

DAIRY BUSINESS ONLINE

DAIRY BUSINESS REPORT

For

Farm XYZ F14 BUDGET, Cash Flow & YTD Dec 2013



Report date January 2014

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www.dairybusiness.com.au

ABN 66 935 824 636

Dairy Business

Sample Budget F14 300 Cows

Lactation 013/14

Annual Litres Per Cow 6500 X 300 Cows

Annual Milk Solids Price Equivalent, Gross Price \$Kg/Milk Solids

\$Kg/MS \$ 6.40 Total Gross Income Milk Solids = \$ 923,520
Gross Cents/Litre 0.47

Total Litres			Total Kg's	Price Per Kg Milk Solids	Milk Solids Income
1,950,000	X Prot %	3.3	64,350	9.59	617116.50
1950000	X Fat %	4.1	79,950	3.84	307008.00
Total Income Milk Solids \$/Kg =					\$ 924,125

Total Milk Solids Per cow 481.00 Milk Solids \$/kg
Total Kg's Milk Solids for the Year 144,300 6.40

Total Litres for the Year 1,950,000
Less Volume Charges & Levies \$ 46,800
Cents/Litre 0.45
Milk Solids \$/kg/After Vol Ch 6.08
Estimated Milk Income \$877,324.50
Plus
Sundry Income Calf's cull cows etc. \$ 35,000.00

Total Estimated Income \$912,324.50

Less Operating Costs Cents/Litre \$/Kg/MS

Feed Costs Grain F14 @ 1.9 ton per head \$370 \$ 199,500.00 0.10 1.38
Grain \$ -
Protein \$ -
Minerals \$ -

Feed Costs Hay/Silage F14 \$ 30,000.00 0.02 0.21
Hay \$ 20,000.00
Silage \$ 10,000.00

Shed Costs F14 \$ 40,000.00 0.02 0.28
Electricity \$ 25,000.00
Dairy Supplies \$ 15,000.00

Fertilizer Costs F14 \$ 60,000.00 0.03 0.42
General Fert \$ 50,000.00
Urea \$ 10,000.00

Dairy Business

Budget F14

Herd Costs F14		\$ 33,000.00	0.02	0.23
<i>AI</i>	\$ 10,000.00			
<i>Herd Health</i>	\$ 8,000.00			
<i>Vet Costs</i>	\$ 15,000.00			

Pasture Renovation F14		\$ 12,000.00	0.01	0.08
<i>Pasture Seed</i>	\$ 8,000.00			
<i>Crop Seed</i>	\$ 4,000.00			
<i>Other</i>	\$ -			

Sundry Costs F14		\$ 117,000.00	0.06	0.81
<i>Contractors</i>	\$ 10,000.00			
<i>Mach Leases</i>	\$ 10,000.00			
<i>R&M</i>	\$ 20,000.00			
<i>Fuel & Oil</i>	\$ 12,000.00			
<i>Labour</i>	\$ 50,000.00			
<i>All Other</i>	\$ 15,000.00			

Total Operating Costs		<u>\$ 491,500.00</u>	<u>0.25</u>	<u>3.41</u>
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Estimated Operating Profit Before Fixed Costs		<u>\$ 420,824.50</u>	<u>Cents/Litre</u> <u>0.22</u>	<u>\$/Kg/MS</u> <u>2.92</u>
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Operating Costs Per Cow	\$ 1,638	Operating Profit Per Cow	\$ 1,403
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Breakeven Analysis Cents Per Litre

F14 YEAR ©

Sales Cents Per Litre

Sales price per Litre	0.45
Sales volume per period (Litres)	1,950,000
Total Sales	\$ 912,324.50

Variable Costs Cents Per Litre

Feed Costs Grain	0.10
Sundry Costs(All other costs not listed)	0.06
Feed Costs Hay	0.02
Shed Costs	0.03
Pasture Renovation Costs	0.01
Herd and Vets Costs	0.02
Fertilizer Costs	0.03
Variable costs per Litre	0.25
Total Variable Costs	\$ 491,500.00

Unit contribution margin
Gross Margin

0.20
\$ 420,824.50

Fixed Costs Per Period

Agistment	\$ 25,000.00
Administrative & Insurance	\$ 15,000.00
Rates & Water	\$ 35,000.00
Interest	\$ 140,000.00
Capital Works	\$ 8,500.00
Total Fixed Costs per period	\$ 223,500.00

Net Profit (Loss)

0.10
\$ 197,324.50

Costs Per Cow \$ 2,383

Profit Per Cow \$ 657.75

Results:

Breakeven Point (litres):

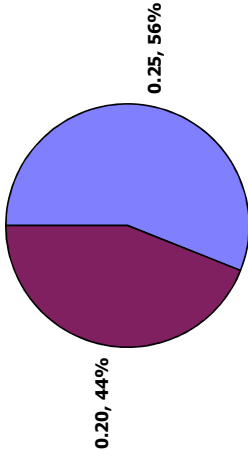
1,129,594

Sales volume analysis:

Volume per period (Litres)	0	195,000	390,000	585,000	780,000	975,000	1,170,000	1,365,000	1,560,000	1,755,000	1,950,000
Sales price per Litre	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45
Fixed costs per period	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00	223,500.00
Variable costs	0.00	49,150.00	98,300.00	147,450.00	196,600.00	245,750.00	294,900.00	344,050.00	393,200.00	442,350.00	491,500.00
Total costs	223,500.00	272,650.00	321,800.00	370,950.00	420,100.00	469,250.00	518,400.00	567,550.00	616,700.00	665,850.00	715,000.00
Total sales	0.00	87,732.45	175,464.90	263,197.35	350,929.80	438,662.25	526,394.70	614,127.15	701,859.60	789,592.05	877,324.50
Net profit (loss)	-223,500.00	-184,917.55	-146,335.10	-107,752.65	-69,170.20	-30,587.75	7,994.70	46,577.15	85,159.60	123,742.05	162,324.50

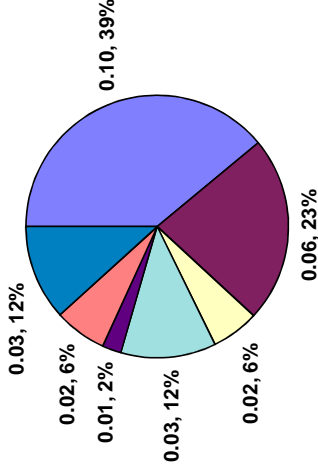
Unit Contribution Margin

Variable costs per Litre
Unit contribution margin



Variable Costs Cents Per Litre

Feed Costs Grain
Sundry Costs(All other costs not listed)
Feed Costs Hay
Shed Costs
Pasture Renovation Costs
Herd and Vets Costs
Fertilizer Costs



Dairy Business

YEAR TO DATE DEC 2013

Legend: Blue Target/Red Used

Lactation 13/14

YTD Litres Per Cow **3400** X **300** Cows

Target Litres per cow to meet Budget **3100**

Average Litres per cow by remaining days in lactation

18 X 183 **3294**

Forecasted estimate Annual Litres Per Cow **6694** Litres Per cow

Total Litres		Total Kg's	Price Per Kg Milk Solids	Milk Solids Income
1,020,000	X Prot %	33,660	9.59	322799.40
1020000	X Fat %	41,820	3.84	160588.80
Total Income Milk Solids \$/Kg =				\$ 483,388

Total Milk Solids Per cow

251.60

Target MS/Cow

229.40

Milk Solids \$/kg

Total Kg's Milk Solids for the Year

75,480

6.40

Total Litres for the Year

1,020,000

Targets to Budget

930,000

Less Volume Charges & Levies \$

24,480

Cents/Litre

0.45

Milk Solids \$/kg/After Vol Ch

6.08

Estimated Milk Income

\$458,908

\$418,416

Plus

Sundry Income Calf's cull cows etc.

\$ 8,000.00

\$27,000.00

Total Estimated Income

\$466,908.20

\$445,416

Less Operating Costs

\$ Remaining

\$ Spent YTD

Cents/Litre

\$/Kg/MS

Feed Costs Grain F14

\$ 87,500

112,000.00

0.11

1.48

Grain \$ -

Protein \$ -

Minerals \$ -

Grain \$ remaining

Feed Costs Hay/Silage F14

\$ 25,000

\$ 5,000.00

0.00

0.07

Hay \$ -

Silage \$ -

Hay \$ remaining

Shed Costs F14

\$ 27,000

\$ 13,000.00

0.01

0.17

Electricity \$ 6,000.00

Dairy Supplie \$ 7,000.00

Shed \$ remaining

Fertilizer Costs F14

\$ 49,000

\$ 11,000.00

0.01

0.15

General Fert \$ 6,000.00

Urea \$ 5,000.00

Fert \$ remaining

Dairy Business

YEAR TO DATE DEC 2013

Herd and Vet F14

AI	\$	8,000.00
Herd Health	\$	4,500.00
Vet Costs	\$	7,500.00

Herd \$ remaining

\$	13,000	\$	20,000.00	0.02	0.26
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Pasture Renovation F14

Pasture Seed	\$	2,000.00
Crop Seed	\$	4,000.00
Other	\$	-

Pasture \$ remaining

\$	6,000	\$	6,000.00	0.01	0.08
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Sundry Costs F14

Contractors	\$	7,000.00
Mach Leases	\$	4,998.00
R&M	\$	8,500.00
Fuel & Oil	\$	6,000.00
Labour	\$	25,000.00
All Other	\$	6,000.00

Sundry \$ remaining

\$	59,502	\$	57,498.00	0.06	0.76
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Operating Costs YTD

\$	224,498.00	0.22	2.97
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Balance Remaining to spend

\$	267,002	\$	491,500.00	As Per Budget
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Noted Fixed Costs applied YTD

\$	111,750	\$	336,248.00	Total Expenses Paid
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Estimated Profit

Before Interest Tax and Depreciation

		Cents/Litre	\$/Kg/MS
\$	130,660.20	0.13	1.73

Dollars remaining to achieve Operating Profit

\$	290,164.30	As Per Budget
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YTD Costs Per Cow

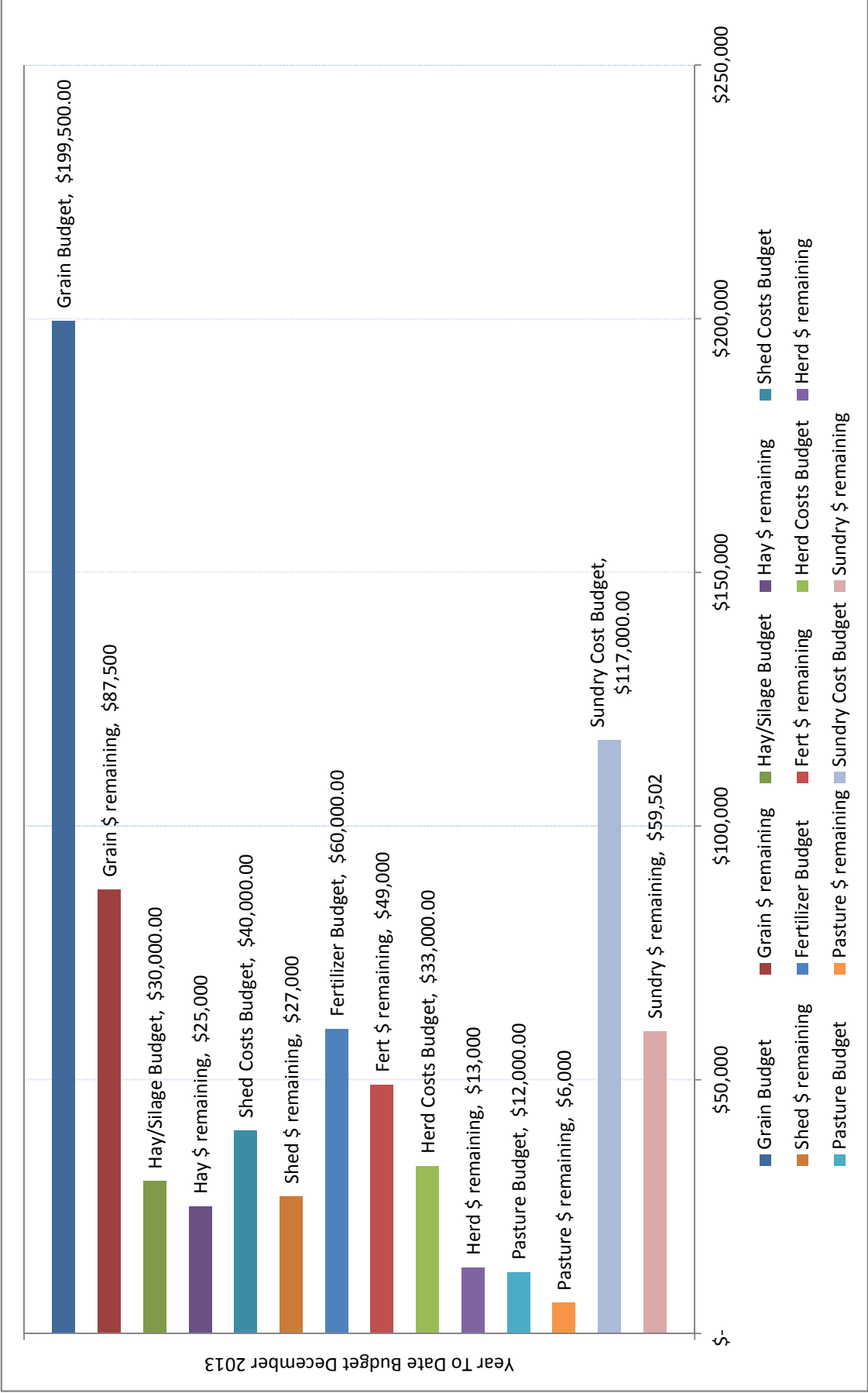
\$	1,121
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YTD Profit Per Cow

\$	435.53
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Year To Date compared against Budget



DAIRY BUSINESS ANALYST CASH FLOW PROGRAM

Milk Production		June	July	August	September	October	November	December	January	February	March	April	May	Total
Total Litres		220,500.00	227,850.00	260,400.00	345,000.00	386,880.00	381,600.00	328,600.00	279,000.00	252,000.00	201,872.00	198,400.00	168,000.00	3,250,102
Kgs Protein		7,320.60	7,564.62	8,645.28	11,454.00	12,844.42	12,669.12	10,909.52	9,262.80	8,366.40	6,702.15	6,586.88	5,577.60	107,903
Kgs Fat		8,886.15	9,182.36	10,494.12	13,903.50	15,591.26	15,378.48	13,242.58	11,243.70	10,155.60	8,135.44	7,995.52	6,770.40	130,979
Total Kg's Milk Solids		16,206.75	16,746.98	19,139.40	25,357.50	28,435.68	28,047.60	24,152.10	20,506.50	18,522.00	14,837.59	14,582.40	12,348.00	238,882
Enter Cows Milking		350	350	400	500	520	530	530	500	500	400	400	350	503
Average Litres Per Cow		20.32	21.00	21.00	23.00	24.00	24.00	20.00	18.00	18.00	16.28	16.00	15.48	22
Current Protein %		3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.20%	3.31%
Current Fat %		4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%
Enter your Protein \$/Kg		\$9.47	\$9.47	\$9.47	\$8.03	\$8.03	\$8.03	\$8.30	\$8.30	\$8.30	\$8.30	\$8.30	\$9.04	\$8.59
Enter your Fat \$/Kg		\$3.82	\$3.82	\$3.82	\$3.22	\$3.22	\$3.22	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.82	\$3.54
Financial		July	August	September	October	November	December	January	February	March	April	May	June	
Milk Payments		\$ 103,271.18	\$ 106,715.55	\$ 121,958.34	\$ 136,744.89	\$ 153,344.53	\$ 151,251.74	\$ 136,898.05	\$ 116,234.19	\$ 104,985.72	\$ 84,101.89	\$ 82,655.42	\$ 76,284.43	\$1,374,443.93
Quality Bonus @ 1 Cents		\$ 2,205.00	\$ 2,278.50	\$ 2,604.00	\$ 3,450.00	\$ 3,868.80	\$ 3,816.00	\$ 3,286.00	\$ 2,790.00	\$ 2,520.00	\$ 2,018.72	\$ 1,984.00	\$ 1,680.00	\$ 32,501.02
Step ups & SRP Payments		\$ 15,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$85,000.00
Total Farm Income		\$120,476.18	\$113,992.05	\$124,562.34	\$140,194.89	\$157,213.33	\$155,067.74	\$140,184.05	\$119,024.19	\$107,505.72	\$86,120.61	\$84,639.42	\$142,964.43	\$1,491,944.95
Total Farm Income Inc GST		\$132,523.79	\$125,391.25	\$137,018.57	\$154,214.38	\$172,934.66	\$170,574.51	\$154,202.45	\$130,926.61	\$118,256.29	\$94,732.68	\$93,103.37	\$157,260.88	\$1,641,139.44
Enter Volume Charge		2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40
Less Volume Charges & Levies		\$ 6,012.80	\$ 6,171.56	\$ 6,874.64	\$ 8,702.00	\$ 9,606.61	\$ 9,492.56	\$ 8,347.76	\$ 7,276.40	\$ 6,693.20	\$ 5,610.44	\$ 5,535.44	\$ 4,878.80	\$ 85,202.20
Gross Cents/Litre		0.55	0.50	0.48	0.41	0.41	0.41	0.43	0.43	0.43	0.43	0.43	0.85	0.46
Dollars Per Kg/Milk Solids		7.43	6.81	6.51	5.53	5.53	5.53	5.80	5.80	5.80	5.80	5.80	11.58	6.25
Total Expenses														
Machinery Leases		416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	4,999.92
BAS Payments/Refunds		9,500.00	0.00	9,500.00	0.00	0.00	0.00	0.00	9,500.00	0.00	0.00	9,500.00	0.00	38,000.00
Agistment		1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,663.00	20,000.00
Vehicle Expenses		150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
Fuel All Types		1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Shed Costs		5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	60,000.00
Balance Sundry not listed		1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Grain Purchases		30,000.00	30,000.00	30,000.00	30,000.00	21,500.00	21,500.00	21,500.00	30,000.00	30,000.00	30,000.00	30,000.00	28,000.00	332,500.00
Hay/Sludge		10,000.00	10,000.00	0.00	0.00	0.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	10,000.00	60,000.00
Labour Sharefarmer		21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	261,195.00
All Admin & Office costs		250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000.00
Herd Costs Vet		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
Herd Costs AI		1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Herd Costs General		1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Fertilizer All Types		15,000.00	10,000.00	10,000.00	15,000.00	15,000.00	15,000.00	0.00	0.00	0.00	25,000.00	25,000.00	15,000.00	100,000.00
Telephone Land/Mobile		150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
Pasture Renovation/Crop		0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	5,000.00	5,000.00	0.00	0.00	20,000.00
Insurance		1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Farm Finance		16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,663.00	200,000.00
Repairs & Maintenance		3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,326.00	40,000.00
Rates & Water		1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,663.00	20,000.00
Contractors		1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Capital Works/Payments		\$0.00	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$0.00	\$20,000.00
Total Expenses		\$125,067.91	\$110,567.91	\$120,567.91	\$100,067.91	\$82,067.91	\$87,067.91	\$87,067.91	\$105,067.91	\$100,567.91	\$125,567.91	\$140,067.91	\$113,547.91	\$1,297,294.92
Opening Cash Balance		(\$1,000)												
Other Cash Expense		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Nett Cash
Net Profit / (Loss)		\$1,445.08	\$8,651.78	\$9,576.02	\$45,444.47	\$81,260.15	\$74,014.04	\$58,786.78	\$18,582.30	\$10,995.18	(\$36,445.67)	(\$52,499.98)	\$38,834.17	\$ 258,642.32
Livestock Sales		\$0.00	\$0.00	\$5,000.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$20,000.00
Accumulated Cash		\$1,442.08	\$10,093.86	\$24,669.89	\$70,114.36	\$156,374.50	\$230,388.55	\$289,176.33	\$312,757.63	\$323,752.81	\$287,307.14	\$239,807.15	\$278,641.32	\$278,641.32