

# WISCONSIN DAIRY DATA

Fact sheet series from the Center for Dairy Profitability

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2005-01final

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## Benchmarks – Dairy Farm Earnings Statement, 2004

Below are the final benchmarks for the 2004 financial year. Since the preliminary reports were done we added 80 farms for a total of 660 farm financial records.

The Farm Earnings report is on a per farm, per head, per CWT EQ basis. It shows a Net Farm Income (NFI) of \$101,890 almost double the amount in 2003 at \$58,785. NFI is the return to the farm manager's (and their family's) unpaid labor and management and equity capital. The average herd size for these records is 122 cows selling slightly more than 21,000 lbs of milk per cow at an average milk price of \$16.66 which generated a milk income of \$3,515 per cow.

Total income on a per cow basis was \$4,083 with feed purchases at \$849, interest payments \$163 and with repairs costing \$195. Vet and Medicine fees were \$117 as compared to \$109 in 2003. Depreciation taken in 2004 for machinery, equipment, building and livestock was \$397. The Net Farm Income (NFI) per cow was \$839 which is also double 2003.

On a per CWT EQ basis feed purchased was \$3.27, interest \$0.63, repairs \$0.75, vet and medicine \$0.45 with depreciation at \$1.53. Total NFI per CWT EQ was \$3.23 in 2004.

## Farm Earnings

Report Basis: Whole Farm, per Head, per Hundredweight Equivalent

Income	<u>2004</u>	<u>2004</u>	<u>2004</u>
	Economic	per Head	per CWT EQ
<b>Cash Income - Basis Adjustments</b>			
Sales of Livestock and Other Items Bought for Resale	39.85	0.33	0.00
Basis in Resale Livestock Sold	(81.01)	(0.67)	0.00
Animal Product Sales	426,678.95	3,514.77	13.53
Raised Non-Breeding Livestock Sales	10,534.54	86.78	0.33
Crop Sales	12,680.62	104.46	0.40
Distributions Received from Cooperatives	2,177.33	17.94	0.07
Agricultural Program Payments	12,597.25	103.77	0.40
MILC Program Payments	71.19	0.59	0.00
Commodity Credit Corporation (CCC) Loans	0.00	0.00	0.00
Crop Insurance Proceeds and Certain Disaster Payments	4,519.59	37.23	0.14
Custom Hire (Machine Work) Income	2,878.79	23.71	0.09
Other Income, Incl. Tax Credits, Refunds	4,565.55	37.61	0.14
Sale of Purchased Breeding Livestock	1,523.74	12.55	0.05
Basis in Breeding Livestock Sold	(2,297.83)	(18.93)	(0.07)
Sale of Raised Breeding Livestock	19,801.34	163.11	0.63
<b>Total Cash Income - Basis Adjustments</b>	<b>495,689.90</b>	<b>4,083.25</b>	<b>15.72</b>
<b>Non-Cash Income</b>			
Change in Raised Crop Inventories	2,648.10	21.81	0.08
Change in Remaining Current Assets	240.97	1.99	0.01
Change in Raised Breeding Livestock	8,980.91	73.98	0.28
<b>Total Non-Cash Income</b>	<b>11,869.99</b>	<b>97.78</b>	<b>0.38</b>
<b>Total Income</b>	<b>507,559.88</b>	<b>4,181.03</b>	<b>16.10</b>

## Expenses

	<u>2004</u>	<u>2004</u>	<u>2004</u>
	Economic	per Head	per CWT EQ
<b>Cash Expense</b>			
Cost of Items for Resale	74.01	0.61	0.00
Breeding Fees	5,735.69	47.25	0.18
Car and Truck Expenses	2,277.61	18.76	0.07
Chemicals	6,551.24	53.97	0.21
Conservation Expenses	0.33	0.00	0.00
Custom Heifer Raising Expenses	2,722.15	22.42	0.09
Custom Hire (Machine Work)	14,338.79	118.12	0.45
Employee Benefits - Dependents	5,221.27	43.01	0.17
Employee Benefits - Non-Dependents	6,479.06	53.37	0.21
Feed Purchase	103,029.36	848.71	3.27
Fertilizer and Lime	11,376.61	93.71	0.36
Freight and Trucking	4,048.75	33.35	0.13
Gasoline, Fuel, and Oil	10,771.74	88.73	0.34
Farm Insurance	6,200.96	51.08	0.20
Mortgage Interest	8,816.55	72.63	0.28
Other Interest	11,015.48	90.74	0.35
Labor Hired - Dependents	7,535.18	62.07	0.24
Labor Hired - Non-Dependents	34,302.15	282.56	1.09
Pension and Profit-Sharing Plans - Non-Dependents	29.17	0.24	0.00
Rent/Lease Equipment	2,837.16	23.37	0.09
Rent/Lease Other	16,060.14	132.30	0.51
Repairs and Maintenance	3,123.89	25.73	0.10
Building and Fence Repairs	5,821.47	47.95	0.18
Machinery Repairs	14,684.81	120.97	0.47
Seeds and Plants Purchased	10,311.16	84.94	0.33
Storage and Warehousing	79.39	0.65	0.00
Supplies Purchased	13,763.82	113.38	0.44
Taxes - Other	5,061.22	41.69	0.16
Taxes - Payroll	222.06	1.83	0.01
Utilities	9,806.60	80.78	0.31
Veterinary Fees and Medicine	14,207.68	117.04	0.45
Other Farm Expenses	4,991.38	41.12	0.16
Marketing & Hedging	5,465.71	45.02	0.17
Other Crop Expenses	2,696.63	22.21	0.09
Other Livestock Expenses	17,512.38	144.26	0.56
<b>Total Cash Expense</b>	<b>367,171.61</b>	<b>3,024.58</b>	<b>11.65</b>
<b>Non-Cash Expenses</b>			
- Change in Prepaid Expenses	(6,264.91)	(51.61)	(0.20)
Change in Accounts Payable	(1,518.32)	(12.51)	(0.05)
Machinery, Equipment and Building Depreciation	36,968.10	304.53	1.17
Livestock Depreciation	11,192.93	92.20	0.36
<b>Total Non-Cash Expenses</b>	<b>40,377.79</b>	<b>332.61</b>	<b>1.28</b>
<b>Total Expenses</b>	<b>407,549.41</b>	<b>3,357.19</b>	<b>12.93</b>
Net Farm Income From Operations (NFIFO)	100,010.48	823.84	3.17
Gain (Loss) on Sale of All Farm Capital Assets	1,879.24	15.48	0.06
<b>Net Farm Income (NFI)</b>	<b>101,889.72</b>	<b>839.32</b>	<b>3.23</b>