General Instructions

The purpose of this is a survey to determine (1) the financial performance of dairy farms across the United States and (2) if differences exist in financial performance by region. Individual farm data contained in this survey will be held in strictest confidence. Averages for regions and herd sizes will be published and will be available for query on the internet web page; however, data ranges will be scrutinized to ensure that no individual farm can be identified.

Responses for each reporting entity are to be on a consolidated financial statement basis. The total dairy and crop production entities are to be combined into one business with transfer payments and loans between entities removed. The exception will be when large crop or non-dairy businesses not associated with the dairy are operated as one unit. These non-dairy and non-dairy supporting enterprises are to be removed from the record. That is, all receipts, expenses, labor and investments are to be removed from the dairy record.

Most survey questions have numbers in parentheses on the right-hand side of the form. These numbers correspond to more detailed help statements at the end of the survey form.

If you have questions, please contact Wayne Knoblauch, Professor, Department of Agricultural, Resource and Managerial Economics, Cornell University, Ithaca, New York 14853-7801. Phone (607) 255-1599, e-mail wak4@cornell.edu and FAX (607) 255-1589.

When the survey form is completed, your numbers can be entered on our web site at: http://cpdmp.cornell.edu or can be mailed to:

Mark Stephenson
347 Warren Hall
Cornell University
Ithaca, New York 14853-7801
Your Name __________________________________
Farm Name __________________________________
Address __________________________________
__________________________________
City _____________ State_____ Zip__________
Phone Number (______)  ______________
Phone Number (______)  ______________
Fax Number (______)  ______________
e-mail address ______________________
password ______________________
For what year do you want to enter financial data? (2000)  

HERD SIZE
Average number of cows owned, rented & leased (both milking and dry) during the year. This would be the Rolling Herd Average (RHA) number of dairy animals. (1)

Average number of heifers owned, rented & leased during the year. Calculated in the same manner as the RHA number of cows. (2)

Total heifers (yet to calve for the first time) that entered your herd during the year. (3)

% of heifers purchased, “not your genetics” (4)
% of heifers raised on farm or custom raised “your genetics” (Total must equal 100%) (5)

Total heifers (yet to calve for the first time) being currently raised by the farm at year end. (6)

% of heifers being raised on the farm (7)
% of heifers being raised by custom grower (8)

Total number of cows (first and subsequent lactation) purchased by the farm during the year. (9)
Cow Removal Information
   Number of cows culled as beef
   Number of cows sold for dairy replacement purposes
   Number of cows died

Approximately what percent of your herd is:  Holstein (13)
                                Jersey (14)
                                Other ______________________ (15)

MILK SOLD
Total pounds of milk produced in the year and reflected as being sold on milk check receipts. (16)
Total pounds or percent of butterfat produced in the year. (17)
Total pounds or percent of protein produced in the year. (18)
Total pounds or percent of solids–not–fat produced in the year. (19)

CROPS
How many acres of crops are grown for use by the dairy herd, exclude permanent pasture. (20)
How many tillable acres are owned. (21)
How many tillable acres are rented. (22)
How many acres are devoted to pasture. (23)
What percent of forage requirements for the dairy herd was harvested by grazing. % (24)
RECEIPTS & EXPENSES

Report receipts & expenses on an accrual basis. Adjust cash amounts for changes in accounts payable & receivable, inventories and pre-paid expenses. Do not include owner/operator draws as a hired labor expense. Include total change in livestock inventory, even that which resulted from purchases, and show cattle purchased for expansion as an expense.

**RECEIPTS**

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milk</td>
<td>$ (25)</td>
</tr>
<tr>
<td>Dairy Cattle</td>
<td>$ (26)</td>
</tr>
<tr>
<td>Dairy Calves</td>
<td>$ (27)</td>
</tr>
<tr>
<td>Other Livestock</td>
<td>$ (28)</td>
</tr>
<tr>
<td>Crops</td>
<td>$ (29)</td>
</tr>
<tr>
<td>Custom Machine Work</td>
<td>$ (30)</td>
</tr>
<tr>
<td>Government Receipts</td>
<td>$ (31)</td>
</tr>
<tr>
<td>Other 1</td>
<td>$ (32)</td>
</tr>
<tr>
<td>Other 2</td>
<td>$ (33)</td>
</tr>
</tbody>
</table>

**EXPENSES**

**Hired Labor**—include all payroll taxes, fringe benefits & profit sharing. Do not include value of housing, milk, meat, etc. and do not include owner/operator draws as a hired labor expense. $ (34)

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed Purchased</td>
<td></td>
</tr>
<tr>
<td>Dairy Grain &amp; Concentrate</td>
<td>$ (35)</td>
</tr>
<tr>
<td>Dairy Roughage</td>
<td>$ (36)</td>
</tr>
<tr>
<td>Nondairy Feed</td>
<td>$ (37)</td>
</tr>
<tr>
<td>Livestock</td>
<td></td>
</tr>
<tr>
<td>Replacement Livestock</td>
<td>$ (38)</td>
</tr>
<tr>
<td>Breeding</td>
<td>$ (39)</td>
</tr>
<tr>
<td>Milking Supplies</td>
<td>$ (40)</td>
</tr>
<tr>
<td>Veterinary &amp; Medicine</td>
<td>$ (41)</td>
</tr>
<tr>
<td>bST Expense</td>
<td>$ (42)</td>
</tr>
<tr>
<td>Cattle Rent &amp; Lease</td>
<td>$ (43)</td>
</tr>
<tr>
<td>Custom Boarding</td>
<td>$ (44)</td>
</tr>
<tr>
<td>Milk Marketing and Hauling</td>
<td>$ (45)</td>
</tr>
<tr>
<td>Bedding</td>
<td>$ (46)</td>
</tr>
<tr>
<td>Other Livestock Expense</td>
<td>$ (47)</td>
</tr>
</tbody>
</table>
### Crop Production
- Fertilizer & Lime ........................................................ $ (48)
- Seeds & Plants .......................................................... $ (49)
- Spray & Other Crop Expense .................................... $ (50)

### Machinery
- Machinery Hire, Rent & Lease ................................. $ (51)
- Machinery Repairs & Farm Vehicle Expense ............ $ (52)
- Fuel, Oil & Grease .................................................... $ (53)

### Real Estate
- Land, Building & Fence Repair .............................. $ (54)
- Real Estate Taxes .................................................... $ (55)
- Rent & Lease ............................................................ $ (56)

### Other
- Insurance ................................................................ $ (57)
- Utilities (Farm Share) ................................................ $ (58)
- Interest Paid .............................................................. $ (59)
- Miscellaneous, _________________________........ $ (60)
- Expansion Livestock................................................. $ (61)

### Depreciation
- Machinery, Equipment & Vehicles ....................... $ (62)
- Real Estate, Buildings & Improvements ............... $ (63)

### Leases

| Lease 1          |  |  |  |
|------------------|  |  |  |
| Dollars per payment | $  |  |  |
| Number of payments per year | $  |  |  |
| Total number of payments remaining | $  |  |  |

| Lease 2          |  |  |  |
|------------------|  |  |  |
| Dollars per payment | $  |  |  |
| Number of payments per year | $  |  |  |
| Total number of payments remaining | $  |  |  |

| Lease 3          |  |  |  |
|------------------|  |  |  |
| Dollars per payment | $  |  |  |
| Number of payments per year | $  |  |  |
| Total number of payments remaining | $  |  |  |

| Lease 4          |  |  |  |
|------------------|  |  |  |
| Dollars per payment | $  |  |  |
| Number of payments per year | $  |  |  |
| Total number of payments remaining | $  |  |  |

| Lease 5          |  |  |  |
|------------------|  |  |  |
| Dollars per payment | $  |  |  |
| Number of payments per year | $  |  |  |
| Total number of payments remaining | $  |  |  |
**ASSETS & LIABILITIES**

Assets are to be valued at market value as of beginning or ending of year, less sale expenses. Liabilities include remaining balance on all loans and obligations. Deferred taxes are not included as a liability. If current portion of intermediate and long-term debt is known, please provide. If current portion is not known, simply provide total intermediate & long-term debt.

<table>
<thead>
<tr>
<th>Assets</th>
<th>Beginning of Year</th>
<th>End of Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farm cash, checking &amp; savings</td>
<td></td>
<td>(65)</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td></td>
<td>(66)</td>
</tr>
<tr>
<td>Pre-paid expenses</td>
<td></td>
<td>(67)</td>
</tr>
<tr>
<td>Feed &amp; supplies</td>
<td></td>
<td>(68)</td>
</tr>
<tr>
<td>Dairy cows</td>
<td></td>
<td>(69)</td>
</tr>
<tr>
<td>Heifers</td>
<td></td>
<td>(70)</td>
</tr>
<tr>
<td>Bulls &amp; other</td>
<td></td>
<td>(71)</td>
</tr>
<tr>
<td>Machinery &amp; equipment</td>
<td></td>
<td>(72)</td>
</tr>
<tr>
<td>Farm Credit &amp; other stock</td>
<td></td>
<td>(73)</td>
</tr>
<tr>
<td>Land &amp; buildings</td>
<td></td>
<td>(74)</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>(75)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Beginning of Year</th>
<th>End of Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating &amp; Short-term debt</td>
<td></td>
<td>(76)</td>
</tr>
<tr>
<td>Accounts payable</td>
<td></td>
<td>(77)</td>
</tr>
<tr>
<td>Current portion of intermediate &amp; long-term debt</td>
<td></td>
<td>(78)</td>
</tr>
<tr>
<td>Intermediate debt, 1 to 10 yrs</td>
<td></td>
<td>(79)</td>
</tr>
<tr>
<td>Long-term debt, 10 or more years</td>
<td></td>
<td>(80)</td>
</tr>
</tbody>
</table>

**Cash Flow Items**

<table>
<thead>
<tr>
<th></th>
<th>Beginning of Year</th>
<th>End of Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schedule debt service, All Term Debt</td>
<td></td>
<td>(81)</td>
</tr>
<tr>
<td>Family withdrawals &amp; personal expenditures</td>
<td></td>
<td>(82)</td>
</tr>
<tr>
<td>Non-farm income</td>
<td></td>
<td>(83)</td>
</tr>
</tbody>
</table>
**WORK FORCE**

The total months of labor and management time provided by hired employees & paid and unpaid family labor, including owner/operator labor at 230 hours per month of full time equivalent. Months of Full Time Equivalent:

- Hired ........................................ months
- Unpaid ........................................ months
- Family Hired ................................ months
- Owner/Operator(s) ...................... months

Number of owner/operators involved full time in the business

What would you expect to earn annually performing similar responsibilities for another business?

- Operator 1 ........................................
- Operator 2 ........................................
- Operator 3 ........................................
- Operator 4 ........................................
- Operator 5 ........................................
- Operator 6 ........................................

**DAIRY HERD CHARACTERISTICS**

On what percent of days in milk was your herd administered bST? %

Milking Frequency

- 2x ........................................
- 3x ........................................
- 4x ........................................
- Combination ................................

What is your average bulk tank scc count? ..............

On a scale of 1 to 10, with 1 a serious problem and 10 not a problem, rank the level of problems experienced in your herd for each of the following: (If you feel your problems are normal, enter a 5.)

- Feet & legs ........................................
- Reproduction ...................................
- Mastitis ...........................................

Age at first calving, months .........................
Calving interval, months ................................
Voluntary wait to first breeding, days ............
Conception rate .......................................
Do you use prostyglandin and/or lutolyse? ..........................  □ YES  □ NO
Do you use a reproductive service? .................................  □ YES  □ NO
Do you use bull breeding? .............................................  □ YES  □ NO
  If yes, on what % of your cows? .................................

**DAIRY FACILITIES**

Type of housing for milking herd, check all that apply:

- Dry lot ............................................................  □
- Free stall ........................................................  □
- Tie Stall Stanchion .............................................  □
- Bedded Pack Barn .............................................  □
- Other/Combination .............................................  □

What is the size of your milking facilities:

- Herringbone, Conventional Exit .............................
- Herringbone, Rapid Exit .....................................
- Parallel ...........................................................
- Parabone ........................................................
- Rotary ............................................................
- Other/Combination ____________________

If using stalls, stall management for milking herd:

- Sand bedding ..................................................  □
- Straw/hay bedding .........................................  □
- Sawdust bedding ...........................................  □
- Paper bedding ...............................................  □
- Other/Combination bedding ............................  □

Stall base for milking herd:

- Clay .................................................................  □
- Concrete ..........................................................  □
- Mattresses .........................................................  □
- Rubber mats .....................................................  □
- Other ...............................................................  □

Manure storage & handling system for milking herd:

  Length of storage, days ......................................

Scraping system (check all that apply):

- Scrape, mechanical ..........................................  □
- Flush ...............................................................  □
- Slotted ............................................................  □
- Automatic scraper ..........................................  □
**MISCELLANEOUS QUESTIONS**

What type of record system do you use?

**Production Records:**
- DHIA .................................................................
- Dairy Comp 305................................................
- Dairy Trak ......................................................
- Other __________________________________________

**Financial Records:**
- Account book ...................................................
- Account service ..............................................
- On-farm computer, specify type ______________________

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Do you use risk management tools for milk?

- Forward contracts.............................................
- Futures ...........................................................
- Options ..........................................................

Do you use risk management tools for inputs?

- Forward contracts.............................................
- Futures ...........................................................
- Options ..........................................................

Do you plan to invest in the following areas of your dairy over the next three years? (yes/no)

- Herd Size ......................................................
- Housing ........................................................
- Milking .........................................................
- Manure Handling ...........................................
- Feed Storage ..................................................
- Replacements .................................................
Please rate from low to high the following concerns for the future of your dairy. (1= not a concern, 5 = highly concerned)

<table>
<thead>
<tr>
<th>Concern</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milk Price Volatility</td>
<td></td>
</tr>
<tr>
<td>Feed Prices</td>
<td></td>
</tr>
<tr>
<td>Environmental Regulations</td>
<td></td>
</tr>
<tr>
<td>Neighbor Relations</td>
<td></td>
</tr>
<tr>
<td>Attracting Employees</td>
<td></td>
</tr>
<tr>
<td>Retaining Employees</td>
<td></td>
</tr>
<tr>
<td>Motivating Employees</td>
<td></td>
</tr>
<tr>
<td>Market Access</td>
<td></td>
</tr>
<tr>
<td>Federal Order Reform</td>
<td></td>
</tr>
<tr>
<td>Access to Local Input Suppliers</td>
<td></td>
</tr>
<tr>
<td>Intergenerational Transfer</td>
<td></td>
</tr>
<tr>
<td>Access To Debt Capital</td>
<td></td>
</tr>
</tbody>
</table>

How do you rate the future of dairying in your area over the next five years? (Check One)

- Excellent ........................................... [ ]
- Good .................................................... [ ]
- Average ............................................... [ ]
- Fair .................................................... [ ]
- Poor .................................................... [ ]

If you have any special comments that you want to make about your data, please enter them in the box below. These might include a notation that a significant expansion was underway during the calendar year, or that there was an unusual disruption of your business.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Committee members and affiliations:

Dave Beede ........................................ Michigan State University
Mike Brown ........................................ National All-Jersey
Roger Cady ............................................. Monsanto
Karen Davidson .................................. National All-Jersey
Kevin Dhuyvetter ............................. Kansas State University
Marve Hoekema ................................ University of Florida
Jason Karszes ............................. Cornell University
Wayne Knoblauch ............................... Cornell University
Bud Schwart ........................................ Texas A&M University
John Smith ........................................ Kansas State University
Terry Smith ........................................ Dairy Strategies, LLC
Nate Splett ............................... University of Wisconsin at River Falls
Normand St-Pierre ......................... The Ohio State University
Mark Stephenson ............................. Cornell University
Cameron Thraen ............................. The Ohio State University

After completion, please submit the data on our internet site at URL address:

http://cpdmp.cornell.edu

or return the form in the enclosed envelope to:

Mark W. Stephenson
Department of Agricultural, Resource and Managerial Economics
347 Warren Hall
Cornell University
Ithaca, NY, 14853-7801.

Thank you for your participation.
1. Include only those cows or heifers which have calved, including both milking and dry cows. On DHIA records, this would be the RHA number of cows as of the test day closest to December 31. If you do not have DHIA records, and you have the number of cows for each month, add all of the monthly values and divide the total by 12. This will be the average number of cows. If you only know the number of cows at the beginning and end of the year, take the average of these two values. Include the owned, rented and leased cows. This average number of cows should be consistent with the total pounds of milk sold and expenses listed later in the survey.

2. The average number of heifers is calculated in the same manner as the average number of cows. If you know the number of heifers each month, total the number of heifers for each month and then divide by 12. This will be the average number of heifers. If you only know the number of heifers at the beginning of the year and end of the year, take the average of these two values. Include owned, rented and leased heifers. Include heifers that are being custom raised for you, but do not include the heifers that you do not own.

3. The number of heifers that calved for the first time during the year. Be consistent with the year for which financial data is being entered.

4. The percent of heifers that entered your herd that were purchased from off-farm sources. These heifers are not “your genetics”. Entered your herd means they calved into the milking herd during the year.

5. The percent of heifers that entered your herd that were raised on the farm or custom raised for you. Entered your herd means they calved into the milking herd during the year. Heifers that you sold and purchased back are considered your genetics.

6. At the end of the year, how many heifers are being raised by the farm. Include owned, rented and leased as well as custom raised.

7. Of those heifers that are being raised by the farm at the end of the year, how many are physically on the farm.

8. Of those heifers that are being raised by the farm at the end of the year, how many are being raised by a custom grower.

9. The total number of cows, not heifers which had not yet calved, which were purchased by the farm during the year. Cows are those animals that had calved at least once before you purchased them.

10. The number of cows, whether owned, leased, or rented which were sold from the farm for beef. Do not include those animals sold to other farmers for dairy purposes or those cows that died. Cows are those animals that had calved at least once.
11 The number of cows sold to other farmers for dairy purposes. Cows are those animals that have calved at least once.

12 The number of cows that died on the farm or prior to sale to others. Cows are those animals that have calved at least once.

13 The percent of cows in your herd that are Holstein. Do not include Holstein crosses or other breeds. Cows are those animals that have calved at least once.

14 The percent of cows in your herd that are Jersey. Do not include Jersey crosses or other breeds. Cows are those animals that have calved at least once.

15 The percent of cows in your herd that are not Jersey or Holstein. These may be Jersey or Holstein crosses as well as other breeds.

16 Total pounds of milk produced, as reflected on milk pick up slips, from January 1 through December 31 of the year for which you are entering financial data. Include milk produced in December, even though the check was not received until January of the next year. Do not use the January through December milk check totals. This will reflect when payment was received, not when the milk was produced. Calculate the pounds of milk produced from January through December regardless of when the check was received.

17 The total pounds or percent butterfat for the pounds of milk produced from January 1 through December 31 of the year for which you are entering financial data. Do not use the January through December milk check totals. This will reflect when the milk was sold, not produced. This value should correspond to the pounds of milk sold for the year.

18 The total pounds or percent protein for the pounds of milk produced from January 1 through December 31 of the year for which you are entering financial data. Do not use the January through December milk check totals. This will reflect when the milk was sold, not when the milk was produced. This value should correspond to the pounds of milk sold for the year.

19 The total pounds or percent solids-not-fat for the pounds of milk produced from January 1 through December 31 of the year for which you are entering financial data. Do not use the January through December milk check totals. This will reflect when the milk was sold, not when the milk was produced. This value should correspond to the pounds of milk sold for the year.

20 How many acres of crops are grown for use by the dairy herd, excluding permanent pasture. Do not include crop acreage that was grown for cash sale off the farm. Include owned and rented acres.

21 How many tillable crop acres are owned. Include both acres that were used for the dairy herd and acres that were used to produce crops sold off the farm.
22 How many tillable crop acres of are rented. Include both acres that were used for the dairy herd and acres that were used to produce crops sold off the farm.

23 Acres that were devoted to both permanent and tillable pasture. Include both owned and rented acreage.

24 What percent of the forage requirement was harvested by grazing for the dairy herd during the entire year. The dairy herd is those animals that have calved at least once, and can be milking or dry. Grazing obtained from both owned and rented acres is to be included.

25 Total gross dollars earned from the sale of milk produced in the months of January through December. Report the gross dollars, before any deductions or assignments. It should be consistent with the pounds of milk reported earlier.

26 Report the gross amount received from the sale of dairy cattle during the year. This will include dairy cows sold for beef, cows sold to others for dairy purposes, and sale of heifers. A calf is less than six months of age.

27 Report the gross amount received for both male and female calves sold during the year.

28 Include the gross amount received from the sale of other livestock, such as dairy steers or bulls.

29 Report the gross amount received from crops sold off the farm.

30 Report the gross amount received from custom machine work performed during the year. Custom work is for services such as crop harvesting, emptying manure storage or crop planting done with your equipment and paid for by the person receiving the service.

31 Report government receipts for all program participation. Include payments for conservation or watershed management. If the payment was for cost sharing of lime, seeds, etc., remember to include the cost as an expense.

32 Include all other receipts. Included would be items such as sales of timber & maple syrup and fees for serving on a board of directors. Include what is considered farm receipts not personal receipts. Do not include income from rental property unless you consider the expense of maintaining the home a farm expense. Large sales of gravel in one year may need to be considered as personal since little was likely done to manage the gravel and including it would bias the profitability calculations. You might also want to consider the gravel as a non-farm asset.

33 Same as 32
34. Include the gross amount paid to employees, both family and non-family, including payroll taxes, fringe benefits and profit sharing. Do not include the value of non-cash items provided employees such as milk, meat or value of housing. Do not include operator draws as a labor expense. If you are a corporation, do not include the salary paid to those who are considered owner/operators. The farm will be analyzed as a proprietorship/partnership.

35. Dairy grain and concentrate is purchased feed such as mixed dairy concentrate, soybean meal, cottonseed, minerals and corn used to feed the dairy herd, heifers and calves. Include by products purchased if they are feed as a concentrate, not as forage.

36. Dairy roughage is all purchased feed that would be considered roughage such as hay and corn silage and is used to feed the dairy herd, heifers and calves.

37. Nondairy feed is the feed purchased for the non-dairy livestock such as dairy steers and bulls.

38. Include all animals purchased as a normal practice in operating your dairy to maintain herd size. Do not include cows or heifers purchased to expand the herd.

39. All breeding expense, including cost of semen and inseminator fees.

40. All supplies related to the operation of the milking center. This would range from inflations to milk line wash and teat dips.

41. All fees paid to veterinarians for services and medicines as well as all medicines purchased by you from a veterinarian or a farm supply company. Do not include bST expense.

42. Include all bST expense, but not the cost of your employees to administer bST.

43. Include all expenses for leasing or renting of cattle from others.

44. Include the custom boarding expense paid to others for maintenance and growth of your animals. Do not include the amount paid to buy back your own heifers from a heifer raiser. Include this amount as purchased animals.

45. Include all milk marketing expenses such as hauling, coop dues, stop charges, advertising and promotion. Do not include the cost of capital retains, loan payment assignments or personal insurance payments.

46. All bedding expense paid to others for items such as straw, sand or sawdust.

47. Other livestock expense includes items such as DHIA fees, registration fees, marketing expense for all animals sold and identification bands.
Include all fertilizer and lime expenses for crop production grown on owned or rented acres.

Include all seeds and plants purchased for crop production grown on owned or rented acres.

Include all spray and other crop expense for crop production on owned or rented acres. Crop management association expense, scouting expense and soil test, manure test, crop insurance or other crop production related expenses should be included in this category.

Include all machinery hire, rent and lease payments. Include hire, rent and lease payments for tractors, trucks and field equipment, as well as milking equipment, feeding, manure handling and irrigation equipment.

Include all machinery repairs and farm vehicle expenses. Include repair expense for tractors, trucks and field equipment, as well as milking, feeding, manure handling and irrigation equipment. Include vehicle registration and insurance.

Fuel, oil and grease expense associated with the operation and maintenance of trucks, tractors, field equipment and milking, feeding, manure handling and irrigation equipment.

Land, building and fence repair includes all expensed repairs. Maintenance to land drainage systems, building and fence repairs, but not improvements that are capitalized and depreciated, should be included.

Real estate taxes on all farm property should be included.

Rent and lease payments for buildings, storage structures and land should be included.

All insurance payments for cattle, equipment, real estate, as well as liability insurance should be included.

Utilities include electrical power, fuel oil for space or water heating, telephone or communication expenses. Also include the cost of natural gas, water and garbage disposal.

Interest paid includes all interest paid on structured debt, dealer credit, credit cards, account service charges and operating lines of credit.

Miscellaneous includes accounting services, legal services, management services and other operating expenses not included elsewhere.

Expansion livestock includes all animals purchased for the expansion of the dairy herd.

Depreciation for equipment and vehicles is obtained directly from the federal income tax return and includes Section 179 accelerated depreciation.
Depreciation for real estate, buildings and improvements is obtained directly from the income tax return and includes Section 179 accelerated depreciation.

List each lease payment, the number of payments per year and the number of payments remaining on the lease. Do not include rental agreements or contract purchase agreements. This is the same for each of the Lease 1...5 entries.

Farm cash, checking and savings are entered for the beginning and ending of the year, January 1 and December 31. If the balance is negative, enter $0 as the cash, checking and savings balance and the amount owed as part of the operating debt in the liabilities section.

Accounts receivable is the balance owed for milk produced, but payment not received, as of January 1 and December 31. It also includes all other farm commodities where the product is produced and sold, but payment has not been received.

Pre-paid expense items are those items that can not be inventoried. Pre-paid expenses include advance payment for insurance, labor, leases, custom boarding, utilities and interest. Include the total for all categories for the beginning and end of year, January 1 and December 31.

Feed and supplies is the market value, less sale expense, of all feed and supplies in inventory at the beginning and end of the year, January 1 and December 31. Include both purchased and raised feeds and crops. The market value is what a willing buyer and willing seller would agree is a fair price.

Dairy cows are the market value, less sale expense, of all dairy cows that are owned at the beginning and end of the year, January 1 and December 31. Cows are animals that have calved at least once and are either milking or dry. The market value is what a willing buyer and willing seller would agree is a fair price.

Heifers are the market value, less sale expense, of all heifers that are owned at the beginning and end of the year, January 1 and December 31. Market value is what a willing buyer and willing seller would agree is a fair price.

Bulls and other are the market value, less sale expense, of all bulls and other livestock owned at the beginning and end of the year, January 1 and December 31. Market value is what a willing buyer and willing seller would agree is a fair price.

Machinery and equipment is the market value, less sale expense, of all machinery and equipment owned at the beginning and end of the year, January 1 and December 31. Market value is what a willing buyer and willing seller would agree is a fair price.

Include the value of Farm Credit and other farm owned stock at the beginning and end of the year, January 1 and December 31.
74 Market value of land and buildings, less the sale expense, at the beginning and end of the year, January 1 and December 31. Include market value for agricultural purposes, not for non-agricultural development purposes.

75 List all other farm assets, less sale expenses, at the beginning and end of the year, January 1 and December 31.

76 Operating debt is debt incurred to purchase operating expenses, such as feed and fertilizer. Short-term debt is debt with a repayment term of one year or less that is used to purchase capital items such as tractors or cows. Enter the total balance due for both operating and short-term debt at the beginning and end of year, January 1 and December 31.

77 Accounts payable is the non-secured balance owed for such items as fertilizer or feed that is being carried by the seller of the feed or fertilizer. Enter the balance at the beginning and end of the year, January 1 and December 31.

78 Current portion of intermediate & long term debt is the principal due on these loans within the next 12 months. If this value is not known, enter the total principal balance of intermediate and long term debt on their respective lines.

79 Intermediate term debt is structured debt used most frequently to purchase cattle and machinery. Categorize the loans by the original term of loan, not what the loan was used to purchase or the remaining years to pay off the loan. Enter the balances at the beginning and end of year, January 1 and December 31. If you have included the current portion on the current portion line, do not include it on this line.

80 Long term debt is structured debt used most frequently to purchase real estate. Categorize the loans by the original term of loan, not what the loan was used to purchase or the remaining years to pay off the loan. Enter the balances at the beginning and end of year, January 1 and December 31. If you have entered the current portion on the current portion line, do not include it on this line.

81 Scheduled debt service is the stated repayment schedule for all structured debt, excluding operating debt. Scheduled debt service includes both principal and interest.

82 Family withdrawals and personal expenditures include the amount withdrawn from the farm business and funds used from non-farm income for personal purposes. The amount withdrawn from the farm plus non-farm income will equal family withdrawals and personal expenditures. Included in family withdrawals and personal expenditures are not only food and clothing expenses, but income taxes and capital purchases such as personal autos. Money withdrawn from the business and placed in personal savings is a family living withdrawal. The business will be evaluated as a proprietorship or partnership if there is more than one operator. Therefore, corporations should not include wages paid to owners as a hired labor expense, but rather include them as a family withdrawal.
83 Non-farm income is income earned by a spouse or farm operator and contributed to the farm or used for personal and family expenditures. Remember to include any non-farm income in family living withdrawals and personal expenditures. Non-farm income is income earned without the use of farm resources. However, one-time timber sales and gravel sales can also be considered non-farm income.

84 Enter the total months of hired labor actually paid a cash wage or equivalent with 230 hours of labor provided per month as a full time month. For example, if there were 2,760 hours of hired labor during the year, then 2,760 divided by 230 equals 12 months of hired labor. One worker can be more than 12 months of hired labor if he/she works more than 230 hours per month. Do not include hired family labor.

85 Enter the months of unpaid, both family and non-family, labor during the year. Total the hours worked during the year and divide by 230 hours per worker per month as a full time equivalent. For example, if there were 460 hours of unpaid family labor, then 460 divided by 230 equals 2 months of full time unpaid labor. Include time spent by all family members, including record keeping and payroll. One worker can be more than 12 months of labor if he/she works more than 230 hours per month.

86 Enter the months of family hired labor during the year. Total hours worked during the year and divide by 230 hours per worker per month as a full time equivalent. For example, if there were 2,760 hours of family hired labor during the year, then 2,760 divided by 230 equals 12 months of family hired labor. One worker can be more than 12 months if he/she works more than 230 hours per month.

87 Enter the months of owner/operator labor provided. Total the hours worked during the year and divide by 230 hours per worker per month as a full time equivalent. For example, if there were 5,000 hours of labor provided by the operators, then 5,000 divided by 230 equals 21.7 months of labor. One worker can provide more than 12 months of labor if he/she works more than 230 hours per month.

88 Number of owner/operators involved in the business is used to determine profit per operator. If there is one operator, regardless of the number of hours worked, then enter 1 on this line. If there are two operators, even if one is only part time, enter 2 on this line.

89 What would you expect to earn annually performing similar responsibilities for another business. This is not what you would like to earn, but what you would reasonably expect to earn performing similar duties on another farm or for another business.
90 What percent of the herd was administered bST. That is what percent of the days in a lactation is the average cow in your herd being supplemented with bST. You can take the doses purchased multiplied by the supplementation interval and then divide this total by the total number of cow days the herd is lactating. For example, a herd supplements with bST every 14 days from 100 days in lactation until two weeks before dry off. With 330 total days in milk, that is 216 days of supplementation (330 days in milk minus 100 days waiting period and 14 before dry off). Then 216 days divided by 330 days * 100 (To convert to percent) = 65 percent.

91 Do you milk the entire dairy herd 2X, 3X or 4X per day. If the herd is milked a combination of these frequencies, enter combination.

92 Enter your yearly average bulk tank SCC in 000’s or linear score.

93 On a scale of 1 to 10, with 1 being a serious problem and 10 not a problem, rank this problem in your herd. If you feel you have normal amount of problems, enter a 5.

After completion, please submit the data on our internet site at URL address:

http://cpdmp.cornell.edu

or return the form in the enclosed envelope to:

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Thank you for your participation.