	180		333		24,849	2
Milking supplies	33,989	3		100		34,086	3
Cattle lease & rent	0	0	<<	0		0	0
Custom boarding	9,466	0	<<	-2,333		7,133	1
bST expense	19,819	0		0		19,819	2
Livestock professional fees	3,586	0	<<	0		3,586	<1
Other livestock expense	8,903	7		-40		8,856	1
<u>Crops</u>							
Fertilizer & lime	38,318	1,420		-7,147		29,751	3
Seeds & plants	15,131	244		460		15,347	1
Spray, other crop expense	11,084	373		-4,133		6,577	1
Crop professional fees	1,083	0	<<	0		1,083	<1
<u>Real Estate</u>							
Land, building & fence repair	9,394	7		-861		8,527	1
Taxes	7,934	0	<<	3,194		11,128	1
Rent & lease	57,295	0	<<	0		57,295	5
<u>Other</u>							
Insurance	13,143	0	<<	0		13,143	1
Utilities (farm share)	33,837	0	<<	333		34,170	3
Interest paid	35,139	0	<<	0		35,139	3
Other professional fees	10,021	0	<<	0		10,021	1
Miscellaneous	8,440	0		0		8,440	1
Total Operating	\$1,212,638	\$ 8,231		\$ -19,822		\$1,184,585	100
Expansion livestock	\$ 8,924	\$ 0	<<	\$ 0		\$ 8,924	
Extraordinary expense	620	0	<<	0		620	
Machinery depreciation						26,849	
Building depreciation						13,371	
TOTAL ACCRUAL EXPENSES						\$1,234,349	

\*A change in prepaid expense is noted by <<.

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, 2011 rent paid in 2010. 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 Exp.		Change in Accounts Payable	=	Accrual Expenses
		-	+			
<u>Hired Labor</u>	\$ _____	\$ _____	<<*	\$ _____		\$ _____
<u>Feed</u>						
Dairy grain & concentrate	_____	_____		_____		_____
Dairy roughage	_____	_____		_____		_____
Nondairy feed	_____	_____		_____		_____
Professional nutritional services	_____	_____	<<	_____		_____
<u>Machinery</u>						
Machinery, hire, rent & lease	_____	_____	<<	_____		_____
Mach. repair & farm vehicle exp.	_____	_____		_____		_____
Fuel, oil & grease	_____	_____		_____		_____
<u>Livestock</u>						
Replacement livestock	_____	_____	<<	_____		_____
Breeding	_____	_____		_____		_____
Veterinary & medicine	_____	_____		_____		_____
Milk marketing	_____	_____	<<	_____		_____
Bedding	_____	_____		_____		_____
Milking supplies	_____	_____		_____		_____
Cattle lease & rent	_____	_____	<<	_____		_____
Custom boarding	_____	_____	<<	_____		_____
bST expense	_____	_____		_____		_____
Livestock professional fees	_____	_____	<<	_____		_____
Other livestock expense	_____	_____		_____		_____
<u>Crops</u>						
Fertilizer & lime	_____	_____		_____		_____
Seeds & plants	_____	_____		_____		_____
Spray, other crop expense	_____	_____		_____		_____
Crop professional fees	_____	_____	<<	_____		_____
<u>Real Estate</u>						
Land, building & fence repair	_____	_____		_____		_____
Taxes	_____	_____	<<	_____		_____
Rent & lease	_____	_____	<<	_____		_____
<u>Other</u>						
Insurance	_____	_____	<<	_____		_____
Utilities (farm share)	_____	_____	<<	_____		_____
Interest paid	_____	_____	<<	_____		_____
Other professional fees	_____	_____	<<	_____		_____
Miscellaneous	_____	_____		_____		_____
Total Operating	\$ _____	\$ _____		\$ _____		\$ _____
Expansion livestock	\$ _____	\$ _____	<<	\$ _____		\$ _____
Extraordinary expense	\$ _____	\$ _____	<<	\$ _____		\$ _____
Machinery depreciation						_____
Building depreciation						_____
TOTAL ACCRUAL EXPENSES						\$ _____

\*A change in prepaid expense is noted by <<.

CASH AND ACCRUAL FARM RECEIPTS  
15 New York Dairy Farm Renters, 2010

Receipt Item	Cash Receipts	+	Change in Inventory	+	Change in Accounts Receivable	=	Accrual Receipts
Milk Sales	\$1,245,250				\$ 7,445		\$1,252,694
Dairy cattle	63,834		\$ 34,869		0		98,702
Dairy calves	9,217		1,340		0		10,557
Other livestock	189		-73		0		116
Crops	4,802		15,191		0		19,992
Government receipts	6,535		0*		0		6,535
Custom machine work	1,611				327		1,938
Gas tax refund	0				0		0
Other	11,661				0		11,661
- Nonfarm noncash capital**			(-) 0				(-) 0
<b>Total Accrual Receipts</b>	<b>\$1,343,098</b>		<b>\$ 51,326</b>		<b>\$ 7,771</b>		<b>\$1,402,195</b>

\*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 Receipts
Milk Sales	\$ _____				\$ _____		\$ _____
Dairy cattle	_____		\$ _____		_____		_____
Dairy calves	_____		_____		_____		_____
Other livestock	_____		_____		_____		_____
Crops	_____		_____		_____		_____
Government receipts	_____		_____*		_____		_____
Custom machine work	_____		_____		_____		_____
Gas tax refund	_____		_____		_____		_____
Other	_____		_____		_____		_____
- Nonfarm noncash capital**			(-) _____				(-) _____
<b>Total Accrual Receipts</b>	<b>\$ _____</b>		<b>\$ _____</b>		<b>\$ _____</b>		<b>\$ _____</b>

\*Change in advanced government receipts.

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

## 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 New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Total accrual receipts	\$1,402,195	\$1,410,252	\$ _____
+ Appreciation: Livestock	-8,154	3,204	_____
Machinery	-9,864	5,862	_____
Real Estate	11,095	38,963	_____
Other Stock & Certificates	<u>-1,683</u>	<u>-1,802</u>	_____
= Total Including Appreciation	\$1,393,590	\$1,456,480	\$ _____
- Total accrual expenses	<u>1,234,349</u>	<u>1,256,650</u>	_____
= Net Farm Income (with appreciation)	\$ 159,240	\$ 199,829	\$ _____
Per cow	\$ 531	\$ 666	\$ _____
Net Farm Income (without appreciation)	\$ 167,846	\$ 153,602	\$ _____
Per cow	\$ 560	\$ 512	\$ _____

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  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Net farm income without appreciation	\$ 167,846	\$ 153,602	\$ _____
- Family labor unpaid @ \$2,500 per month	- 11,850	- 5,642	- _____
- Interest on average equity capital @ 5% real rate	- <u>32,953</u>	- <u>94,452</u>	- _____
= Labor & Management Income	\$ 123,043	\$ 53,508	\$ _____
Labor & Management Income per Operator/Manager	\$ 78,874	\$ 30,402	\$ _____

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  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Net farm income with appreciation	\$ 159,240	\$ 199,829	\$ _____
- Family labor unpaid @ \$2,500 per month	\$ 11,850	\$ 5,642	\$ _____
- Value of operators' labor & management	<u>60,273</u>	<u>73,609</u>	_____
= Return to equity capital with appreciation	\$ 87,117	\$ 120,578	\$ _____
+ Interest paid	<u>35,139</u>	<u>42,400</u>	_____
= Return to all capital with appreciation	\$ 122,256	\$ 162,978	\$ _____
Return to equity capital without appreciation	\$ 95,723	\$ 74,350	\$ _____
Return to all capital without appreciation	\$ 130,862	\$ 116,751	\$ _____
Rate of return on average equity capital:			
with appreciation	14.9%	6.4%	_____ %
without appreciation	16.4%	3.9%	_____ %
Rate of return on all capital:			
with appreciation	8.9%	5.6%	_____ %
without appreciation	9.6%	4.0%	_____ %
Net farm income from operations ratio	0.12	0.11	_____

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.

2010 FARM BUSINESS & NONFARM BALANCE SHEET  
15 New York Dairy Farm Renters

Farm Assets	Jan. 1	Dec. 31	Farm Liabilities & Net Worth	Jan. 1	Dec. 31
<u>Current</u>			<u>Current</u>		
Farm cash, checking & savings	\$ 18,786	\$ 9,629	Accounts payable	\$ 104,001	\$ 84,179
Accounts receivable	79,079	86,850	Operating debt	57,126	62,847
Prepaid expenses	0	0	Short term	0	1,795
Feed & supplies	<u>107,425</u>	<u>130,847</u>	Advanced gov't. receipt	0	0
Total Current	\$ 205,289	\$ 227,326	Current portion:		
			Intermediate	59,242	71,140
			Long term	<u>41,962</u>	<u>52,132</u>
			Total Current	\$ 262,331	\$ 272,094
<u>Intermediate</u>			<u>Intermediate</u>		
Dairy Cows:			Structured debt		
owned	\$ 421,943	\$ 427,800	1-10 years	\$ 363,970	\$ 306,367
leased	1	1	Financial lease		
Heifers	216,131	238,375	(cattle & machinery)	2,219	1,765
Bulls & other livestock	683	563	Farm Credit stock	<u>402</u>	<u>562</u>
Mach. & equip. owned	250,677	274,796	Total Intermediate	\$ 366,591	\$ 308,694
Mach. & equip. leased	2,218	1,764			
Farm Credit stock	402	562	<u>Long Term</u>		
Other stock & cert.	<u>50,920</u>	<u>59,133</u>	Structured debt		
Total Intermediate	\$ 942,976	\$ 1,002,995	≥ 10 years	\$ 155,107	\$ 205,733
<u>Long Term</u>			Financial lease		
Land & buildings:			(structures)	<u>1,546</u>	<u>1,128</u>
owned	\$ 166,302	\$ 193,128	Total Long Term	\$ 156,653	\$ 206,861
leased	<u>1,546</u>	<u>1,128</u>			
Total Long Term	\$ 167,848	\$ 194,256	Total Farm Liabilities	\$ 785,575	\$ 787,648
Total Farm Assets	\$ 1,316,113	\$ 1,424,577	FARM NET WORTH	\$ 530,538	\$ 636,929
(Average for 5 farms reporting)			<u>Nonfarm Liabilities*</u>		
<u>Nonfarm Assets*</u>	Jan.1	Dec. 31	& Net Worth	Jan. 1	Dec. 31
Personal cash, checking & savings	\$ 1,599	\$ 2,006	Nonfarm Liabilities	\$ 0	\$ 0
Cash value life ins.	5,585	5,795	NONFARM NET WORTH	\$ 81,764	\$ 84,781
Nonfarm real estate	52,000	52,000			
Auto (personal share)	3,000	3,000	FARM & NONFARM*	Jan. 1	Dec. 21
Stocks & bonds	10,780	13,180	Total Assets	\$ 1,397,877	\$1,509,358
Household furn.	1,600	1,600	Total Liabilities	<u>785,575</u>	<u>787,648</u>
All other	<u>7,200</u>	<u>7,200</u>			
Total Nonfarm	\$ 81,764	\$ 84,781	TOTAL FARM & NON- FARM NET WORTH	\$ 612,302	\$721,710

\*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 2010 that are for participation in the 2011 program are the end year balance and payments received in 2009 for participation in the 2010 program are the beginning year balance.

Date \_\_\_\_\_

2010 FARM BUSINESS & NONFARM BALANCE SHEET

Farm Assets		Jan. 1	Dec. 31	Farm Liabilities & Net Worth		Jan. 1	Dec. 31
<u>Current</u>				<u>Current</u>			
Farm cash, checking & savings		_____	_____	Accounts payable		_____	_____
				Operating debt		_____	_____
Accounts receivable		_____	_____				
				Short term		_____	_____
Prepaid expenses		_____	_____				
Feed & supplies		_____	_____	Advanced gov't. receipt		_____	_____
Total Current		_____	_____	Current portion:			
				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		_____	_____
				(structures)			
<u>Long Term</u>				Total Long Term		_____	_____
Land & buildings:							
owned		_____	_____	Total Farm Liabilities		_____	_____
leased		_____	_____				
Total Long Term		_____	_____	FARM NET WORTH		_____	_____
Total Farm Assets		_____	_____				
				Nonfarm Liabilities & Net Worth		Jan. 1	Dec. 31
Nonfarm Assets	Jan.1	Dec. 31		Nonfarm Liabilities		_____	_____
Personal cash, checking & savings		_____	_____				
Cash value life ins.		_____	_____				
Nonfarm real estate		_____	_____				
Auto (personal share)		_____	_____	Total Nonfarm Liabilities		_____	_____
Stocks & bonds		_____	_____				
Household furn.		_____	_____	Nonfarm Net Worth		_____	_____
All other		_____	_____				
Total Nonfarm		_____	_____				
<b>TOTAL FARM &amp; NONFARM</b>						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**  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
<u>Financial Ratios - Farm:</u>			
Percent equity	45%	66%	_____ %
Debt/asset ratio: total	0.55	0.34	_____
long term	1.06	0.33	_____
intermediate & current	0.47	0.35	_____
Leverage ratio	1.24	0.52	_____
Current ratio	0.84	1.92	_____
Working capital     \$-44,768     as % of total expenses	-4%	(\$192,760) 15%	_____ %
<u>Farm Debt Analysis:</u>			
Accounts payable as % of total debt	11%	5%	_____ %
Long term liabilities as a % of total debt	26%	41%	_____ %
Current & intermediate liabilities as a % of total debt	74%	59%	_____ %
Cost of term debt (weighted average)	3.1%	4.1%	_____ %
<u>Farm Debt Levels Per Cow:</u>			
Total farm debt	\$ 2,590	\$ 3,313	\$ _____
Long term debt	\$ 680	\$ 1,356	\$ _____
Intermediate & long term debt	\$ 1,695	\$ 2,621	\$ _____
Intermediate & current debt	\$ 1,910	\$ 1,957	\$ _____

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**  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Value beginning of year	\$ 250,677	\$ 524,497	\$ _____
Purchases	\$ 61,232	\$ 58,390	\$ _____
+ Nonfarm noncash transfer	0	98	_____
- Net Sales	400	5,179	_____
- Depreciation	<u>26,849</u>	<u>52,963</u>	_____
= Net investment	33,982	346	_____
+ Appreciation	<u>-9,864</u>	<u>5,862</u>	_____
= Value end of year	\$ 274,796	\$ 530,705	\$ _____

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)  
15 New York Dairy Farm Renters, 2010

Item	Average	My Farm
Beginning of year farm net worth	\$ 530,538	\$ _____
Net farm income without appreciation	\$ 167,846	\$ _____
+ Nonfarm cash income	+ 3,600	+ _____
- Personal withdrawals & family expenditures excluding nonfarm borrowings	- <u>55,233</u>	- _____
RETAINED EARNINGS	+ \$ 116,213	+ \$ _____
Nonfarm noncash transfers to farm	\$ 0	\$ _____
+ Cash used in business from nonfarm capital	+ 23,128	+ _____
- Note/mortgage from farm real estate sold (nonfarm)	- <u>0</u>	- _____
CONTRIBUTED/WITHDRAWN CAPITAL	+ \$ 23,128	+ \$ _____
Appreciation	\$ -8,606	\$ _____
- Lost capital	- <u>27,233</u>	- _____
CHANGE IN VALUATION EQUITY	+ \$ -35,839	+ \$ _____
IMBALANCE/ERROR	- \$ <u>-2,889</u>	- \$ _____
End of year farm net worth*	= \$ 636,929	= \$ _____
Change in net worth with appreciation.	\$ 106,391	\$ _____
<hr/>		
<u>Change in Net Worth</u>		
Without appreciation	\$ 114,997	\$ _____
With appreciation	\$ 106,391	\$ _____

\*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  
15 New York Dairy Farm Renters, 2010

Item	Average	
<u>Cash Flow from Operating Activities</u>		
Cash farm receipts	\$1,343,098	
- Cash farm expenses	1,212,638	
- Extraordinary expense	<u>620</u>	
= Net cash farm income		\$ 129,840
Personal withdrawals & family expenses including nonfarm debt payments	\$ 55,233	
- Nonfarm income	<u>3,600</u>	
- Net cash withdrawals from the farm		<u>\$ 51,633</u>
= Net Provided by Operating Activities		\$ 78,207
<u>Cash Flow From Investing Activities</u>		
Sale of assets: Machinery	\$ 400	
+ real estate	0	
+ other stock & certificates	<u>0</u>	
= Total asset sales		\$ 400
Capital purchases: expansion livestock	\$ 8,924	
+ machinery	61,232	
+ real estate	56,335	
+ other stock & certificates	<u>9,897</u>	
- Total invested in farm assets		<u>\$ 136,388</u>
= Net Provided by Investment Activities		\$ -135,988
<u>Cash Flow From Financing Activities</u>		
Money borrowed (intermediate & long term)	\$ 142,792	
+ Money borrowed (short term)	8,187	
+ Increase in operating debt	5,721	
+ Cash from nonfarm capital used in business	23,128	
+ Money borrowed - nonfarm	<u>0</u>	
= Cash inflow from financing		\$ 179,828
Principal payments (intermediate & long term)	\$ 127,701	
+ Principal payments (short term)	6,391	
+ Decrease in operating debt	<u>0</u>	
- Cash outflow for financing		<u>\$ 134,092</u>
= Net Provided by Financing Activities		\$ 45,735
<u>Cash Flow From Reserves</u>		
Beginning farm cash, checking & savings		\$ 18,786
- Ending farm cash, checking & savings		<u>9,629</u>
= Net Provided from Reserves		<u>\$ 9,157</u>
<u>Imbalance (error)</u>		\$ -2,889

## ANNUAL CASH FLOW STATEMENT

Item	My Farm	
<u>Cash Flow from Operating Activities</u>		
Cash farm receipts	\$ _____	
- Cash farm expenses	_____	
- Extraordinary expense	_____	
= 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 2011. The cash flow projection worksheet on the next page can be used to estimate repayment ability, which can then be compared to planned 2011 debt payments shown below.

**FARM DEBT PAYMENTS PLANNED**  
Same 10 New York Dairy Farm Renters, 2009 & 2010\*

Debt Payments	Average			My Farm		
	2010 Payments		Planned 2011	2010 Payments		Planned 2011
	Planned	Made		Planned	Made	
Long-term	\$ 6,788	\$ 35,003	\$ 39,070	\$ _____	\$ _____	\$ _____
Intermediate-term	75,924	76,031	78,487	_____	_____	_____
Short-term	0	10,003	2,072	_____	_____	_____
Operating (net reduction)	31,360	13,406	0	_____	_____	_____
Accounts payable (net reduction)	<u>32,400</u>	<u>11,653</u>	<u>0</u>	_____	_____	_____
Total	\$ 146,473	\$ 146,095	\$ 119,629	\$ _____	\$ _____	\$ _____
Per cow	\$ 583	\$ 582		\$ _____	\$ _____	
Per cwt. 2010 milk	\$ 2.45	\$ 2.44		\$ _____	\$ _____	
Percent of total 2010 receipts	13%	12%		_____	_____	
Percent of 2010 milk receipts	14%	14%		_____	_____	

\*Farms that completed Dairy Farm Business Summaries for both 2009 and 2010.

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, 2009) that could have been made with the amount available for debt service in 2010. Farmers that did not participate in DFBS last year will find in their report coverage ratios based on planned debt payments for 2011.

**COVERAGE RATIOS**  
Same 10 New York Dairy Farm Renters, 2009 & 2010

Item	Average	Item	Average
<u>Cash Flow Coverage Ratio</u>		<u>Debt Coverage Ratio</u>	
Cash farm receipts	\$ 1,151,791	Net farm income (w/o appreciation)	\$ 170,230
- Cash farm expenses	997,767	+ Depreciation	36,305
+ Interest paid (cash)	21,993	+ Interest paid (accrual)	21,993
- Net personal withdrawals from farm*	<u>56,904</u>	- Net personal withdrawals from farm*	<u>56,904</u>
(A) = Amount Available for Debt Service	\$ 119,113	(A') = Repayment Capacity	\$ 171,624
(B) = Debt Payments Planned for 2010 (as of December 31, 2009)	\$ 146,473	(B) = Debt Payments Planned for 2010 (as of December 31, 2009)	\$ 146,473
(A/B)=Cash Flow Coverage Ratio for 2010	0.81	(A'/B)=Debt Coverage Ratio for 2010	1.17

Same 89 New York Dairy Farm Owners, 2009 & 2010

(A) = Amount Available for Debt Service	\$ 176,667	(A') = Repayment Capacity	\$ 229,759
(B) = Debt Payments Planned for 2010	164,594	(B) = Debt Payments Planned for 2010	164,594
(A/B)=Cash Flow Coverage Ratio for 2010	1.07	(A'/B)=Debt Coverage Ratio for 2010	1.40

\*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	15 Dairy	My Farm		Expected Change	2011 Projection
	Farm Renters	Total	Per Cow		
Average number of cows	300				
<u>Accrual Operating Receipts</u>	(per cow)				
Milk	\$4,178	\$ _____	\$ _____		\$ _____
Dairy cattle	329				
Dairy calves	35				
Other livestock	0				
Crops	67				
Miscellaneous receipts	<u>67</u>				
Total	\$4,677	\$ _____	\$ _____		\$ _____
<u>Accrual Operating Expenses</u>					
Hired labor	\$ 520	\$ _____	\$ _____		\$ _____
Dairy grain & concentrate	1,152				
Dairy roughage	446				
Nondairy feed	0				
Professional nutritional services	0				
Machinery hire, rent & lease	82				
Machinery repair & vehicle exp.	170				
Fuel, oil & grease	129				
Replacement livestock	4				
Breeding	37				
Vet & medicine	125				
Milk marketing	189				
Bedding	83				
Milking supplies	114				
Cattle lease	0				
Custom boarding	24				
bST expense	66				
Livestock professional fees	12				
Other livestock expense	30				
Fertilizer & lime	99				
Seeds & plants	51				
Spray & other crop expense	22				
Crop professional fees	4				
Land, building & fence repair	28				
Taxes	37				
Real estate rent & lease	191				
Insurance	44				
Utilities	114				
Misc. & other professional fees	<u>62</u>				
Total Less Interest Paid	\$3,834	\$ _____	\$ _____	\$ _____	\$ _____
<u>Net Accrual Operating Income</u>	(Total)				
(without interest paid)	\$ 252,750	\$ _____			\$ _____
- Change in livestock & crop inv.	51,326				
- Change in accounts receivable	7,771				
- Change in feed & supply inv.*	8,231				
+ Change in accounts payable**	<u>-19,822</u>				
NET CASH FLOW	\$ 165,599	\$ _____			\$ _____
- Net family withdrawals	<u>51,633</u>				
Available for Farm Debt & Investments	\$ 113,966	\$ _____			\$ _____
- Farm debt payments	<u>195,849</u>				
Available for Farm Investments	\$-81,883	\$ _____			\$ _____
- Capital purchases: cattle, machinery & improvements	<u>136,388</u>	\$ _____		\$ _____	\$ _____
Additional Capital Needed	\$218,271	\$ _____			\$ _____

\*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  
New York Dairy Farm Renters Reporting, 2010

Item	Average of Farms Reporting			My Farm	
	Farms	Acres	Production/Acre*	Acres	Production/Acre
Crop Yields					
Hay crop	9	373	2.89 tons DM	_____	_____ tons DM
Corn silage	10	209	16.34 tons	_____	_____ tons
			5.26 tons DM	_____	_____ tons DM
Other forage	1	70	1.10 tons DM	_____	_____ tons DM
Total forage	10	551	3.77 tons DM	_____	_____ tons DM
Corn grain	5	124	132 bushels	_____	_____ bushels
Oats	0	0	0 bushels	_____	_____ bushels
Wheat	0	0	0 bushels	_____	_____ bushels
Other crops	2	121		_____	
Tillable pasture	0	0		_____	
Idle	0	0		_____	
Total Tillable Acres	15	426		_____	

\*2010 average yields for 102 dairy farm owners in New York included: all hay crops, 3.1 tons dry matter per acre; corn silage, 19.1 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 FOR FARMS GROWING FORAGES  
New York Dairy Farm Renters and Owners, 2010

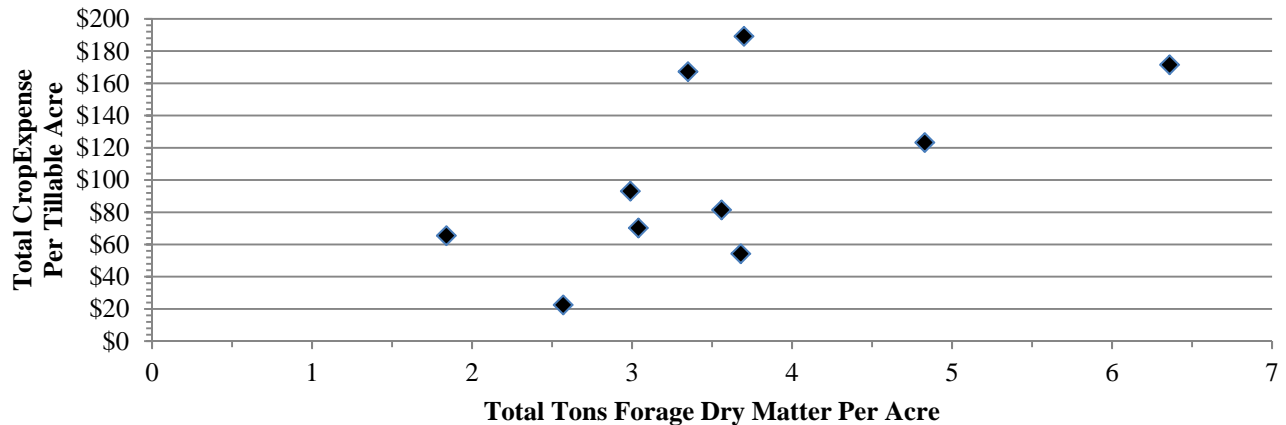
Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Total tillable acres per cow	2.75	2.32	_____
Total forage acres per cow	2.37	1.91	_____
Harvested forage dry matter, tons per cow	8.92	8.28	_____

Average fertilizer and lime, seeds and plants, and spray and other crop expenses are computed per tillable acre for all farms that grow forages. Additional expense items such as fuel, labor, and machinery repairs are not included. Rotational grazing was not used on any rented farm but was used on 21 owned farms.

**CROP RELATED ACCRUAL EXPENSES FOR FARMS GROWING FORAGES**  
New York Dairy Farm Renters and Owners, 2010

Item	Average Per Tillable Acre		
	10 Dairy Farm Renters	100 Dairy Farm Owners	My Farm
Average number of acres	639	703	
Fertilizer and lime expense	\$59.71	\$46.56	\$ _____
Seeds & plants	34.88	28.86	_____
Spray and other crop expense	<u>9.27</u>	<u>18.14</u>	_____
Total	\$103.86	\$93.56	\$ _____

**CROP EXPENSE PER ACRE BY TOTAL FORAGE PRODUCTION PER ACRE**  
10 Dairy Farm Renters That Grow Forages, 2010



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 FOR FARMS GROWING FORAGES**  
New York Dairy Farm Renters and Owners, 2010

Item	Average Per Tillable Acre		My Farm	
	10 Dairy Farm Renters	100 Dairy Farm Owners	Total Expenses	Per Tillable Acre
Fuel, oil & grease	\$ 65.40	\$ 73.44	\$ _____	\$ _____
Machine repair & farm vehicle expense	83.17	93.35	_____	_____
Machine hire, rent & lease	40.40	36.25	_____	_____
Interest (5%)	26.89	38.23	_____	_____
Depreciation	<u>46.29</u>	<u>75.69</u>	_____	_____
Total	\$262.15	\$316.96	\$ _____	\$ _____

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**  
New York Dairy Farm Renters and Owners, 2010

Item	Dairy Cows		Heifers					
	No.	Value	Bred		Open		Calves	
	No.	Value	No.	Value	No.	Value	No.	Value
<b>15 Dairy Farm Renters:</b>								
Beginning year (owned)	295	\$ 421,943	73	\$ 105,143	72	\$ 66,167	91	\$ 44,820
+ Change w/o appreciation		8,713		14,620		11,535		1,340
+ Appreciation		<u>-2,857</u>		<u>-1,853</u>		<u>-2,571</u>		<u>-827</u>
End year (owned)	301	\$ 427,800	83	\$ 117,910	85	\$ 75,132	91	\$ 45,333
End including leased	304							
Average number	300		247	(all age groups)				
<b>102 Dairy Farm Owners:</b>								
Beginning year (owned)	291	\$ 411,112	94	\$ 131,059	86	\$ 73,750	73	\$ 37,549
+ Change w/o appreciation		13,187		-3,763		4,755		2,222
+ Appreciation		<u>-683</u>		<u>727</u>		<u>935</u>		<u>-1,041</u>
End year (owned)	301	\$ 423,616	91	\$ 128,024	91	\$ 79,440	77	\$ 38,730
End including leased	304							
Average number	300		258	(all age groups)				
<b>My Farm:</b>								
Beginning year (owned)	—	\$ _____	—	\$ _____	—	\$ _____	—	\$ _____
+ Change w/o appreciation		_____		_____		_____		_____
+ 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**  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters	102 Dairy Farm Owners	My Farm
Total milk sold, pounds	7,118,344	7,013,100	_____
Milk sold per cow, pounds	23,744	23,368	_____
Average milk plant test, % butterfat	3.7%	3.72%	_____

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**  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters		102 Dairy Farm Owners		My Farm	
	Number	Percent*	Number	Percent*	Number	Percent*
Cows sold for beef	78	26	82	28	_____	_____
Cows sold for dairy	4	1	5	2	_____	_____
Cows died	20	7	18	6	_____	_____
Culling rate**		33		34	_____	_____

\*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  
New York Dairy Farm Renters and Owners, 2010

Item	15 Dairy Farm Renters		102 Dairy Farm Owners		My Farm	
	Total	Per Cwt.	Total	Per Cwt.	Total	Per Cwt.
<u>Accrual Cost of Producing Milk</u>						
Operating cost	\$1,044,008	\$14.67	\$1,021,851	\$14.57	\$ _____	\$ _____
Purchased input cost	\$1,084,848	\$15.24	\$1,107,140	\$15.79	\$ _____	\$ _____
Total cost	\$1,189,925	\$16.72	\$1,280,843	\$18.26	\$ _____	\$ _____
<u>Accrual Receipts from Milk</u>	\$1,252,694	\$17.60	\$1,260,741	\$17.98	\$ _____	\$ _____
Net Milk Receipts	\$1,195,975	\$16.80	\$1,193,713	\$17.02	\$ _____	\$ _____

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  
New York Dairy Farm Renters and Owners, 2010

Item	Average Per Cwt. Milk		My Farm
	15 Dairy Farm Renters	102 Dairy Farm Owners	Per Cwt.
Purchased dairy grain & concentrate	\$4.85	\$5.16	\$ _____
Purchased dairy roughage	<u>1.88</u>	<u>0.26</u>	_____
Total Purchased Dairy Feed	\$6.73	\$5.42	\$ _____
Purchased grain & concentrate as % of milk receipts	29%	29%	_____ %
Purchased feed & crop expense	\$7.47	\$6.50	\$ _____
Purchased feed & crop expense as % of milk receipts	41%	37%	_____ %
Breeding	\$0.15	\$0.23	\$ _____
Veterinary & medicine	0.53	0.65	_____
Milk marketing	0.80	0.96	_____
Bedding	0.35	0.38	_____
Milking supplies	0.48	0.37	_____
Cattle lease	0.00	0.01	_____
Custom boarding	0.10	0.32	_____
bST expense	0.28	0.18	_____
Livestock professional fees	0.05	0.05	_____
Other livestock expense	0.12	0.14	_____



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  
New York Dairy Farm Renters and Owners, 2010

Item	Per Worker	Per Cow	Per Tillable Acre
<u>15 Dairy Farm Renters:</u>			
Farm capital	\$ 193,279	\$ 4,571	\$ 3,216
Machinery & equipment	37,338	883	621
<u>Ratios</u>			
Asset turnover	Operating expense	Interest expense	Depreciation expense
1.02	0.83	0.03	0.03
<u>102 Dairy Farm Owners:</u>			
Farm capital	\$ 389,475	\$ 9,694	\$ 4,203
Machinery & equipment	71,447	1,778	771
<u>Ratios</u>			
Asset turnover	Operating expense	Interest expense	Depreciation expense
0.50	0.80	0.03	0.06
<u>My Farm:</u>			
Farm capital	\$ _____	\$ _____	\$ _____
Machinery & equipment	_____	_____	_____
<u>Ratios</u>			
Asset turnover	Operating expense	Interest expense	Depreciation expense
_____	_____	_____	_____

LABOR FORCE ANALYSIS  
New York Dairy Farm Renters and Owners, 2010

Efficiency	15 Dairy Farm Renters		102 Dairy Farm Owners		My Farm	
	Total	Per Worker	Total	Per Worker	Total	Per Worker
Cows, average number	300	42	300	40	_____	_____
Milk sold, pounds	7,118,344	1,004,706	7,013,100	938,312	_____	_____
Tillable acres	426	60	692	93	_____	_____
Labor Costs	15 Dairy Farm Renters		102 Dairy Farm Owners		My Farm	
	Total	Per Cow	Total	Per Cow	Total	Per Cow
Value of operator(s) labor*	\$ 54,150	\$ 181	\$ 59,325	\$ 198	\$ _____	\$ _____
Family unpaid*	11,850	40	5,650	19	_____	_____
Hired	<u>155,868</u>	<u>520</u>	<u>179,905</u>	<u>599</u>	_____	_____
Total Labor	\$ 221,868	\$ 740	\$ 244,880	\$ 816	\$ _____	\$ _____
Machinery Cost	\$ 154,423	\$ 515	\$ 220,724	\$ 735	\$ _____	\$ _____
Total Labor & Machinery	\$ 376,291	\$ 1,255	\$ 465,605	\$ 1,551	\$ _____	\$ _____
Hired labor expense per hired worker equivalent	\$ 31,907		\$ 33,891		\$ _____	
Hired labor expense as % of milk sales	12.4%		14.3%		_____%	

\*\$2,500 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 10 New York Dairy Farm Renters, 2009 & 2010

Selected Factors	Average		My Farm		
	2009	2010	2009	2010	Goal
<u>Size of Business</u>					
Average number of cows	248	251	_____	_____	_____
Average number of heifers	197	219	_____	_____	_____
Milk sold, pounds	5,776,817	5,978,839	_____	_____	_____
Worker equivalent	6.10	6.46	_____	_____	_____
Total tillable acres	397	411	_____	_____	_____
<u>Rates of Production</u>					
Milk sold per cow, pounds	23,312	23,811	_____	_____	_____
Hay DM per acre, tons	2.8	2.4	_____	_____	_____
Corn silage per acre, tons	13.5	15.3	_____	_____	_____
<u>Labor Efficiency</u>					
Cows per worker	41	39	_____	_____	_____
Milk sold per worker, lbs.	947,019	925,517	_____	_____	_____
<u>Cost Control</u>					
Grain & concentrate purchased as % of milk sales	39%	26%	_____ %	_____ %	_____ %
Dairy feed & crop expense per hundredweight milk	\$7.73	\$7.26	\$ _____	\$ _____	\$ _____
Labor & machinery costs/cow	\$1,229	\$1,282	\$ _____	\$ _____	\$ _____
Operating cost of producing hundredweight milk	\$14.30	\$14.08	\$ _____	\$ _____	\$ _____
<u>Capital Efficiency*</u>					
Farm capital per cow	\$4,881	\$4,967	\$ _____	\$ _____	\$ _____
Machinery & equipment per cow	\$989	\$1,047	\$ _____	\$ _____	\$ _____
Asset turnover ratio	0.75	0.95	_____	_____	_____
<u>Profitability</u>					
Net farm income without appreciation	\$-68,068	\$170,230	\$ _____	\$ _____	\$ _____
Net farm income with appreciation	\$-105,389	\$153,736	\$ _____	\$ _____	\$ _____
Labor & management income per operator/manager	\$-71,633	\$68,107	\$ _____	\$ _____	\$ _____
Rate of return on equity capital with appreciation	-26.4%	10.6%	_____ %	_____ %	_____ %
Rate of return on all capital with appreciation	-13.9%	7.6%	_____ %	_____ %	_____ %
<u>Financial Summary</u>					
Farm net worth, end year	\$627,890	\$729,675	\$ _____	\$ _____	\$ _____
Debt to asset ratio	0.47	0.43	_____	_____	_____
Farm debt per cow	\$2,228	\$2,165	\$ _____	\$ _____	\$ _____

\*Average for the year.

RECEIPTS AND EXPENSES PER COW AND PER HUNDREDWEIGHT  
Same 10 New York Dairy Farm Renters, 2009 & 2010

Item	2009		2010	
	Per Cow	Per Cwt.	Per Cow	Per Cwt.
Average Number of Cows	248		251	
Cwt. of Milk Sold		57,768		59,788
<u>ACCRUAL OPERATING RECEIPTS</u>				
Milk	\$3,183	\$13.65	\$4,175	\$17.53
Dairy cattle	310	1.33	354	1.49
Dairy calves	49	0.21	48	0.20
Other livestock	1	0.00	1	0.00
Crops	-34	-0.15	99	0.42
Miscellaneous receipts	<u>294</u>	<u>1.26</u>	<u>88</u>	<u>0.37</u>
Total Receipts	\$3,803	\$16.31	\$4,765	\$20.01
<u>ACCRUAL OPERATING EXPENSES</u>				
Hired labor	\$ 511	\$ 2.19	\$ 486	\$ 2.04
Dairy grain & concentrate	1,235	5.30	1,094	4.60
Dairy roughage	420	1.80	444	1.86
Nondairy feed	0	0.00	0	0.00
Professional nutritional services	1	0.01	0	0.00
Machine hire/rent/lease	46	0.20	70	0.29
Machinery repair & vehicle expense	113	0.49	136	0.57
Fuel, oil & grease	140	0.60	147	0.62
Replacement livestock	18	0.08	5	0.02
Breeding	39	0.17	44	0.18
Veterinary & medicine	102	0.44	119	0.50
Milk marketing	194	0.83	200	0.84
Bedding	59	0.25	83	0.35
Milking supplies	114	0.49	124	0.52
Cattle lease	0	0.00	0	0.00
Custom boarding	74	0.32	29	0.12
bST expense	46	0.20	59	0.25
Livestock professional fees	12	0.05	10	0.04
Other livestock expense	52	0.22	35	0.15
Fertilizer & lime	108	0.46	126	0.53
Seeds & plants	26	0.11	53	0.22
Spray/other crop expense	13	0.05	12	0.05
Crop professional fees	2	0.01	0	0.00
Land, building, fence repair	42	0.18	27	0.11
Taxes	28	0.12	54	0.23
Real estate rent/lease	180	0.77	185	0.78
Insurance	35	0.15	59	0.25
Utilities	111	0.48	136	0.57
Interest paid	72	0.31	88	0.37
Other professional fees	18	0.08	40	0.17
Miscellaneous	<u>65</u>	<u>0.28</u>	<u>25</u>	<u>0.11</u>
Total Operating Expenses	\$3,876	\$16.62	\$3,889	\$16.33
Expansion Livestock	78	0.34	53	0.22
Extraordinary Expense	24	0.10	0	0.00
Machinery Depreciation	70	0.30	91	0.38
Real Estate Depreciation	<u>30</u>	<u>0.13</u>	<u>54</u>	<u>0.23</u>
Total Expenses	\$4,078	\$17.49	\$4,087	\$17.16
Net Farm Income Without Appreciation	\$ -275	\$ -1.18	\$ 678	\$ 2.85

Condensed Summary and Selected Business Factors for Two Herd Size Groups

CONDENSED FARM BUSINESS SUMMARY FOR TWO RENTER GROUPS BY HERD SIZE  
15 New York Dairy Farm Renters, 2010

Item	8 Dairy Farm Renters with < 150 Cows		7 Dairy Farm Renters with > 150 Cows	
	Per Cow	Per Cwt.	Per Cow	Per Cwt.
<b><u>ACCRUAL EXPENSES</u></b>				
Hired labor	\$ 249	\$ 1.23	\$ 572	\$ 2.34
Dairy grain & concentrate	1,108	5.46	1,161	4.75
Dairy roughage	20	0.10	528	2.16
Nondairy feed	0	0.00	0	0.00
Professional nutritional services	0	0.00	0	0.00
Machine hire, rent & lease	73	0.36	84	0.34
Machine repairs & farm vehicle expense	219	1.08	161	0.66
Fuel, oil & grease	141	0.70	126	0.52
Replacement livestock	18	0.09	1	0.01
Breeding	66	0.33	31	0.13
Veterinary & medicine	109	0.54	128	0.53
Milk marketing	260	1.28	176	0.72
Bedding	24	0.12	94	0.39
Milking supplies	113	0.56	114	0.47
Cattle lease & rent	0	0.00	0	0.00
Custom boarding	0	0.00	28	0.12
bST expense	0	0.00	79	0.32
Livestock professional fees	16	0.08	11	0.05
Other livestock expense	115	0.57	13	0.05
Fertilizer & lime	120	0.59	95	0.39
Seeds & plants	91	0.45	44	0.18
Spray & other crop expense	22	0.11	22	0.09
Crop professional fees	1	0.01	4	0.02
Land, building & fence repair	16	0.08	31	0.13
Taxes & rent	256	1.26	223	0.92
Utilities	124	0.61	112	0.46
Interest paid	67	0.33	127	0.52
Other professional fees	33	0.16	33	0.14
Misc. (including insurance)	59	0.29	75	0.30
Total Operating Expenses	\$3,321	\$16.37	\$4,073	\$16.68
Expansion livestock	11	0.05	33	0.14
Extraordinary expense	0	0.00	2	0.01
Machinery depreciation	169	0.83	74	0.30
Building depreciation	17	0.09	50	0.20
Total Accrual Expenses	\$3,518	\$17.34	\$4,232	\$17.33
<b><u>ACCRUAL RECEIPTS</u></b>				
Milk sales	\$3,647	\$17.98	\$4,281	\$17.54
Dairy cattle	272	1.34	340	1.39
Dairy calves	55	0.27	31	0.13
Other livestock	2	0.01	0	0.00
Crops	-31	-0.15	85	0.35
Miscellaneous receipts	159	0.79	49	0.20
Total Accrual Receipts	\$4,105	\$20.23	\$4,787	\$19.61
<b><u>PROFITABILITY ANALYSIS (Total)</u></b>				
Net farm income (without appreciation)		\$53,136		\$298,943
Net farm income (with appreciation)		\$51,845		\$281,977
Labor & management income/operator		\$12,889		\$148,201
Rates of return on:				
Equity capital without appreciation		-4.2%		25.1%
Equity capital with appreciation		-4.6%		23.2%
All capital without appreciation		-1.5%		12.2%
All capital with appreciation		-1.8%		11.5%

SELECTED BUSINESS FACTORS FOR TWO RENTER GROUPS BY HERD SIZE  
15 New York Dairy Farm Renters, 2010

Item	8 Dairy Farm Renters with < 150 Cows	7 Dairy Farm Renters with > 150 Cows
<u>Cropping Program Analysis</u>		
Total acres rented	326	654
Tillable acres rented	246	632
Hay crop acres*	217	683
Corn silage acres*	75	520
Hay crop, tons DM/acre*	2.0	3.5
Corn silage, tons/acre*	14.5	17.0
Forage DM per cow, tons*	7.8	9.4
Tillable acres/cow*	2.8	2.7
Fertilizer & lime expense/tillable acre*	\$50.68	\$80.78
Machinery cost/tillable acre*	\$252	\$266
<u>Dairy Analysis</u>		
Number of cows	91	539
Number of heifers	65	456
Milk sold, pounds	1,841,031	13,149,558
Milk sold/cow, pounds	20,287	24,409
Operating cost of producing milk/cwt.	\$14.17	\$14.75
Total cost of producing milk/cwt.	\$19.61	\$16.25
Price/cwt. milk sold	\$17.98	\$17.54
Purchased dairy feed/cow	\$1,127	\$1,688
Purchased dairy feed/cwt. milk	\$5.56	\$6.92
Purchased grain & concentrate as % of milk receipts	31%	27%
Purchased feed & crop expense/cwt. milk	\$6.71	\$7.59
<u>Capital Efficiency</u>		
Farm capital/worker	\$174,866	\$198,396
Farm capital/cow	\$5,530	\$4,386
Real estate/cow	\$407	\$642
Machinery investment/cow	\$1,783	\$710
Asset turnover ratio	0.74	1.08
<u>Labor Efficiency</u>		
Worker equivalent	2.87	11.90
Operator/manager equivalent	1.50	1.63
Milk sold/worker, lbs.	642,407	1,104,695
Cows/worker	32	45
Labor cost/cow	\$1,011	\$688
<u>Financial Measures</u>		
Percent equity	65%	40%
Debt/asset ratio - long term	0.08	1.17
Debt/asset ratio - intermediate & current	0.37	0.50
Change in net worth with appreciation	\$8,186	\$218,625
Total farm debt per cow	\$1,910	\$2,721
Debt payments made per cow	\$534	\$596
Debt payments as % of milk sales	15%	14%
Amount available for debt service	\$28,410	\$255,168
Debt coverage ratio for 2010	1.05	1.19

\*Average of farms growing forages.

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 summary.

FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS  
15 New York Dairy Farm Renters, 2010

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
(14)*	(12)	(12)	(12)	(11)	(11)	(14)	(14)
16.5	800	20,348,304	26,017	3.9	20	57	1,291,248
8.9	343	7,845,462	24,050	2.9	18	46	1,037,649
3.0	129	2,532,145	20,563	2.3	14	33	724,473
2.4	53	1,054,956	16,015	1.6	11	22	420,816

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
(12)	(12)	(14)	(14)	(12)	(12)
\$800	23%	\$250	\$856	\$1,026	\$5.53
1,007	27	479	1,390	1,332	6.50
1,153	32	730	1,751	1,761	7.62
1,497	37	992	2,507	2,312	10.31

Value and Cost of Production

Profitability

Milk Receipts Per Cow	Operating Cost Producing Milk Per Cwt.	Total Cost Producing Milk Per Cwt.	Net Farm Income With Appreciation	Net Farm Income Without Appreciation	Labor & Management Income Per Operator
(12)	(12)	(12)	(4)	(4)	(4)
\$4,550	\$12.54	\$15.30	\$491,143	\$500,599	\$356,373
4,219	14.56	17.47	194,312	202,884	105,590
3,693	15.62	19.76	39,750	56,754	2,259
2,844	17.41	28.16	-5,269	-5,665	-38,079

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

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  
15 New York Dairy Farm Renters, 2010

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
(10)*	(16)	(10)	(10)	(7)
\$ 21	\$771	2.52	2%	\$277
188	399	1.45	12	1,424
345	209	0.79	17	2,868
880	-298	-1.55	33	3,483

Solvency		Profitability		
Leverage Ratio**	Percent Equity	Debt/Asset Ratio Current & Intermediate	Percent Rate of Return on (with Appreciation): Equity	Investment***
(7)	(7)	(7)	(4)	(4)
-0.76	97%	0.05	32%	20%
0.42	73	0.32	14	10
1.38	42	0.58	-4	-2
1.88	15	0.81	-66	-45

Efficiency (Capital)				
Asset Turnover Ratio	Machinery Investment Per Cow	Total Farm Assets Per Cow	Change in Net Worth With Appreciation	
(14)	(14)	(14)	(8)	
1.67	\$153	\$8,100	\$356,187	
1.11	747	5,809	150,507	
0.83	1,677	4,425	9,530	
0.54	3,139	2,347	-28,211	

\*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

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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 26 and 27 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: \_\_\_\_\_

\_\_\_\_\_

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## 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.

**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 10 and 11 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)
2011-08	New York Economic Outlook, 2012		Extension Staff
2011-07	Dairy Farm Business Summary, Northern New York Region, 2010		Knoblauch, W., Putnam, L., Karszes, J., Murray, P., Vokey, F., Hayes, C., Deming, A., Balbian, D., Buxton, S., Manning, J., Collins, B., Overton, R. and C. Dymond
2011-06	Dairy Farm Business Summary, Intensive Grazing Farms, New York, 2010		Conneman, G., Karszes, J., Grace, J., Murray, P., Carlberg, V., Benson, A., Staehr, A., Glazier, N., Overton, R., Dymond, C. and L. Putnam
2011-05	Dairy Farm Business Summary, Hudson and Central NY Region, 2010	(\$12.00)	Knoblauch, W., Conneman, G., Putnam, L., Karszes, J., Buxton, S., Kiraly, M. Shoen, K., Westenbroek, P., Walsh, J., Overton, R. and C. Dymond
2011-04	Dairy Farm Business Summary, New York Small Herd Farms, 120 Cows or Fewer, 2010	(\$16.00)	Knoblauch, W., Putnam, L., Karszes, J., Kiraly, M. and C. Dymond
2011-03	Cost of Establishment and Production of Vinifera Grapes in the Finger Lakes Region of New York - 2010		White, G.
2011-02	Dairy Farm Business Summary, Western New York Region, 2010	(\$12.00)	Knoblauch, W., Putnam, L., Karszes, J., Hanchar, J., Grace, J., Carlberg., V., Petzen, J., Welch, D., Overton, R. and C. Dymond
2011-01	Dairy Farm Business Summary, New York Large Herd Farms, 300 Cows or Larger, 2010	(\$16.00)	Karszes, J., Knoblauch, W., Putnam, L. and A. Angell
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