



# Information Required - Chart of Accounts

## Physical Information

### Owner Information

Fiscal Year End Date	
Farm Name	Phone
First Name	DHI Herd #
Last name	Fax
Address	E-Mail
City	Tie / Free Stall
Prov	Breed
Postal Code	

### Physical Information

Total # of Cows	
# of Cows Milking	
% in 1st Lactation	# of 50 Hour Worker Equivalents
Total # Dairy Heifers	% of 50 Hour Worker Eq- Dairy
# of Tillable Acres	% of 50 Hour Worker Eq- Crops
# Forage Acres	% of 50 Hour Worker Eq- Other
# Acres Corn Silage	
# Forage Acres Fed	
# Grain Acres Fed	

### From DHI Reports

- Rolling 305 Herd Average
- 305 Milk - 1st Lactation
- Avg Calving Interval
- # Cows with Linear Score >4.0
- Age at first calving
- Involuntary Cull Rate
- 21 day pregnancy rate
- # Milkings Per Day

### From Milk Marketing Statements

- Total MILK sold last yr - HL
- Total Milk FAT sold last yr - kg
- Total Milk PROTEIN sold last yr - kg
- Total Milk OS sold last yr - kg
- Current Quota - kg

### Can Set Goals for "What If" to see the effect of changes in...

- Milk per lactating cow per 305 Days
- kg Fat sold per Year
- Protein: Fat Ratio
- Total # of Cows
- Pregnancy Rate
- Mastitis (# L.S. > 4.0)
- Age at First Calving
- 1st Lact Prod'n / Herd Average
- Ratio of Replacements to Milk Cows
- Change in Cost to Raise a Heifer
- Change in Variable Cow Costs
- Change in Variable Crop Costs
- Change in Milk Price
- Change in Interest Rate

### Use the following to establish an Estimate for Cost of new Debt

- Est. Cost of Quota Needed
- Est. Interest Rate
- Preferred Payback Term
- Est. Additional debt incurred
- Est. Interest Rate
- Preferred Payback Term





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## Financial Information

### From Balance Sheet

Market Value of Total Farm Assets  
 Market Value of Land & Principal Residence  
 Market Value of Buildings & Improvements  
 Market Value of Barn Equipment  
 Market Value of Field Machinery  
 Market Value of Quota  
 Total Farm Liabilities

Book Value of Total Farm Assets  
 Book Value of Land & Residence  
 Book Value of Buildings & Improvements  
 Book Value of Barn Equipment  
 Book Value of Field Machinery  
 Book Value of Quota

### From Income Statement

	<u>Total of Expense</u>	<u>Allocate These Expenses - using \$\$ Amounts</u>			
		<u>\$ to Cows</u>	<u>\$ to Repl.</u>	<u>\$ to Forages</u>	<u>\$ to Other Lvstck</u>
Total Milk Revenue	yes				
Breeding Livestock Sales	yes	yes	yes		
Other Livestock Sales	yes	yes	yes		yes
Crop Sales	yes			yes	
Custom Work Revenue	yes				yes
Other Farm Revenue	yes	yes	yes	yes	yes
<b>Total Farm Revenue</b>	yes				
Livestock Inventory Change	yes				
Feed Inventory Change	yes				
Purchased Livestock	yes	yes	yes		yes
Purchased Feed	yes	yes	yes		yes
Animal Health & Breeding	yes	yes	yes		
Marketing & Transportation	yes	yes	yes		
DHI, Registration/Transfers	yes	yes	yes		
Other Livestock Expenses	yes	yes	yes		yes

	<u>Total of Expense</u>	<u>Allocate These Expenses - using % of Total Expense</u>				
		<u>% to Cows</u>	<u>% to Repl.</u>	<u>% to Forages</u>	<u>% to Grains</u>	<u>\$ to Other Lvstck</u>
Seed	yes			yes	yes	
Fertilizer & Pesticides	yes			yes	yes	
Custom Work	yes			yes	yes	
Other Crop Expenses	yes			yes	yes	
Gas, Fuel & Oil	yes	yes	yes	yes	yes	
Machinery Repairs	yes	yes	yes	yes	yes	yes
Building & Fence Repairs	yes	yes	yes	yes	yes	yes
Lease & Rent Payments	yes	yes	yes	yes	yes	yes
Labor (including owners)	yes	yes	yes	yes	yes	yes
<b>ALL Other Costs (Overhead)</b>	yes	yes	yes	yes	yes	yes
Total Interest	yes					
Depreciation / Amortization	yes					
<b>Total Farm Expenses</b>	yes					
Management Drawings	yes					
Total Principle Payments	yes					

