

	A	B	C	D	E	F	G	H
1	Key Code:							11/16/2002
2	Dairy Business Analysis Project							
3	Dairy Business Summary							
4	2000							
5	Inputs - Dairy Description							
6	Livestock & Business Description		Prod. Recording System		Milking System		Milking Frequency	
7	Pounds milk sold	_____	_____	DHI	_____	Number	_____	Seasonal
8	Avg. milk plant %BF	_____	_____	DHI ID#	_____	Parlor	_____	2x/day
9				Other	_____	Size	_____	3x/day
10	Livestock	Avg. for Year	_____	None	_____	FI barn	_____	Other
11	Cows owned	_____						
12	Cows leased	_____	Business type:		Housing		Manure System	
13	Heifers + calves	_____	_____	Sole prop.	_____	Freestall	_____	Lagoon
14	Bulls	_____	_____	Partnership	_____	Fdg/Shg	_____	Spray fields
15	Other	_____	_____	Corporation	_____	None	_____	Compost
16			_____	LLP			_____	None
17								
18	BST Use:	_____	% of herd	_____	# of doses			
19								
20	Labor Inventory-Yearly average F/T months(1)			Labor Turnover		Full-time Equivalents (1)		
21	Operator -1	_____			Operators	Managers	Support staff	Total
22	-2	_____		Beg. of year inventory	_____	_____	_____	_____
23	-3	_____		-layoffs	_____	_____	_____	_____
24	-4	_____		-termination/resignation	_____	_____	_____	_____
25	Family (paid)	_____		+new hires	_____	_____	_____	_____
26	Family (unpaid)	_____		=End of year inventory	_____	_____	_____	_____
27	Hired (reg. & seas.)	_____						
28	Total	_____		Number of positions replaced	_____	_____	_____	_____
29								
30	Land Inventory	Acres owned	Acres rented	All Acres	Feeding System		Cooling System	
31	Cultivated land	_____	_____	_____	One-shot	_____	Shade	_____
32	Improved pasture (2)	_____	_____	_____	TMR	_____	Fans	_____
33	Non-improved pasture	_____	_____	_____	Grazing	_____	Sprinklers	_____
34	Woods & other	_____	_____	_____	Other	_____	Ponds	_____
35	Total	_____	_____	_____			None	_____
36								
37	Harvested Crops	Acres	Total Prod (tons)		% Dry Matter		Tot. dry matter (tons)	
38	_____	_____	_____		_____		_____	
39	_____	_____	_____		_____		_____	
40	_____	_____	_____		_____		_____	
41	_____	_____	_____		_____		_____	
42	_____	_____	_____		_____		_____	
43	_____	_____	_____		_____		_____	
44	_____	_____	_____		_____		_____	
45	Total	_____	_____		_____		_____	
46								
47	(1) Full time is 230 hr/month, or 54 hr/wk, or 6 day working 9 hr/d per week.							
48	(2) Improved pasture is pasture that is improved by cultivation.							
49								

	A	B	C	D	E	F	G	H	I	J	K	L 2
1	Key Code: Dairy Business Analysis Project											11/16/2002
2	Dairy Business Summary											
3	2000											
4												
5	Livestock											
6	Beginning (Jan 1)						Ending (Dec 31)					
7			\$ per		Total				\$ per		Total	
8	No.	x	Head	=	Value	No.	x	Head	=	Value		
9	Cows:											
10	Raised/expensed											
11	Capitalized											
12	Leased											
13	Total dairy cows											
14												
15	Heifers:											
16	Bred heifers											
17	Open (6 mo. - bred)											
18	Calves (< 6 mo.)											
19	Total heifers											
20												
21	Bulls & other livestock:											
22												
23												
24	Total bulls & other											
25												
26	Total Livestock											
27												
28												
29	Cow number check:		+		+		-		=			
30		# cows		# heifers		# cows		# sold,				
31		beg. yr.		fresh		purch		died, etc.				
32												
33	Capital livestock inventory worksheet (do not include leased, raised, or expensed livestock)											
34	Beginning of year inventory										End of year inventory	
35	Capital livestock purchased (1)	+										
36	Capital livestock sold (2)	-										
37	Noncash livestock transfer from dairy	-										
38	Noncash livestock transfer to dairy	+										
39	Tax depreciation	-										
40	Net value of inventory =											
41	Gain/loss on sale of capital livestock											
42	(end less beginning after changes)											
43	(1) Only include purchases of capital livestock. Do not include purchases that were expensed. Enter expensed livestock											
44	on expense page under 'expensed livestock purchases'.											
45	(2) Only include sales of capital livestock. Do not include sales of cattle that were expensed or raised. Enter these sales											
46	on income page under 'Cow sales'.											

	A	B	C	D	E	F	G	H	I	3	
1	Key Code: Dairy Business Analysis Project									11/16/2002	
2	Dairy Business Summary										
3	2000										
4											
5	Raised Feed and Supply Inventory										
6	Grown Feed Worksheet Beginning (Jan 1)					Ending (Dec 31)					
7			\$ per	Total				\$ per	Total		
8	Item	Quant.	x	Unit	=	Value	Quant.	x	Unit	=	Value
9	Grown feeds:										
10											
11											
12											
13											
14											
15											
16	Total										
17											
18	Purchased Feed & Supply Inventory										
19	Item									Inv. Chng. (1)	
20	Total grown feeds (2)										
21	Purchased feeds:(3)										
22	Grain & concentrate										
23	Forage										
24	Complete ration										
25	Other feed										
26	Supplies										
27	Machine: parts										
28	Fuel, oil, grease										
29	Livestock: semen										
30	Vet. Supplies										
31	Bedding										
32	Dairy supplies										
33	Other lvstck supplies										
34	Crops: fertilizer										
35	Seed										
36	Pesticide/other										
37	Land/building/fence:										
38	Other:										
39	Total feed and supplies										
40											
41	(1) All inventory changes are calculated: end year minus beginning year. Grown feed carries over to Dairy										
42	Receipts and purchased feed and supplies carry over to Dairy Expenses.										
43	(2) Copy directly from Total line in section above.										
44	(3) Grain and concentrate purchased should include the concentrate, minerals, protein, and grain purchased										
45	during the year for the herd including heifers, calves and bulls. Forage includes hay and silage as well as any										
46	silage additives such as anhydrous ammonia. Complete ration is a "one-shot" feed. Other feed would be for										
47	nondairy animals, if any.										

	A	B	C	D	E	F	4
1	Key Code: Dairy Business Analysis Project						11/16/2002
2	Dairy Business Summary						
3	2000						
4							
5	Changes in Operating Accounts Receivable						
6		Balance	Balance	Change in	Allocation		
7	Account Number	Beginning	Ending	Accounts			
8	or Description (1)	(Jan 1)	(Dec 31)	Receivable(2)	Receipt Category		Change in
9							Acct. Rec.
10	Milk receipts				Milk		
11					Cows		
12					Calves		
13					Other Livestock		
14					Crops		
15					Gov't Receipts		
16					Custom work		
17					Gas tax refund		
18					Other		
19	Total(3)				Total(3)		
20							
21	1. Identify changes in operating accounts receivable by taking inventory of beginning and ending account balance						
22	2. Assign and allocate the changes in accounts receivable to appropriate dairy receipts using worksheet.						
23	3. The total of the "Change in Accounts Receivable" column above must equal the total allocation.						
24							
25							
26							

	A	B	C	D	E
1	Key Code: Dairy Business Analysis Project				
2	Dairy Business Summary				
3	2000				
4					
5	Dairy Receipts				
6					
7		Cash	Change in	Changes in	Accrual
8	RECEIPTS	Receipts	+ Inventory (1)	+ Receivable (2)	= Receipts
9	Milk sales (3)	_____	xxxxxxxxxxxxx	_____	_____
10	Cow Sales (4)	_____	_____	_____	_____
11	Heifer & calf sales	_____	_____	_____	_____
12	Other livestock (5)	_____	_____	_____	_____
13	Crops (6)	_____	_____	_____	_____
14	Gov't receipts	_____	xxxxxxxxxxxxx	_____	_____
15	Custom work	_____	xxxxxxxxxxxxx	_____	_____
16	Gas tax refund	_____	xxxxxxxxxxxxx	_____	_____
17	Other	_____	_____	_____	_____
18	_____	_____	_____	_____	_____
19	_____	_____	_____	_____	_____
20	_____	_____	_____	_____	_____
21	_____	_____	_____	_____	_____
22	TOTAL	_____	_____	_____	_____
23					
24	Nondairy Receipts				
25	Cash income (7)				_____
26	Other cash used (8)				_____
27	Noncash capital transfers (9)				_____
28					
29	Notes				
30	(1) End of year minus beginning of year. Computed from data in other forms.				
31	(2) Use worksheets for accounts receivable (Screen 4).				
32	(3) Enter gross milk receipts. All marketing and co-op deductions are entered separately as expenses.				
33	(4) Gross receipts from cull cows and cows sold for dairy purposes. Cows are females that have calved.				
34	Do not include sales of capitalized livestock. Enter that information on Livestock page.				
35	(5) Receipts from sale of heifers, bulls, or other livestock not reported above. Do not enter sales of capital				
36	(6) Crop sales includes sales of standing and harvested crops and any crop insurance proceeds.				
37	Do not include sales of purchased feed.				
38	(7) If dairy accounts are not separate from personal accounts, or doing a Level 2 analysis, fill in this value.				
39	Nondairy cash income from nondairy work for self or spouse, tax refunds, principal and interest received				
40	from prior sale of dairy assets, other sales, income from public offices or other nondairy income that is				
41	available for debt payments and family living. All nondairy income must be entered for Cash Flow				
42	Statement to balance.				
43	(8) Other cash used in the business from nondairy capital is all the rest of the cash flowing into the business				
44	from outside. Include cash from personal savings accounts, stocks or bonds converted to cash, cash gifts				
45	and inheritances.				
46	(9) Noncash capital transferred to the dairy business includes gifts and inheritances of farm assets				
47	such as cattle, crops (excluding machinery and real estate), and the conversion of nondairy assets to				
48	dairy assets.				

	A	B	C	D	E	F 6					
1	Key Code: Dairy Business Analysis Project					11/16/2002					
2	Dairy Business Summary										
3						2000					
4											
5	Changes in Accounts Payable Worksheet										
6		Balance	Balance	Change in	Allocation (4)						
7	Account Number	Beginning	Ending	Accounts	(Totals entered on Expense form)						
8	or Description (1,2)	(Jan 1)	(Dec 31)	Payable (3)	Expense	Change in Pay.					
9					Personnel						
10					Salaries/wages						
11					Related payroll costs						
12					Other						
13					Purchased Feed						
14					Grain & conc.						
15					Forage						
16					Complete ration						
17					Other feed						
18					Crops						
19					Fertilizer & lime						
20					Seeds & plants						
21					Spray & other exp.						
22	Total (6)				Machinery						
23					Hire, rent, lease						
24	1. Take inventory in open operating accounts payable at the beginning and end of year. These accounts established when dairy inputs, such as feed, fertilizer, supplies, machinery, repairs, and veterinarian services were bought on credit.				Repairs & other exp.						
25					2. If there is more than one account per vendor, list separately on left-hand portion of the worksheet to facilitate easier allocation to dairy expense categories.				Fuel, oil, grease		
26									3. Assign and allocate changes in open operating accounts payable to appropriate dairy expenses.		
27					4. When more than one type of dairy input is included in an open account, allocate to the expense categories using estimated ratio of dairy input actually purchased from the account during the year.						
28									5. If scheduled debt payments were not made, there is likely an increase in accounts payable for "interest". However, if the loan was refinanced and the unpaid amount added to the principal, the interest is considered paid and is reported elsewhere.		
29					6. The Total on the worksheet above must equal the Total on the allocation list on the right.						
30				Bedding							
31					Dairy supplies						
32					Cattle lease/rent						
33					Other livestock exp.						
34					Milk Marketing						
35					Hauling						
36					Coop dues						
37					Advertising, mrkg.						
38					CCC/gov't asmts.						
39					Real Estate						
40					Land, bldg, fence repr.						
41					Taxes						
42					Rent & lease						
43					Other						
44					Insurance						
45					Utilities (dairy share)						
46					Interest (5)						
47					Miscellaneous						
48					Other overhead						
49					Non-dairy expenses						
50											
51					Total (6)						

	A	B	C	D
1	Key Code: Dairy Business Analysis Project			1/16/2002
2	Dairy Business Summary			
3	2000			
5	Prepaid Expenses			
6	Prepaid Expenses for Year (1)			
7				
8		Jan. 1	Dec. 31	Change (2)
9	Personnel			
10	Salaries/wages	_____	_____	_____
11	Related payroll costs	_____	_____	_____
12	Other	_____	_____	_____
13	Purchased Feed			
14	Grain & conc.	_____	_____	_____
15	Forage	_____	_____	_____
16	Complete ration	_____	_____	_____
17	Other feed	_____	_____	_____
18	Crops			
19	Fertilizer & lime	_____	_____	_____
20	Seeds & plants	_____	_____	_____
21	Spray & other exp.	_____	_____	_____
22	Machinery			
23	Hire, rent, lease	_____	_____	_____
24	Repairs & other exp.	_____	_____	_____
25	Fuel, oil, grease	_____	_____	_____
26	Livestock			
27	Expensed Purchases	_____	_____	_____
28	Breeding	_____	_____	_____
29	Vet & medicine	_____	_____	_____
30	Bedding	_____	_____	_____
31	Dairy supplies	_____	_____	_____
32	Cattle lease/rent	_____	_____	_____
33	Other livestock exp.	_____	_____	_____
34	Milk Marketing			
35	Hauling	_____	_____	_____
36	Coop dues	_____	_____	_____
37	Advertising, mrkg.	_____	_____	_____
38	CCC/gov't asmts.	_____	_____	_____
39	Real Estate			
40	Land, bldg, fence repr.	_____	_____	_____
41	Taxes	_____	_____	_____
42	Rent & lease	_____	_____	_____
43	Other			
44	Insurance	_____	_____	_____
45	Utilities (dairy share)	_____	_____	_____
46	Interest	_____	_____	_____
47	Miscellaneous	_____	_____	_____
48	Other overhead	_____	_____	_____
49				
50	Non-dairy expenses	_____	_____	_____
51				
52	Total	_____	_____	_____
53				

	A	B	C	D	E	8
1	Key Code: Dairy Business Analysis Project					11/16/2002
2	Dairy Business Summary					
3	2000					
5	Dairy Expenses					
8		Cash	Change in Inventory or	Change in	Accrual	
9	Expenses	Amount Paid	- Prepaid Expenses (1) +	Acct. Payable (2)	=	Expenses
10	<u>Personnel</u>					
11	Salaries/wages	_____	_____	_____	_____	_____
12	Related payroll costs	_____	_____	_____	_____	_____
13	Other	_____	_____	_____	_____	_____
14	<u>Purchased Feed</u>					
15	Grain & concentrate	_____	_____	_____	_____	_____
16	Forage	_____	_____	_____	_____	_____
17	Complete ration	_____	_____	_____	_____	_____
18	Other feed	_____	_____	_____	_____	_____
19	<u>Crops</u>					
20	Fertilizer & lime	_____	_____	_____	_____	_____
21	Seeds & plants	_____	_____	_____	_____	_____
22	Spray & other exp.	_____	_____	_____	_____	_____
23	<u>Machinery</u>					
24	Hire, rent, lease	_____	_____	_____	_____	_____
25	Repairs & other exp.	_____	_____	_____	_____	_____
26	Fuel, oil, grease	_____	_____	_____	_____	_____
27	<u>Livestock</u>					
28	Expensed purchases (3)	_____	_____	_____	_____	_____
29	Breeding	_____	_____	_____	_____	_____
30	Vet & medicine	_____	_____	_____	_____	_____
31	Bedding	_____	_____	_____	_____	_____
32	Dairy supplies	_____	_____	_____	_____	_____
33	Cattle lease/rent	_____	_____	_____	_____	_____
34	Other livestock exp. (4)	_____	_____	_____	_____	_____
35	<u>Milk Marketing</u>					
36	Hauling	_____	_____	_____	_____	_____
37	Coop dues	_____	_____	_____	_____	_____
38	Advertising, mrkg.	_____	_____	_____	_____	_____
39	CCC/gov't asmts.	_____	_____	_____	_____	_____
40	<u>Real Estate</u>					
41	Land, bldg, fence repr.	_____	_____	_____	_____	_____
42	Taxes	_____	_____	_____	_____	_____
43	Rent & lease	_____	_____	_____	_____	_____
44	<u>Other</u>					
45	Insurance	_____	_____	_____	_____	_____
46	Utilities (dairy share)	_____	_____	_____	_____	_____
47	Interest	_____	_____	_____	_____	_____
48	Miscellaneous	_____	_____	_____	_____	_____
49	Other overhead	_____	_____	_____	_____	_____
50	Total	_____	_____	_____	_____	_____
51						
52	Non-dairy expenses (5)	_____	_____	_____	_____	_____
54	(1) Prepaid Expense worksheet computes values for this column.					
55	(2) Accounts Payable worksheet to computes values for this column.					
56	(3) Expensed purchases are those not capitalized as shown on livestock page.					
57	(4) Herd testing, DHI, bst, etc.					
58	(5) Enter all business expenses that were not directly related to dairy.					

	A	B	C	D	E	F	9
1	Key Code: Dairy Business Analysis Project						11/16/2002
2	Dairy Business Summary						
3	2000						
4							
5	Note: If the business maintains complete and accurate records on machinery and equipment, only the						
6	bottom section needs be filled out. The top two sections are worksheets to compute values						
7	for total machinery and equipment purchased and sold, which are used in the bottom section.						
8							
9	Machinery, Equipment Inventory & Depreciation						Worksheet
10	Machinery and Equipment Purchased Worksheet						
11				Market		Market	
12		Cash		Value of		Value of	
13	Description	Paid	+	Trade-in	=	New Item (1)	
14	_____	_____		_____		_____	
15	_____	_____		_____		_____	
16	_____	_____		_____		_____	
17	_____	_____		_____		_____	
18	_____	_____		_____		_____	
19	_____	_____		_____		_____	
20	Total Mach. & Equip. Purchased	_____					
21							
22	(1) Loss in market value may occur from date of purchase to end of year. Adjust year end value						
23	recorded in inventory to represent year end market values of machinery and equipment purchased.						
24							Worksheet
25	Machinery and Equipment Sold or Destroyed (not trade-ins) Worksheet						
26	Description	Sale		Insurance			
27		Amount		Received			
28	_____	_____		_____			
29	_____	_____		_____			
30	_____	_____		_____			
31	Total Mach. & Equipment Sold	_____		_____		_____	
32							
33							
34	Machinery and Equipment Inventory & Depreciation (do not include leased items)						
35	Beginning of Year Inventory			_____		End of Year Inventory	_____
36	Machinery and Equipment Purchased		+	_____			
37	Noncash Mach. Transfer to Dairy		+	_____			
38	(e.g. gifts/inheritances)						
39	Machinery and Equipment Sold		-	_____			
40	Tax Depreciation (2)		-	_____			
41	Total Beginning Inventory After Changes						_____
42	Machinery Appreciation						_____
43	(end less beginning after changes)						
44	(2) Depreciation for year, exclude buildings and cattle from depreciation.						

	A	B	C	D	E	F	G	H	I	J	
1	Key Code:									11/16/2002	
2	Dairy Business Analysis Project										
3	Dairy Business Summary										
4	2000										
5	Building Purchases & Sales									Worksheet	
6	New Purchases & Capital Improvements									Sale Price	
7				Lost					or Amount		
8	Description	Cost		Capital		Description			Received		
9	Buildings and Land Improvements (1)					Capital Sales:					
10											
11											
12											
13											
14						Losses:					
15											
16											
17	Total Buildings					Total Capital Sales					
18	& Lost Capital					& Losses					
19											
20	(1) e.g., new fences, drainage tile, farm ponds.										
21											
22	Building/Improvement Inventory Balance										
23						(Jan 1)	(Dec 31)				
24	Building Market Value:					Beginning		Ending			
25	New buildings/improvements										
26	Purchased:		-		= +						
27		bldgs./land imp.		lost capital		value added					
28		Noncash Transfer to Farm (e.g. gifts/inherit.)					+				
29											
30		Depreciation: from income tax (including buildings)					-				
31											
32											
33	Buildings Sold:	Total sale price									
34		Sale expenses	-								
35		Net Sale Price				-					
36		Note/lien held by seller	-								
37		Net cash amount received (2)	=								
38	Total beginning value after changes										
39											
40	Building Appreciation										
41											
42	(2) Calculated value is a cash inflow to the farm. If part or all of this was converted to nonfarm,										
43	This must be noted.										

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1	Key Code:									11/16/2002
2	Dairy Business Analysis Project									
3	Dairy Business Summary									
4	2000									
5	Real Estate Inventory									
6	'1 January					'31 December				
7	Parcel Description	# acres	\$ per acre	value		# acres	\$ per acre	value		
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24	Total									
25										
26										
27	Real Estate Transactions									
28					(Jan 1)			(Dec 31)		
29		Real Estate Market Value:			Beginning			Ending		
30	New Real Estate									
31	Purchased:			-		=				
32		Land			lost capital			value added		
33		Noncash Real Estate Transfer to Farm (e.g. gifts/inherit.)			+					
34										
35										
36	Real Estate Sold:	Total sale price								
37		Sale expenses -								
38		Net Sale Price			-					
39		Note/mortgage held by seller -								
40		Net cash amount received (1) =								
41	Total beginning value after changes									
42										
43	Real Estate Appreciation									
44										
45	(1) Calculated value is a cash inflow to the farm. If part or all of this was converted to nonfarm, this must be noted.									

	A	B	C	D	E
1	Key Code:				
2	Dairy Business Analysis Project				
3	Dairy Business Summary				
4	2000				
7	Other Assets, Paid-in-Capital				
8	Other assets	Beginning (Jan 1)		Ending (Dec 31)	
9					
10	Machinery Leased				
11	Buildings Leased				
12	Real Estate Leased				
13	Cash, checking & savings (1)				
14	Farm Credit stock				
15	Milk coop stock & certificates				
16	Other				
17	Non-dairy assets				
18					
19	Miscellaneous Inputs	Amount			
20	Owner Withdrawals (2)				
21	Net Social Security and Income				
22	Taxes Paid (3)				
23	Capital Distributions Made (4)				
24					
25					
26	Paid-in-Capital				
27	Beginning Value			Ending Value	
28	Additional paid-in-capital	+			
29	Additions/Reductions in retained earnings (5)	+			
30	Net value of paid-in-capital				
31	Gain/Loss in value				
32					
33					
34	Stocks and Certificates				
35	Beginning Value			Ending Value	
36	Additional capital investment	+			
37	Additions/Reductions in principal	+			
38	Net value of stocks/certificates				
39	Gain/Loss in value				
40					
41	(1) Beginning and Ending cash balances are essential for statement of cashflows to balance.				
42	(2) Only include if records indicate a withdrawal. If no draws taken, the value of management will be calculated using a fixed value.				
43	(3) Record any corporate or personal income taxes here. If a refund was issued, record as a negative value.				
44	(4) Only record a value if a gift or capital distribution was made from the business accounts.				
45	(5) Only record if changes in retained earnings directly affect the value of paid-in-capital.				
46	(6) Only record if adjustments were made to principal balance indicating an addition or reduction in principal value. Appreciation of stock value will be calculated.				
47					
48					
49					

	A	B	C	D	E	F	G	H	I
1	Key Code:								
2	Dairy Business Analysis Project								
3	Dairy Business Summary								
4	2000								
5	Lease Schedule								
6	Lease type	Principal Balance		Payments		New Leases	Next year's planned payments		
7		Jan. 1	Dec. 31	Interest	Principal		Amount	Number/yr.	Total
8	Cattle								
9									
10									
11									
12	Total cattle								
13									
14	Machinery and Equipment								
15									
16									
17									
18									
19	Total mach. and equip.								
20									
21	Buildings								
22									
23									
24									
25									
26	Total buildings								
27									
28	Real estate								
29									
30									
31									
32									
33	Total real estate								
34									
35	Whole farm								
36									
37									
38									
39									
40	Total whole farm								
41									
42	Total--all dairy leases								
43									
44	Non-dairy leases								
45									
46	Grand total--all leases								
47									

	A	B	C	D	E	F
1	Key Code:					
2	Dairy Business Analysis Project Dairy Business Summary 2000					
3						
4						
5						
6						
7	Labels	Totals	Per Cow	Per Cwt	Percent	
8	Milk sales					
9	Cow sales					
10	Calf and heifer sales					
11	Other livestock					
12	Crops					
13	Gov't receipts					
14	Custom work					
15	Gas tax refund					
16	Other					
17	Gain (loss) on capital livestock sales					
18		TOTAL				

	A	B	C	D	E	F
1	Key Code: Dairy Business Analysis Project					
2	Dairy Business Summary					
3	2000					
5	Dairy Expenses					
7	Labels		Totals	Per Cow	Per Cwt	Percent (1)
8	Personnel					
9	Salaries/wages					
10	Other payroll costs					
11	Other					
12	Purchased Feed					
13	Grain & concentrate					
14	Forage					
15	Complete ration					
16	Other feed					
17						
18	Crops					
19	Fertilizer & lime					
20	Seeds & plants					
21	Spray & other exp.					
22	Machinery					
23	Hire, rent, lease					
24	Repairs & other exp.					
25	Fuel, oil, grease					
26	Livestock					
27	Expensed Purchased Livestock					
28	Breeding					
29	Vet & medicine					
30	Bedding					
31	Dairy supplies					
32	Cattle lease/rent					
33	Other livestock exp.					
34	Milk Marketing					
35	Hauling					
36	Coop dues					
37	Advertising, mrkg.					
38	CCC/gov't asmts.					
39	Real Estate					
40	Land, bldg, fence repr.					
41	Taxes					
42	Rent & lease					
43	Other					
44	Insurance					
45	Utilities (dairy share)					
46	Interest					
47	Miscellaneous					
48	Other overhead					
49						
50	Total Operating Expenses					
51						
52	Livestock Depreciation					
53	Machinery Depreciation					
54	Real Estate Depreciation					
55						
56	Total Depreciation					
57						
58	Total Dairy Expenses					
59						
60	(1) Percent of total revenues.					

	A	B	C	D	E	F7
1	Key Code: Dairy Business Analysis Project					
2	Dairy Business Summary					
3	2000					
4						
5	Balance Sheet					
6				Liabilities		
7	Assets	Jan 1	Dec 31	& Net Worth	Jan 1	Dec 31
8						
9	<u>Current</u>			<u>Current</u>		
10	Farm cash,	_____	_____	Accounts payable	_____	_____
11	checking & savings	_____	_____	Operating debt	_____	_____
12	Feed & supplies	_____	_____	Short term debt	_____	_____
13	Accounts receivable	_____	_____	Current portion-Notes Payable	_____	_____
14	Prepaid expenses	_____	_____	Current portion-Leases	_____	_____
15						
16	Total Current Assets	_____	_____	Total Current Liabilities	_____	_____
17						
18	<u>Non Current</u>			<u>Non Current</u>		
19	Dairy cows:			Non Current Portion-		
20	Raised/expensed	_____	_____	Notes Payable	_____	_____
21	Capitalized	_____	_____	Non current portion-leases		
22	Leased	_____	_____	Cattle	_____	_____
23	Heifers	_____	_____	Machinery and equipment	_____	_____
24	Bull and other livestock	_____	_____	Buildings	_____	_____
25	Machinery owned	_____	_____	Real estate	_____	_____
26	leased	_____	_____	Whole farm	_____	_____
27	Farm Credit stock	_____	_____			
28	Other stocks &			Total Non Current Liabilities	_____	_____
29	certificates	_____	_____			
30	Buildings					
31	owned	_____	_____			
32	leased	_____	_____			
33	Real estate					
34	owned	_____	_____			
35	leased	_____	_____			
36						
37	Total Non Current Assets	_____	_____			
38						
39	Total Dairy Assets	_____	_____	Total Dairy Liabilities	_____	_____
40						
41	<u>Non-dairy assets</u>	_____	_____	<u>Non-dairy liabilities and leases</u>	_____	_____
42						
43				Paid-in-capital	_____	_____
44				Net Worth	_____	_____
45						
46				Total Liabilities &		
47	Total Assets	_____	_____	Owners' Equity	_____	_____
48						

	A	B	C	D	E	18	F
1	Key Code: Dairy Business Analysis Project						
2	Dairy Business Summary						
3	2000						
4							
5	Income Statement						
6							
7	Revenues						
8	Cash Milk Sales				\$		-
9	Cow Revenues:	Cash Receipts		\$	-		
10		Change in Inventory		\$	-		
11		Gross Cow Revenues				\$	-
12	Heifer and Calf Revenues:	Cash Receipts		\$	-		
13		Change in Inventory		\$	-		
14		Gross Heifer and Calf Revenues				\$	-
15	Other Livestock Revenues:	Cash Receipts		\$	-		
16		Change in Inventory		\$	-		
17		Gross Livestock Revenues				\$	-
18	Crop Revenues:	Cash Receipts		\$	-		
19		Change in Inventory		\$	-		
20		Gross Crop Revenues				\$	-
21	Government Receipts				\$	\$	-
22	Custom Work				\$	\$	-
23	Gas Tax Refund				\$	\$	-
24	Other Farm Income				\$	\$	-
25	Change in Accounts Receivable				\$	\$	-
26	Gain/Loss on Sale of Capital Livestock				\$	\$	-
27							
28		Total Revenues			\$		-
29							
30	Expenses						
31	Cash Operating Expenses:						
32		Personnel	\$	-			
33		Purchased Feed	\$	-			
34		Crops	\$	-			
35		Machinery	\$	-			
36		Livestock	\$	-			
37		Milk Marketing	\$	-			
38		Real Estate	\$	-			
39		Other	\$	-			
40		Total Cash Operating Expenses			\$	-	
41	Change in Inventory/Prepaid Expenses			\$	-		
42	Change in Accounts Payable			\$	-		
43	Depreciation Expense			\$	-		
44		Total Operating Expenses			\$		-
45	Cash Interest Paid				\$		-
46		Total Expenses			\$		-
47							
48		Net Farm Income From Operations			\$		-
49							

	A	B	C	D	E	F ⁹
1	Key Code: Dairy Business Analysis Project					
2	Dairy Business Summary					
3	2000					
4	Standard Financial Ratio Analysis					
5						
6	Measure		Computation	Jan. 1	Dec. 31	Change
7	<u>Liquidity</u>					
8	Current Ratio	=	Current Assets/Current Liabilities	_____	_____	_____
9						
10						
11	Working Capital	=	Total Current Assets-Total Current Liabilities	_____	_____	_____
12						
13						
14	<u>Solvency</u>					
15	Debt to Asset Ratio	=	Total Liabilities/Total Assets	_____	_____	_____
16						
17						
18	Equity to Asset	=	Net Worth/Total Assets	_____	_____	_____
19	Ratio					
20						
21	Debt to Equity Ratio	=	Total Liabilities/Net Worth	_____	_____	_____
22						
23						
24	<u>Profitability</u>					
25	Rate of Return on	=	(NFIFO*+ Interest - Unpaid Mgt.)/Average Total Assets	N/A	_____	N/A
26	Dairy Assets (1) (2)					
27						
28	Rate of Return on	=	(NFIFO* - Unpaid Mgt.)/Average Equity	N/A	_____	N/A
29	Farm Equity (1)					
30						
31	Operating Profit	=	(NFIFO* + Interest - Unpaid Mgt.)/Gross Revenues	N/A	_____	N/A
32	Margin Ratio (1)					
33						
34	<u>Financial Efficiency</u>					
35	Asset Turnover	=	Gross Revenues/Average Total Assets	N/A	_____	N/A
36	Ratio (2)					
37						
38	Operating Expense	=	(Total Operating Expenses - Depreciation Expense)/	N/A	_____	N/A
39	Ratio		Gross Revenues			
40						
41	Depreciation	=	Depreciation Expense/Gross Revenues	N/A	_____	N/A
42	Expense Ratio					
43						
44	Interest Expense	=	Total Farm Interest Expense/Gross Revenues	N/A	_____	N/A
45	Ratio					
46						
47	Net Farm Income	=	NFIFO*/Gross Revenues	N/A	_____	N/A
48	From Operations					
49	Ratio					
50						
51						
52						
53	(1) An estimate of \$50,000 is used for the value of unpaid management.					
54	*NFIFO = Net Farm Income From Operations. This figure is shown at the bottom of the previous page.					
55	(2) Only dairy assets used in this computation.					

	A	B	C	D
1	Key Code: Dairy Business Analysis Project			
2	Dairy Business Summary			
3	2000			
4				
5	Profitability Analysis			
6				
7	Return to Operator, Family Labor/Unpaid Management,			
8	and equity capital:			
9		Accrual Receipts	\$	-
10		- Accrual Expenses	\$	-
11		= Net Farm Income from Operations	\$	-
12				
13	Return to Operator and Management:			
14		Net Farm Income from Operations	\$	-
15		- Unpaid Family Labor (1)	\$	-
16		- Interest on Average Equity Capital	\$	-
17		= Labor and Management Income	\$	-
18				
19	Return to Equity Capital:			
20		Net Farm Income from Operations	\$	-
21		- Unpaid Family Labor (1)	\$	-
22		- Value of Operator and Management (2)	\$	50,000
23		= Return to Equity Capital	\$	-
24		/Average Equity	\$	-
25		= Rate of Return on Equity Capital		
26				
27	Return to All Capital:			
28		Return to Equity Capital	\$	-
29		+ Interest Paid	\$	-
30		= Return to All Capital	\$	-
31		/Average Total Assets	\$	-
32		= Rate of Return on all Capital		
33				
34	(1) Unpaid family labor is valued at \$2000 per full time month			
35	(2) If no owner withdrawals are taken throughout the year, \$50,000 is used to			
36	estimate the value of operator and management.			

	A	B	C	D	E	F
1	Key Code:					
2	Dairy Business Analysis Project					
3	Dairy Business Summary					
4	2000					
5	Statement of Owner's Equity					
6						
7	Owners' Equity-Beginning of Period				\$	-
8						
9	Net Farm Income from Operations		\$		-	
10						
11	Net Social Security and Income taxes		-	\$	-	
12	Withdrawals for Unpaid Labor/Management		-	\$	-	
13	Non Dairy Income Contribution to Farm Business		+	\$	-	
14	Non Dairy Expense Distribution from Farm Business		-	\$	-	
15	Other Capital Contributions/ Gifts/ Inheritances		+	\$	-	
16	Other Capital Distributions/ Gifts Made		-	\$	-	
17						
18	Additions and Reductions in Retained Capital				\$	-
19						
20	Increase in excess of market value over cost/basis of farm capital assets (Appreciation)				+	\$
21						
22						
23	Increase in excess of market value over cost/basis of paid-in-capital (Valuation)				+	\$
24						
25						
26	Increase in excess of market value over cost/basis of stocks and certificates (Valuation)				+	\$
27						
28						
29	Total Change in Valuation Equity				\$	-
30						
31	Owners' Equity, End of Period-Calculated				\$	-
32						
33	Ending Owners' Equity-Balance Sheet				-	\$
34						
35	Imbalance				\$	-
36						

	A	B	C	D	E
1	Key Code: Dairy Business Analysis Project				
2	Dairy Business Summary				
3	2000				
4					
5	Statement of Cash Flows				
6					
7	<u>Cash Flow From Operating Activities</u>				
8					
9	Cash Farm Receipts		\$	-	
10	Cash Farm Expenses		\$	-	
11	Cash Paid for Interest		\$	-	
12	Net Cash Farm Income			\$	-
13	Net Cash-Income and Social Security Taxes			\$	-
14	Net Cash-Other Operating Activities			\$	-
15					
16	Net Cash Provided by Operating Activities			\$	-
17					
18	<u>Cash Flow From Investing Activities</u>				
19					
20	Sale of Assets:	Purchased Livestock	\$	-	
21		Machinery and Equipment	\$	-	
22		Buildings	\$	-	
23		Real Estate	\$	-	
24		Total Asset Sales		\$	-
25					
26	Capital Purchases:	Purchased Livestock	\$	-	
27		Machinery and Equipment	\$	-	
28		Buildings	\$	-	
29		Real Estate	\$	-	
30		Total Asset Purchases		\$	-
31					
32	Net Cash Provided by Investment Activities			\$	-
33					
34	<u>Cash Flow From Financing Activities</u>				
35					
36	Money Borrowed-Operating Debt		\$	-	
37	Money Borrowed-Short Term Debt		\$	-	
38	Money Borrowed-Term Debt		\$	-	
39	Money Borrowed-Non-dairy Debt		\$	-	
40	Cash Inflow From Financing			\$	-
41	Principal Payments-Operating Debt		\$	-	
42	Principal Payments-Short Term Debt		\$	-	
43	Principal Payments-Term Debt		\$	-	
44	Principal Payments-Non-dairy Debt		\$	-	
45	Cash Outflow For Financing			\$	-
46	Principal Paid on Capital Lease Obligations			\$	-
47	Owner Withdrawals			\$	-
48	Capital Distributions			\$	-
49	Additional stock and certificate purchases			\$	-
50	Additional Paid-in-Capital			\$	-
51					
52	Net Cash Provided by Financing Activities			\$	-
53					
54	Net Increase/Decrease in Cash/Cash Equivalents			\$	-
55	Cash/Equivalents at Beginning of Year			\$	-
56	Cash/Equivalents at Ending of Year			\$	-
57	Imbalance			\$	-
58					

	A	B	C	D	E 23	F
1	Key Code: Dairy Business Analysis Project					
2	Dairy Business Summary					
3	2000					
4						
5	Debt Analysis					
6	Outstanding Debts	Jan. 1	Dec. 31	Change		
7						
8	Term Debt	_____	_____	_____		
9	Short Term	_____	_____	_____		
10	Operating	_____	_____	_____		
11	Accounts Payable	_____	_____	_____		
12						
13	Total	_____	_____	_____		
14						
15	Per Cow	\$ -	\$ -	\$ -		
16						
17	Debt Payments	Principal	Interest			
18						
19	Term Debt	\$ -	\$ -			
20	Short Term	\$ -	\$ -			
21	Operating	\$ -	\$ -			
22						
23	Total	\$ -	\$ -			
24						
25	Per Cow	\$ -	\$ -			
26	Per cwt. Milk	\$ -	\$ -			
27	Percent of Total Receipts	0%	0%			
28						
29	Cash Flow Coverage					
30						
31	Cash Farm Receipts	\$ -				
32	Cash Farm Expenditures	\$ -				
33	Interest Paid	\$ -				
34						
35	(A) Cash Available for Debt Service	\$ -				
36	(B) Dec. 31 Current Portion of Principal	\$ -				
37	Cash Flow Coverage Ratio (A/B)	\$ -				
38						
39	Capital Replacement and Term Debt Repayment Margin			Term Debt and Capital Lease Coverage Ratio		
40						
41	Net Farm Income from Operations	\$ -	Net Farm Income from Operations	\$ -		
42	+ Total non-farm income	\$ -	+Total Non-farm Income	\$ -		
43	+ Depreciation Expense	\$ -	+Depreciation Expense	\$ -		
44	- Income Tax	\$ -	+Interest on Term Debt	\$ -		
45	- Withdrawals for Unpaid Management	\$ -	-Income Tax	\$ -		
46	Capital replacement and term debt	\$ -	-Withdrawals for unpaid labor/Mgt.	\$ -		
47	repayment capacity			\$ -		
48						
49	- Term debt principal payments	\$ -	/(Planned Payments on Term Debt	\$ -		
50	- lease principal payments	\$ -	+Annual Payments on Capital Leases)	\$ -		
51	Capital replacement and term debt	\$ -	Ratio			
52	repayment margin					
53						

1	Key Code:
2	Dairy Business Analysis Project Dairy Business Summary 2000
3	
4	
5	
6	Notes Page
7	
8	
9	
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