

Dairy Cost of Production Worksheet										
Farmer/Farm Name: Farm 1										
For the period of (dates): 2020										
Farm information	Farm 1 Actuals		Average	% different than avg	Farm 2	Farm 3	Farm 4	Farm 5	Farm 6	Farm 7
Acres in hay production	250		182.71	36.83%	200	250	225	75	89	160
Acres in grazing	60		59.57	0.72%	100	60	100	22	55	40
Total Acres/cow	4.77		4.48	6.55%	3.41	4.77	5.51	3.46	4.11	3.67
Raising young stock?	yes				yes	yes	yes	yes	yes	no
Grain fed/cow/day (lb)	20		17.57	13.82%	21.50	20	20	17.5	14	10
Grain: Milk ratio	0.39		0.33	19.95%	0.30	0.39	0.45	0.35	0.30	0.21
# dry cows	15		9.57	56.72%	6.00	15	10	10	12	10
Dry cow: milker ratio	0.23		0.20	12.68%	0.07	0.23	0.17	0.36	0.34	0.19
Feed company	Poulin				Poulin	Poulin	Cargill	Poulin	Morrisons	Morrisons
average cell count	100000		101,428.57	-1.41%	135000	100000	150000	110000	65000	100000
Dairy Production Information		/cwt				/cwt	/cwt	/cwt	/cwt	/cwt
Number of cows	65		54.14	20.05%	88	65	59	28	35	54
Quantity of milk sold (lbs/year)	1206476	12065	11081.51	8.87%	2308073	1206476	957722	514019	596336	961368
Pounds of milk per cow per year	18561		19783.17	-6.18%	26228	18561	16233	18358	17038	17803
Pounds of milk per cow per day	51		54.20	-6.18%	72	51	44	50	47	49
Average price recieved per cwt	19.53098528		18.51	5.52%	16.99603955	19.53098528	18.52134544	18.84043391	18.93714282	17.96388064
Avg price per cwt post deductions	17.83786499		16.85	5.88%	15.63070146	17.83786499	17.33697252	16.82227311	17.41199592	16.60321542
Milk buyer	DFA				DFA	DFA	agrimark	DFA	DFA	DFA
Cash Receipts										
Dairy products sold DFA or Agrimark	\$ 235,637		\$ 178,119.44	32.29%						
Dairy Products sold, secondary buyer			\$ 56,242.00							
Market/cull livestock sold inc calves and breeding livestock	\$ 800		\$ 10,656.14	-92.49%						
Hay	\$ 200		\$ 785.00							
Dairy related payments eg regional premium, patronage, program payments etc	\$ 18,602		\$ 7,702.40	141.51%						
Other income (raw milk, farm store, other enterprises)	\$ 2,500		\$ 8,590.00	-70.90%						
+FSA cfap			2.07							
+ grant income	\$ 56,854	\$ 4.71	3.66	28.89%						
<b>TOTAL CASH RECEIPTS</b>	<b>\$ 314,593</b>		<b>\$ 275,559.71</b>	<b>14.16%</b>						
Cash Expenses										
Variable Expenses:			/CWT averages							
Bedding	\$ 15,898	\$ 1.32	0.70	87.87%	1.12		0.85	0.19	0.52	0.21
Breeding	\$ 3,530	\$ 0.29	0.41	-28.97%	0.45	0.22	0.52	0.39	0.59	
Custom hire	\$ 11,537	\$ 0.96	1.29	-25.99%		0.55	0.09	3.49	1.37	
Hay	\$ 7,920	\$ 0.66	0.38	70.76%	0.33		0.17			
Grain	\$ 101,412	\$ 8.41	6.99	20.24%	5.91	7.16	6.22	8.68	8.71	3.84
Fertilizers	\$ 2,597	\$ 0.22	0.29	-25.05%	0.53		0.29		0.13	0.26



<b>Depreciation expense</b>										
- Infrastructure, machinery and equipment (based on debt service)	\$ 23,533	\$ 1.95	1.89	3.42%	2.70	5.52	0.38	0.00	2.26	0.40
- Infrastructure, machinery and equipment (for farms w/o significant debt service, based on rate of 10K per 50 cows		\$ - .00			0.00		1.23	1.09		1.12
- Livestock (based on livestock purchased 2020)	\$ 8,250	\$ 0.68	0.57	20.65%	0.99	0.23	0.00	0.00		1.50
<b>FARM INCOME FROM OPERATIONS (Including grants)</b>	<b>\$ (13,437)</b>		<b>\$ 62,892</b>	<b>-121.37%</b>						
- Family Living Allocation	\$ 8,000	\$ 0.66	3.10	-78.60%	2.14	1.30				6.49
- Income Tax										
Capital Sales										
<b>NET FARM INCOME</b>	<b>\$ (21,437)</b>		<b>\$ 5,039.75</b>	<b>-525.37%</b>						
COP/cwt fixed and variable	\$ 24.07		\$ 20.44	17.76%	21.07	15.15	17.42	26.62	22.79	15.96
COP/cow fixed and variable	\$ 4,467.79		\$ 3,998.84	11.73%	5112.94	3973.40	2827.12	4886.45	3883.34	2840.85
Gross Income/cow/day	\$ 9.93		\$ 9.99	-0.60%	12.48	12.21	8.24	9.48	8.84	8.76
Feed cost/cow/day inc minerals	\$ 4.63		\$ 3.87	19.76%	4.15	5.14	2.84	4.37	4.07	1.87
IOFC	\$ 5.30		\$ 6.12	-13.45%	8.33	7.07	5.40	5.11	4.77	6.89
Feed cost/cow/day inc minerals, fertilizer, seed, and chemicals	\$ 4.72		\$ 4.01	17.60%	4.50	5.14	2.97	4.37	4.13	2.25
Price recieved/cwt before deductions milk only	\$ 19.53		\$ 18.51	5.52%	18.78	17.00	18.52	18.84	18.94	17.96
Price recieved/cwt with deductions taken	\$ 17.84		\$ 16.85	5.88%	16.29	15.63	17.34	16.82	17.41	16.60
Price recieved/cwt including all income and grants	\$ 26.08		\$ 25.27	3.19%	25.28	23.28	23.70	26.35	25.69	26.51
COP Fixed and variable cost/cwt, interest/cwt PLUS livestock purchase	\$ 24.55		\$ 20.51	19.73%	21.07	15.15	17.42	26.62	22.79	15.96
COP Fixed, Variable, interest, livestock purchase PLUS Family living, income tax, cap improvement	\$ 25.24		\$ 20.99	20.21%	22.07	15.38	17.42	26.62	22.79	17.45
All COP expenses above inc family living and income tax	\$ 25.22		\$ 22.02	14.51%	23.22	16.45	17.42	26.62	22.79	22.45
All COP expenses above inc depreciation/debt service	\$ 27.85		\$ 24.89	11.92%	26.91	22.20	19.02	27.71	25.05	25.47