

Dairy Dashboard Report™

Year Vs Year Report



Always Improving Dairy Farm

For The YTD Period Thru Aug'06

Comparison Based On '05 Actual Income & Expense

Lbs Milk Shipped is ABOVE LAST YR 264,902
 Milk Price is BELOW LAST YEAR (\$1.98)
 Net Income is BELOW LAST YEAR (\$178,294)

Year-To-Date Income Statement

INCOME	Year-To-Date Income Statement			\$ Per Cwt Analysis	
	This Yr.	Last Yr.	Difference	This Yr.	Last Yr.
Milk Sales	1,317,605	1,469,493	(151,888)	13.40	15.36
Calf Sales	31,924	24,880	7,044	0.32	0.26
Cull Cows	100,765	86,487	14,279	1.02	0.90
Crop Income	15,070	29,471	(14,400)	0.15	0.31
Other Income/Rent	2,477	9,429	(6,951)	0.03	0.10
Gov't Payments	17,896	29,139	(11,244)	0.18	0.30
Patronage Dividend	9,803	9,824	(21)	0.10	0.10
TOTAL INCOME	1,495,541	1,658,722	(163,181)	15.21	17.33
EXPENSE	Year-To-Date Income Statement			\$ Per Cwt Analysis	
	This Yr.	Last Yr.	Difference	This Yr.	Last Yr.
Breeding	26,062	21,016	5,046	0.27	0.22
Depreciation	132,122	132,122		1.34	1.38
Feed Purchased	373,630	369,915	3,715	3.80	3.87
Fert/Lime/Spray	26,400	71,190	(44,790)	0.27	0.74
Fuel & Lubricants	78,220	56,265	21,955	0.80	0.59
Hired Labor	244,890	232,414	12,475	2.49	2.43
Insurance	16,717	12,445	4,272	0.17	0.13
Interest	74,260	55,159	19,101	0.76	0.58
Land Rent	18,600	25,532	(6,932)	0.19	0.27
Livestock Supply	158,683	158,904	(221)	1.61	1.66
Machine Hire/Lease		260	(260)		0.00
Marketing	76,520	70,615	5,905	0.78	0.74
Misc./Uncategorized	1,178	876	302	0.01	0.01
Office & Professional	16,222	26,100	(9,878)	0.16	0.27
Property Taxes	7,064	9,567	(2,503)	0.07	0.10
Repairs/Parts	77,307	88,274	(10,966)	0.79	0.92
Forage Purchased	4,328	4,134	194	0.04	0.04
Seed & Plants	32,866	24,640	8,226	0.33	0.26
Telephone & Electricity	28,141	23,128	5,013	0.29	0.24
Vet & Medicine	40,734	36,273	4,461	0.41	0.38
Heifer Raising					
TOTAL EXPENSE	1,433,941	1,418,828	15,113	14.58	14.83
NET INCOME	61,600	239,894	(178,294)	0.63	2.51

Cash Flow

	This Yr.	Last Yr.	Difference	Diff./Cwt.
NET INCOME W/O Depr.	193,721	372,016	(178,294)	-1.81
+ Interest	74,260	55,159	19,101	0.19
+ Non-Farm	10,000		10,000	0.10
- Family Draw	31,123	34,855	(3,732)	(0.04)
= Available:Debt/Capital/Risk	246,858	392,320	(145,462)	-1.48
- Principal + Interest	284,706	331,481	(46,776)	(0.48)
= Available:For Capital/Risk	(37,848)	60,838	(98,686)	-1.00
- Equip/Land/Investment	348,267	457,131	(108,864)	(1.11)
- Livestock Purchase	2,540	1,640	900	0.01
+ Capital Sales	35,851	35,865	(14)	(0.00)
+ New Term Debt	281,837	359,824	(77,987)	-0.79
+ Payables Increase (Dec.)	(1,076)	(10,463)	9,388	0.10
+ Receivables Increase (Dec.)	14,279	(22,760)	37,040	0.38
= Cash Position Before O/L	(86,322)	10,053	(96,375)	(0.98)
+ Operating Line Increase (Dec)	40,388	(6,303)	46,691	0.47
= Net Cash Change	(45,933)	3,750	(49,683)	(0.51)
Cost + Debt + Draw - Depr.	1,543,389	1,597,884	(247,903)	(2.52)

Production Factors

	This Yr.	Last Yr.	Difference
Lbs Milk Produced	9,833,544	9,568,642	264,902
Average Lbs Shipped Per Day	40,467	39,377	1,090
Lbs Milk Per Cow Per Day	74.3	76.1	(1.8)
Average Total Cows	616	581	35
Average Cows Milked Per Month	545	518	27
YTD Culling Rate	27.3%	30.1%	-2.9%
YTD Somatic Cell Count	179	174	5

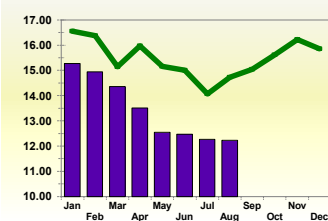
Financial Ratios

	This Yr.	Last Yr.	Difference
Milk Price Per Hundredweight	\$13.40	\$15.38	(\$1.98)
Milk Income Over Feed Cost/Cow/Day	\$7.13	\$8.74	(\$1.61)
Milk Income Over Feed Cost/Cwt.	9.60	11.49	(\$1.89)
Feed as a % of Milk Check	28.36%	25.17%	3.18%
Operating Expense Ratio	82.08%	74.25%	7.83%

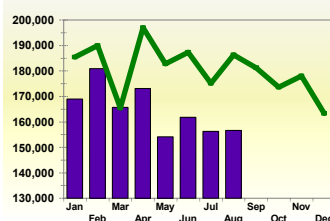
BARS = THIS YEAR

LINE = LAST YEAR

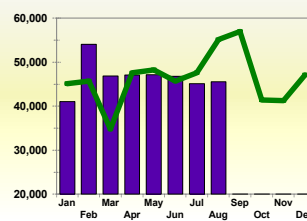
Milk Price/Cwt



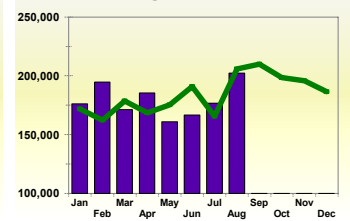
Milk Sales



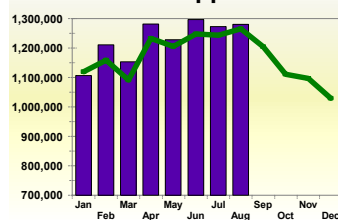
Feed Cost



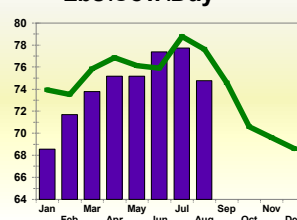
Expenses



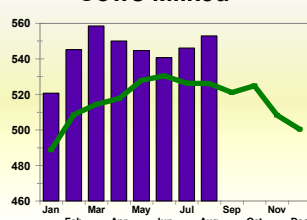
Lbs Shipped



Lbs/Cow/Day



Cows Milked



Total Cows

