

| MODEL Graziers 2004 | Dairy 1 | Dairy 2 | Dairy 3 | Dairy 4 | Dairy 5 | Average | Per Cow | |
|----------------------------------|------------------|------------------|------------------|--------------------|-------------------|------------------|------------------|----------------|
| Productive Crop Acres | 245 | 160 | 70 | 300 | 330 | 221.00 | 1.82 | |
| Average Number of Cows | 125 | 116 | 68 | 149 | 150 | 121.57 | | |
| Total Assets on Farm | \$831,850 | \$722,699 | \$132,558 | \$1,140,789 | \$729,845 | \$711,548 | \$5,853 | |
| Non-farm Income | \$0 | \$0 | start-up | seasonal | \$0 | \$0 | \$0.00 | |
| Family Living Expenses | \$40,000 | \$30,000 | \$30,000 | \$30,000 | \$50,000 | \$36,000 | \$296.14 | |
| Capital Purchases | \$61,000 | \$66,681 | \$19,600 | \$105,081 | \$141,018 | \$78,676 | \$647.19 | |
| Ending Cash Flow | \$79,888 | \$99,206 | \$31,388 | \$128,732 | \$61,620 | \$80,167 | | Pre-tax |
| Ending Cash Flow Ratio | 21.73% | 34.01% | 22.30% | 33.28% | 9.44% | 24.15% | | |
| Milk Price | 16.19 | 17.26 | 18.35 | 20.79 | 18.93 | \$18.30 | | pounds |
| Milk Hundred weight Equiv. | 27,640 | 22,571 | 9,383 | 22,847 | 33,493 | 23,187 | 190.73 | |
| Milk Hundredweights | 24,377 | 20,351 | 8,974 | 21,591 | 27,111 | 20,481 | 168.47 | |
| Milk Sales | \$394,743 | \$351,323 | \$164,669 | \$448,879 | \$513,291 | \$374,581 | \$3,081 | |
| Cull Cow Sales ~10-17% | \$13,117 | \$22,792 | \$2,868 | \$4,372 | \$26,790 | \$13,988 | \$115.06 | |
| Calf Sales | \$7,017 | \$13,281 | \$3,630 | \$14,697 | \$10,227 | \$9,770 | \$80.37 | |
| Crop Sales | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0.00 | |
| Other Income | \$32,713 | \$2,263 | \$1,001 | \$7,041 | \$12,212 | \$11,046 | \$90.86 | |
| Total Cash Income | \$447,590 | \$389,659 | \$172,168 | \$474,988 | \$562,520 | \$409,385 | \$3,368 | per cwt e |
| Veterinary, Medicine | \$5,954 | \$3,622 | \$4,777 | \$7,717 | \$10,599 | \$6,534 | \$53.75 | \$0.28 |
| Dairy Supplies | \$14,603 | \$15,172 | \$6,305 | \$12,164 | \$8,389 | \$11,327 | \$93.17 | \$0.49 |
| Breeding Fees | \$3,033 | \$2,896 | \$2,256 | \$3,095 | \$3,602 | \$2,976 | \$24.48 | \$0.13 |
| Feed Purchased | \$98,837 | \$83,081 | \$47,057 | \$74,853 | \$117,562 | \$84,278 | \$693.27 | \$3.63 |
| Repairs | \$20,206 | \$6,576 | \$1,026 | \$18,392 | \$20,394 | \$13,319 | \$109.56 | \$0.57 |
| Seed, Chem, Fert | \$19,513 | \$7,309 | \$180 | \$9,152 | \$18,279 | \$10,887 | \$89.55 | \$0.47 |
| Fuel, Gas, and Oil | \$8,159 | \$5,195 | \$1,748 | \$6,881 | \$7,141 | \$5,825 | \$47.91 | \$0.25 |
| Utilities | \$5,104 | \$5,834 | \$3,498 | \$5,669 | \$6,008 | \$5,223 | \$42.96 | \$0.23 |
| Interest Paid | | | | | | | | \$0.00 |
| Labor Hired | \$27,520 | \$19,800 | \$0 | \$5,943 | \$45,292 | \$19,711 | \$162.14 | \$0.85 |
| Rent, Lease and Hire | \$12,927 | \$4,523 | \$16,864 | \$12,032 | \$23,802 | \$14,030 | \$115.41 | \$0.61 |
| Property Taxes | \$5,310 | \$3,802 | \$0 | \$3,728 | \$8,207 | \$4,209 | \$34.63 | \$0.18 |
| Farm Insurance | \$3,150 | \$4,581 | \$965 | \$4,734 | \$7,011 | \$4,088 | \$33.63 | \$0.18 |
| Other Cash Expense | \$7,386 | \$15,717 | \$6,504 | \$14,314 | \$51,024 | \$18,989 | \$156.20 | \$0.82 |
| Total Cash Expense | \$231,703 | \$178,108 | \$91,180 | \$178,674 | \$327,310 | \$201,395 | \$1,657 | \$8.69 |
| Net Cash Income | \$215,888 | \$211,551 | \$80,988 | \$296,314 | \$235,210 | \$207,990 | \$1,711 | \$8.97 |
| Inventory Change | (\$10,900) | (\$11,362) | \$9,472 | \$13,922 | (\$67,758) | -\$13,325 | -\$109.61 | -\$0.57 |
| Net Farm Income | \$204,988 | \$200,190 | \$90,460 | \$310,236 | \$167,452 | \$194,665 | \$1,601 | \$8.40 |
| Equity@ | \$48,408 | \$41,702 | \$7,081 | \$66,095 | \$43,471 | \$41,352 | \$340 | \$1.78 |
| Return to Labor | \$156,580 | \$158,487 | \$83,379 | \$244,141 | \$123,980 | \$153,314 | \$1,261 | \$6.61 |
| Inventory Adjustments-- | \$4,800 | \$14,299 | \$0 | \$0 | \$0 | \$3,820 | \$31.42 | \$0.16 |
| Supplies and Other | \$0 | \$0 | -\$28 | \$0 | (\$2,057) | -\$417 | -\$3.43 | -\$0.02 |
| Breeding Livestock | -\$5,200 | -\$1,300 | \$19,900 | -\$19,400 | \$4,900 | -\$220 | -\$1.81 | -\$0.01 |
| Income Change | -\$400 | \$12,999 | \$19,872 | -\$19,400 | \$2,843 | \$3,183 | \$26.18 | \$0.14 |
| Prepaid Expenses | \$0 | -\$9,679 | -\$4,000 | \$19,937 | (\$1,341) | \$983 | \$8.09 | \$0.04 |
| Accounts Payable | \$0 | \$0 | \$0 | \$0 | (\$2,005) | -\$401 | -\$3.30 | -\$0.02 |
| Machinery & Equipment | \$50,500 | \$52,000 | \$10,000 | \$77,875 | \$9,640 | \$40,003 | \$329.06 | \$1.73 |
| Land and Buildings | \$0 | \$0 | \$800 | \$0 | \$61,500 | \$12,460 | \$102.50 | \$0.54 |
| Other Adjustments | \$0 | \$0 | \$0 | \$0 | (\$100) | -\$20 | -\$0.16 | \$0.00 |
| Expense Change | -\$50,500 | -\$42,321 | -\$6,800 | (\$97,812) | (\$71,704) | -\$53,827 | -\$442.78 | -\$2.32 |
| Capital Purchases Minus Sales Ac | \$61,000 | \$66,681 | \$19,600 | \$64,490 | \$140,300 | \$70,414 | \$579.23 | \$3.04 |

| | | | | | | | | |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------------|--------|
| Depreciation COST | \$35,666 | \$20,000 | \$11,813 | \$50,000 | \$57,323 | \$34,960 | \$287.58 | \$1.51 |
| Depreciation FM Value | \$10,000 | \$9,000 | \$1,800 | \$30,000 | \$50,000 | \$20,160 | \$165.84 | \$0.87 |
| Unpaid Labor Cost | \$35,000 | \$30,000 | \$30,000 | \$60,000 | \$40,000 | \$39,000 | \$320.81 | \$1.68 |
| Unpaid Labor Hours | 3,000 | 4,500 | 2,400 | 5,500 | 3,000 | 3,680 | 30 | |
| Labor Full Time Equivalent | 2.00 | 1.50 | 0.80 | 2.00 | 2.70 | 1.80 | | |
| Labor Earnings Per Hour | \$52.19 | \$35.22 | \$34.74 | \$44.39 | \$41.33 | \$41.57 | | |
| Gross Income per Cwt. Eq. | \$16.19 | \$17.26 | \$18.35 | \$20.79 | \$18.93 | \$18.31 | | |
| Gross Expense per Cwt. Eq. | \$11.79 | \$11.75 | \$13.31 | \$12.39 | \$16.12 | \$13.07 | | |
| Net Income per cwt. | \$4.40 | \$5.51 | \$5.04 | \$8.40 | \$2.81 | \$5.23 | | |
| Cash Income-- | \$447,590 | \$389,659 | \$172,168 | \$474,988 | \$562,520 | \$409,385 | \$3,368 | |
| Adjusted Income | (\$400) | \$12,999 | \$22,272 | (\$19,400) | \$2,843 | \$3,663 | \$30 | |
| Total Income | \$447,190 | \$402,658 | \$194,440 | \$455,588 | \$565,362 | \$413,048 | \$3,398 | |
| Cash Costs | \$231,703 | \$178,108 | \$91,180 | \$178,674 | \$327,310 | \$201,395 | \$1,657 | |
| Adjusted Costs | \$10,500 | \$24,360 | \$12,800 | (\$33,322) | \$70,601 | \$16,988 | \$140 | |
| Overhead Costs | \$83,408 | \$71,702 | \$37,081 | \$126,095 | \$83,471 | \$80,352 | \$661 | |
| Total Costs | \$325,611 | \$274,170 | \$141,061 | \$271,447 | \$481,382 | \$298,734 | \$2,457 | |
| RETURN OVER COSTS | \$121,580 | \$128,487 | \$53,379 | \$184,141 | \$83,980 | \$114,314 | \$940 | |
| Adj. Gross Return per FTE Labor..... | \$223,595 | \$268,438 | \$240,051 | \$227,794 | \$209,393 | \$233,854 | | |
| Return to All Labor per FTE Labor.. | \$92,050 | \$118,858 | \$104,224 | \$125,042 | \$62,693 | \$100,574 | | |
| Number of Cows per FTE Labor..... | 63 | 77 | 85 | 75 | 56 | 71 | | |
| Cwts. of Milk Sold per FTE Labor.... | 12,188 | 13,567 | 11,217 | 10,795 | 10,041 | 11,562 | | |
| Pounds of Milk Sold per Cow..... | 19,450 | 17,620 | 13,197 | 14,490 | 18,074 | 16,566 | | |
| Productive Crop Acres per Cow..... | 2.00 | 1.40 | 1.00 | 2.0 | 2.2 | 1.72 | | |
| Capital Cost per Cow..... | \$439 | \$380 | \$129 | \$567 | \$710 | \$445 | | |
| All Labor Costs per Cow..... | \$499 | \$431 | \$441 | \$443 | \$569 | \$476 | | |
| Fixed Cost per Cow (DIRTI) | \$668 | \$509 | \$158 | \$747 | \$948 | \$606 | | |
| Capital Invested per Cow..... | \$5,686 | \$5,490 | \$1,593 | \$6,724 | \$4,617 | \$4,822 | | |
| Net Farm Income per Crop Acre..... | \$837 | \$1,251 | \$1,292 | \$1,034 | \$507 | \$984 | | |
| Lbs. Milk Produced per Crop Acre.... | 9,950 | 12,719 | 12,820 | 7,197 | 8,215 | 10,180 | | |
| Adj. Gross Cash Income/Crop Acre... | \$1,825 | \$2,517 | \$2,778 | \$1,519 | \$1,713 | \$2,070 | | |
| Machinery Investment/Crop Acre | \$328 | \$838 | \$170 | \$595 | \$779 | \$542 | | |
| Fuel, Gas and Oil Cost/Crop Acre.... | \$33 | \$32 | \$25 | \$23 | \$22 | \$27 | | |
| Repair Cost per Crop Acre..... | \$82 | \$41 | \$15 | \$61 | \$62 | \$52 | | |
| Fert/Chem/Seed Cost/Crop Acre.... | \$80 | \$46 | \$3 | \$31 | \$55 | \$43 | | |
| Livestock over Total Investment % | 27% | 26% | 80% | 22% | 32% | 37.7% | | |
| Cash Exp./Cash Inc.w/o Labor&Int... | 46% | 41% | 53% | 36% | 50% | 45.1% | | |
| All Labor as Percent of Total Costs. | 19% | 18% | 21% | 24% | 18% | 20.1% | Model Graziers 2004 | |
| Fixed Cost as Percent of Total Cost | 27% | 24% | 8% | 45% | 28% | 26.4% | generated by | |
| **Net Farm Income From Opera | \$204,988 | \$200,190 | \$90,460 | \$310,236 | \$167,452 | \$194,665 | DAIRY TRANS 4.0 | |
| **Rate of Return on Assets..... | 21.07% | 24.49% | 51.23% | 22.72% | 17.59% | 27.42% | 563-583-6496 | |
| **Rate of Return on Equity..... | 21.07% | 24.49% | 51.23% | 22.72% | 17.59% | 27.42% | | |
| **Operating Profit Margin..... | 38.01% | 42.27% | 31.09% | 54.93% | 22.54% | 37.77% | | |
| **Asset Turnover Ratio..... | 55% | 58% | 165% | 41% | 78% | 79.50% | Model Graziers 2004 | |
| **Operating Expense Ratio..... | 52% | 48% | 53% | 25% | 60% | 47.62% | by Larry F. Tranel | |
| **Depreciation Expense Ratio..... | 2% | 2% | 1% | 7% | 10% | 4.42% | Dairy Field Specialist | |
| **Net Farm Income Ratio..... | 0% | 0% | 0% | 0% | 0% | 0.00% | e- tranel@iastate.edu | |
| Estimated % Interest Paid | 6% | 6% | 6% | 6% | 6% | 6.00% | | |
| Dairy TRANS Profit Status is... | SUPERB! | SUPERB! | SUPERB! | SUPERB! | SUPERB! | SUPERB! | IOWA STATE UNIVERSITY | |
| Dairy TRANS Performance Ratio | 134.00% | 144.00% | 219.00% | 130.00% | 112.00% | 147.80% | Cooperative Extension | |

by Larry Tranel, Dairy Field Specialist, Iowa State University Extension