

Dairy Input Sheet Help Notes

1. Farm Details

Herd identifier

Enter herd IE number in this box.

Year End Date

Enter the year end date for the year in question e.g. 31/12/2011 for the year 2011.

Production Type

This box must be completed. Choose a production type from the following list:

- 1 Spring Calving - Calving start before Jan. 31st
- 2 Spring Calving Calving start after Jan 31st
- 3 30 % Autumn Calving (or less)
- 4 30% - 60 % Autumn Calving
- 5 60% Autumn Calving (or greater)

Registered for VAT

Enter 'Yes' or 'No'

Av no of unpaid Labour hours per week

Enter in the average number of hours worked by farm owner & family labour (partner, children). These hours are charged at a standard charge per hour, this can be changed. This is used to calculate Return for Capital & Management. This represents the return to the farm owner for having money tied up in farm assets and also represents his reward for his management of the farm business

The Total Labour Hour Charge & Return for Capital & Management figures appear on the whole farm reports only

Land Details

Enter adjusted hectares of usable land as per SFP application form. Exclude any area under yards, roadways etc. Divide the land area into area owned and leased and also into forage and tillage areas. Leased land includes land taken on a short-term basis (conacre, short-term grazing) and long-term leases (e.g. three year lease). The total cost of all leased land should be entered (divided between forage and tillage land as appropriate).

The white boxes must be filled; there is an optional enterprise breakdown. If the enterprise breakdown boxes are not filled, the computer programme will allocate the land area to each enterprise on a livestock unit basis.

The forage area must be divided into the area under grass, maize, whole crop and forage root crops (e.g. fodder beet). Maize, whole crop and forage root crops (e.g. fodder beet) are treated as forage crops and therefore any costs associated with growing these crops must be included with the normal grassland costs.

The tillage area must be divided into the area under cereals, sugar beet, potatoes and forage crops for sale (e.g. fodder or sugar beet grown for sale, whole crop wheat grown for sale).

Dairy Milking Platform ha

This is the area of land (ha) around the milking parlour that cows can physically walk to each day. Currently, part of this land could be for rearing replacements, cattle or in tillage. In some parts of the country this area is for cows only, replacements and silage is confined to outfarms. Milking platform area is the potential milk producing capacity of the farm.

Quota Details

Enter details of milk quota owned and leased (both short and long term). Details should be taken from the final milk statement for the 12 month period – usually the December milk statement. The total cost of the leased quota should be entered.

2. Sales and Direct Payments

Milk Sales

Enter the total volume of milk sold in the 12-month period being analyzed and the volume of milk fed to calves/ used in the house in the same period.

The net value of milk sold should be entered – this equals the total gross value of milk sold during the year less statutory levies. Net milk value is clearly identified on most milk statements.

Details of the annual average fat %, protein % and SCC must also be entered (this information can be got from the December milk statement in most co-op areas).

Direct Payments

Single Farm Payment – enter the total value of the SFP received on your farm in respect of the year in question (e.g. 2011).

REPS € - enter any REPS payments received during the year in question.

Compensatory Allowances - enter any Area Based Compensatory Payments (old Disadvantaged Area payments) received during the year in question. Also enter any other farm income such as sale of hay, VAT refund etc.

The specific dairy, cattle and sheep premia boxes are for any payments specific to these enterprises e.g. Suckler Cow welfare scheme payments are expected to be paid from December 2008. There is no specific dairy or sheep payment for 2008.

Tillage farmers with set-aside entitlements should enter the value of the specific set-aside entitlements in the box marked 'Setaside Ents. & Tillage Premia'.

Livestock Transfers

Enter the number of animals transferred on the farm during the year; standard transfer values are assigned by the computer (the values are listed under point 8 in this document).

Calves to Replacements – number of dairy replacement calves transferred from the dairy enterprise to the replacement enterprise during the year. For a spring calving herd this can equal the number of replacements 0 – 1 at the end of the year.

Calves to Cattle – number of non-dairy replacement calves transferred from the dairy enterprise to the cattle enterprise during the year. These can include all male calves and also non-dairy replacement female calves. For a spring calving herd this can equal the number of cattle 0 – 1 at the end of the year.

Replacements to Dairy Cows - number of dairy replacements transferred from the replacement enterprise to the dairy enterprise during the year (in-calf heifers that calve into the dairy herd). For a spring calving herd this can equal the number of replacements 1 – 2 at the start of the year.
Cattle kept as suckler cows – number of cattle 1 - 2 year olds kept as suckler cows.

Tillage Sales

Enter the total value of all tillage crops sold off the farm during the year. Include a value for crops still in the ground and a value for home grown crops fed (or retained and due to be fed) to livestock on the farm.

Other farm Income

Any small sales of product, such as some silage or bales of hay should be included here. Also include any small contracting receipts. Large scale sale of hay/silage should be treated as a separate enterprise with its own input costs and sales. Similarly where a lot of contracting is taking place- costs must be adjusted to account for inputs used in the contracting business.

Stock Bull Usage

Stock bull usage must be allocated between the dairy, replacement and cattle (suckler) enterprises. The total must not exceed 100%.

A useful way of allocating the bull usage is on the basis of the number of heifers versus the number of cows in calf to the stock bull.

The percentage usage figure will only have an effect if a stock bull is purchased or sold during the year (or if there is an inventory change). The percentage usage figure is then used to allocate a proportion of any sales, purchases or inventory changes to either the dairy or replacement enterprises.

3. Livestock Details

You must enter opening, closing and average stock numbers in the following categories:

dairy cows, suckler cows, stock bull, replacements 0 – 1, replacements 1 – 2, replacements 2+, cattle 0 – 1, cattle 1 – 2, cattle 2+, ewes, rams, stores/ hoggets, lambs.

You must also enter the value of livestock sales and purchases under the same categories; while not necessary to enter the numbers of animals purchased or sold, it is strongly recommended.

The average numbers should be calculated with reference to the monthly stock table; the average number refers to the average over the twelve month period and not simply the average of the opening and closing values. Farmers are recommended to complete the monthly stock table for their farm.

Standard values are assigned by the computer (see point 8 later); it is recommended that these values are used.

There is a box to record new-born calf sales; the purchase of calves should be recorded as either replacement 0 – 1 or cattle 0 – 1 purchase.

Net sales and purchase figures should be used i.e. net of levies.

4. Variable Costs

Purchased Feed

Enter total value € of all feed purchased for use by dairy cows, replacements, cattle and sheep during the year.

Include any feed used for feeding dry, milking or cull cows under dairy feed. Super-pressed pulp, brewer's grains and crimped grain are all concentrate replacements and should be entered here.

Calf feed and milk replacer should be entered under 'Sundry Variable Costs, Dairy'.

Example:

Total dairy feed purchased

15 tonnes @ €190 / t = €2,850 (enter in 'dairy' box)

Total cattle feed purchased

15 tonnes @ €160 / t = €2,400

Stock 40 0 to 1 year olds (10 Fr females)

40 1 to 2 year olds (12 Fr females)

10 Fr females received 1.4 kg/day for 130 days (Spring & Autumn) = 1820 kg

12 Fr females received 1.5 kg/day for 60 days (Spring & Autumn) = 1080 kg

Total purchased feed for replacements = 2900 kg = 2.9 tonnes

Cost of 2.9 tonnes feed = €464 = purchased replacement feed (enter in 'replacement' box)

Therefore balance = €1,936 (€2,400 - €464) = purchased cattle feed (enter in 'cattle' box)

Home Grown Concentrates

Enter total value € of all home grown concentrates for use by dairy cows, replacements, cattle and sheep during the year. Include here home grown rolled cereals, crimped cereals, peas etc.

Do not include a value for silage, maize silage, whole crop cereals in this box. The cost of growing these forage crops should be included under the stock headings below – fertilizer, contractor, seeds and sprays.

Purchased Forage

The total value € of purchased silage, hay, maize silage, whole crop cereal or fodder beet etc, should be entered here. The total bill must be divided between dairy, replacements, cattle and sheep as appropriate.

Farm Fertiliser - Stock

Enter the total value € of all N, P, K fertilizer used on the farm during the year on all forage areas – this includes fertiliser used on arable silage, maize, whole crop cereals, fodder beet grown for use on the farm. There is an option to divide the fertiliser bill between the three enterprises on the farm but it is probably better to enter the fertiliser bill as a total figure for the farm; the computer will then allocate the total figure on a LU basis.

Farm Fertiliser - Crops

Enter the total value € of all N, P, K fertiliser used on the farm during the year for all tillage crops.

Lime

Enter the total value € of lime spread on the farm during the year; divide as appropriate between stock and tillage.

Farm Veterinary

Enter the total value € of the veterinary bill for the farm. Include monies paid to local veterinary surgeon as well as monies spent on dosing products, dry cow tubes etc at local co-op or Agri-Store.

Dry cow minerals should be included here (as should any powdered minerals).

Also include here the cost of hoof paring, annual TB and Brucellosis test and vaccinations.

It may be possible to divide out the cow costs and apportion the remaining costs on a livestock unit basis (optional enterprise breakdown). Alternatively enter a total figure and the computer programme will allocate costs on a livestock unit basis.

AI / Breeding

Enter the total value € of the AI bill for the farm. If AI fee is paid through the co-op, this figure will be on the monthly milk statements. The bill must be divided between the dairy and replacement enterprises.

The cost of scanning and any fertility treatments used on the farm should be included here (and not under veterinary). Also include the cost of a vasectomy treatment (if appropriate).

Farm Contractor Costs

Enter to total value € of the contractor bill for the farm – the bill must be divided between stock and tillage. Include here the cost of silage contracting, slurry spreading, baling, ploughing, other cultivations, hedgecutting etc.

Milk Recording & Parlour

The total figure is entered under ‘Dairy’. Include the cost of bulk tank and milking machine repairs and maintenance, milk recording and dairy supplies.

Levies & Transport

Include non-statutory milk levies (e.g. IFA, ICMSA levies) and any milk transport charges under ‘Dairy’. Allocate any cattle haulage charges to the relevant animal category.

If a Super Levy fine applies to the year in question, it should be entered under ‘Dairy’.

Straw

Enter the cost of any straw purchased.

Or retained on the farm if there is a tillage operation – the same figure must be included under tillage sales.

Sundry Variable Costs

Include the cost of calf feed and milk replacer under ‘Dairy’ (i.e. any feed used to rear calves to 8 weeks of age). Calf feed purchased for calves older than this is either cattle feed or replacement feed. If completing e-Profit Monitor for the calendar year for a spring calving herd, any calf feed purchased up to May 1st can be entered here (as a rule of thumb).

Other examples of Sundry Variable Costs are:

Calf tags – dairy

Freeze branding – replacements

Knackery – appropriate animal category.

5. Fixed Costs

Hired Labour

Enter the total value € of the labour bill on the farm for the year; divide between stock and tillage. Include here the cost of permanent labour, part-time and casual labour.

Include monies paid to Farm Relief Service (apart from that paid for hoof-paring; this is allocated to Veterinary).

If family labour is paid i.e. son or daughter, include only the money paid to cover the time spent on the farm e.g. son paid €4,000 per year who is attending University. He spends 10 weeks a year working on the farm. Therefore one-fifth of the money paid should be included as labour i.e. €800.

Farm Machinery Costs

This heading is divided into running costs and lease costs.

Enter the total value € of the machinery running costs on the farm for the year – include fuel, repair, tax and insurance costs.

Any lease payments paid during the year should be entered under ‘Machinery Leases’. Loan repayments (including HP payments) made on machinery should not be included under ‘Machinery Leases’; the interest portion only of such payments should be included under the ‘Loan Interest’ heading.

Farm Interest Payments

This heading is divided into overdraft & merchant credit interest and loan interest.

Overdraft & merchant credit interest – bank current a/c and co-op trading a/c credit interest – total for the year less any discount interest received. Include any bank charges incurred here.

Loan interest – interest paid on all loan accounts during the year; this includes hire purchase interest paid.

Car, ESB & Phone

This heading is divided into car, ESB, phone.

Use the farm share of these three items i.e. 2/3rd share.

Car - includes tax, insurance, running costs, repairs and leases (if any). If there is a jeep (or specific farm car) on the farm, you can use 100% of all jeep costs and ignore the costs associated with the private car.

ESB – include total ESB bill for the year.

Phone - don't forget the mobile phone bill.

Depreciation

This heading is divided into depreciation on buildings and depreciation on machinery.

The following rates are suggested:

Machinery 10%

Car, Jeep 10 % (include farm share only)

Milking Machine and Bulk Tank 10%

Land Reclamation 5%

Buildings 5%

Depreciation should be calculated on a straight line basis i.e. depreciation should be calculated as a percentage of the net purchase cost (net of VAT and any grants that might apply)

Repairs and Maintenance

Include the total cost of any maintenance carried out on the farm during the year. As a rule of thumb, If VAT has been reclaimed on the expenditure, then the expenditure should be considered as a capital expenditure. It should be entered as an investment in buildings in the Balance Sheet.

Insurance

Enter the cost of farm insurance here. Car insurance should be entered under 'Car' while machinery insurance should be entered under 'Machinery running costs'.

Professional Fees

For example, accountancy fees, Teagasc or consultancy fees, discussion group membership fees, conference fees etc.

Sundry Fixed Costs

For example water charges, sundry fixed items, small power tools etc.

Optional Fixed Cost Allocation

Fixed should be divided between stock and tillage. There is an option to select up to 3 fixed costs for and allocate them to individual livestock enterprises e.g. Depreciation on cattle housing allocated directly to cattle.

6. Balance Sheet

You must include details of assets and liabilities at both the start and end of the year as well as the amount invested under the various asset headings during the year.

If you completed a Profit Monitor last year, the opening balances should equal the closing balances from last year. Alternatively, if your farm accounts are prepared for the same period as your Profit Monitor analysis, the opening balances can be taken from the farm accounts (closing balance).

Assets

Include land, quota, SFP entitlements, buildings, machinery (including car, jeep), dwelling house, investments, pension, debtors and cash on hand. The size of the milk quota at the beginning and end of the year should be entered (see your co-op milk statement); the value of any quota purchased should be entered under the column headed 'Net Invested'.

Standard values are suggested for land and quota (see below).

The depreciation figures are as per the Fixed Costs.

Liabilities

Include the balances on all loan accounts (farm and non-farm) as well as merchant credit and bank overdraft balances at both the start and end of the year in question.

Don't forget the balances on the milk quota loan accounts.

Debtors and Cash on Hands

Include any positive bank account balances as well as money owed to you (debtors).

Enter the figure for both the start and the end of the year.

The main debtors on most spring calving dairy farms will be the milk co-op (outstanding milk cheque) and the Department of Agriculture (outstanding SFP).

Stocks (other than animals)

An estimate of the value of feed, forage, fertilizer, crops, seeds and sprays on hand at both the start and end of the year should be entered. This is especially important if there is a change in the value of stocks held during the year (inventory change) e.g. less silage on hand at end of year than at start of year.

New Capital Investments

Include any capital investments made on the farm during the year – under the column headed ‘Net Invested’. The figure entered should be the net value of any investment made.

7. Dairy Physical data

This section deals with the physical performance of your farm. It will not affect the financial analysis of your farm. Its purpose is to try and help understand different financial performances and is best used when comparing farms in a group situation.

Enter date of start of calving, end of calving, total calvings and number of calvings in Feb/march. E.g. started calving on 25/1/08, had 60 cows calved by 13/3/08 and ended calving on 25/4/08. Start of calving is when cows/heifers calve to full term pregnancies.

Enter the most previous herd EBI from Herdplus report.

Silage cutting dates and hectares should include round bales as well. E.g. first cut could be 25ha in total, 10ha on milking platform, 10 ha on out farm and 5 ha of round bales cut around the same period from the milking platform.

8. Frequently Asked Questions

Question:

What about the costs associated with growing forage crops for use on the farm e.g. maize, whole crop wheat etc?

Answer:

Enter the costs under the appropriate stock heading. For example, enter maize fertilizer under ‘Stock Fertilizer’ and maize contractor under ‘Stock Contractor’.

Question:

What about disease compensation grants?

Answer:

TB and Brucellosis Compensation Grants should be included under the appropriate category of livestock sales.

For example, if reactor compensation of €800 is received in respect of the sale of one cow (€550) and one weanling (€250), then cow sales should be increased by €550 and cattle sales by €250.

The monthly income supplement should be included under “REPS and Other Farming Income”.

Question:

What about forestry premia payments?

Answer:

These should be excluded (as the land under forestry is not considered for this analysis).

Question:

What about off-farm income, dividends etc?

Answer:

These should be excluded.

Question:

If a farmer leases milk quota to the co-op or leases suckler / ewe quota to another farmer, where should that income be recorded?

Answer:

Monies received for leasing milk quota to the Co-op (temporary leasing of unused quota) should be included under "REPS and Other Farming Income". Likewise for income received for the lease of suckler / ewe quota to another farmer.

Question:

I purchased a new tractor in 2006 – the cost to me was €35,000. I signed a hire purchase agreement with my local bank – I will repay this over 7 years and the total cost to me will be €42,000. I made the first annual repayment of €6,000 during 2006. How should I show this on Profit Monitor?

Answer:

There are a number of entries to be made as follows:

- i. Increase the asset value of machinery by €31,500 (the value of the new tractor less 10% depreciation). Enter the figure under the 'Net Invested' column.
- ii. Enter €3,500 under depreciation (increase the existing figure by this amount).
- iii. The annual cost of the hire purchase is €1,000 – calculated as $(€42,000 - €35,000)/7$ – this must be entered under 'Farm Interest Payments – Loan Interest'.
- iv. The balance owed on the tractor hire purchase at the end of the year is €30,000 – calculated as $€35,000 - €5,000$, where €5,000 is the principal paid during the year - this must be added to the closing balance of 'Loans (Farm)'.

Question:

I purchased 50,000 litres milk quota during the year – this cost me €9,000. In order to pay for it, I took out a loan with my local bank at 4% interest over 3 years. I made my first annual repayment of €3,243 during 2006. How should I show this on Profit Monitor?

Answer:

Again there are a number of entries to be made:

- i. Increase the value of milk quota by €9,000 (the value of the additional milk quota). Enter the figure under the 'Net Invested' column.
- ii. The purchase of milk quota is written off over 7 years (14.3% per year). Therefore a figure of €1,287 should be entered under depreciation.
- iii. In 2006 (Year 1 of the loan), you made a repayment of €3,243. The interest portion of this was €360 – this must be entered under 'Farm Interest Payments – Loan Interest'.
- iv. The balance owed on the milk quota loan is €6,117 - this must be added to the closing balance of 'Loans (Farm)'.

Year	Annual Repayment €	Principal €	Interest €	Closing Balance €
1	3,243	2,883	360	6,117
2	3,243	2,998	245	3,118
3	3,243	3,118	125	0

Question:

I made a bid to buy 60,000 litres milk quota at 15 cent per litre (€9,000) on the Milk Quota Exchange in winter 2008. I won't know if I have been successful until January 2009. How should I deal with this on my Profit Monitor?

Answer:

This should not appear on your 2008 Profit Monitor. You will not own the additional quota (if successful) until 1/4/2009. The balance on your Current Account will not be affected until the Exchange is completed – also in 2009.

You can enter this as a New Investment in milk quota on your 2008 Profit Monitor; if you organize a loan to pay for it, you can follow the steps outlined in the previous question.

Table 1: Loan Account Balances					
Loan	Opening Balance (A)	Total Repayments (B)	Interest (C)	Principal (B-C=D)	Closing Balance (A-D)
<i>Example - AIB</i>	- 50,000	8,201.28	1,885.04	6,316.25	- 43,683.75

The example in the above table refers to a loan of €50,000 for 7 years at 4% interest. Monthly repayments of €683.44 are made, giving a total annual repayment of €8,201.28. In Year 1, this is made up of €1,885.04 in interest payments and the balance €6,316.25 in principal repayments. The breakdown between principal and interest payments will differ for each year of the loan. Many farmers are now buying machinery on a hire purchase agreement – details of the hire purchase should be entered here.

Table 2: Asset Values and Depreciation					
Asset Type	Opening Value (A)	Additions (B)	Sale / Disposals (C)	Closing Value before Depreciation (A+B-C=D)	Depreciation (E)

Buildings					5% of D

Machinery					10% of D

List all buildings and machinery on the farm at the start of the year and establish a value on each (from farm accounts or estimate of market value for machinery). Enter the net value of all additions in column B. In the case of buildings the net value equals the total cost of the building less any grants received and VAT reclaimed. In the case of machinery the net value equals the total cost less any trade in allowance received.

Completing the eProfit Monitor Input Sheet – summary guidelines

Allocation of variable costs is outlined in the following table

Variable costs	Dairy	Replacements	Cattle/Sheep	Tillage
Purchase Concentrate	Total value of feed purchased Includes dairy meal, super-pressed pulp, brewers grains and crimped grains fed to cows	Total value of feed purchased for replacements use post-weaning - NOTE : <i>Before weaning replacements, concentrate costs included in dairy sundry var costs</i>	Total value of feed purchased -divide it up into cattle and sheep	
Home grown Concentrate	Includes home grown grain, crimped cereals, peas etc. estimated value based on sales value e.g. barley €150/t + rolling charge €20/t = €170/tonne	Ditto fed to replacements	Ditto fed to cattle sheet	
Purchased Forage	Include purchased pit & baled grass silage, maize silage, whole crop cereal, fodder beet, hay fed to cows	Ditto fed to replacements	Ditto fed to cattle/sheep	
Fertiliser Lime	Enter the total value of all fertilisers and lime used on the farm during the year on all forage areas – this includes fertiliser used on arable silage, maize, whole crop cereals etc for use on the farm – better not to divide it up into the different livestock enterprises			Cost of fertilisers and lime used on the tillage crops entered here
Veterinary	Total value of vet bills – dosing products, vaccines, dry cow tubes, hoof paring, TB & Brucellosis tests, dry & milking cow minerals			
AI/Breeding	All breeding costs are entered here including the AI, fertility treatments, synchronising, scanning & cost of vasectomising teaser bulls – divide the costs up between the dairy herd and replacements (beef/sheep if applicable)			
Contractor	Total value of contractor cost for the stock e.g. silage making, baling, hedge cutting, ploughing, rotovating reseeded, slurry spreading			Total value of contractor costs for the tillage crops
Seed & Spray	Costs of grass seed purchases here and grassland sprays including glyphosate products used for reseeded			Tillage crop sprays and seeds
Milk Recording & Parlour	Milk recording costs & parlour expenses incl. liners, detergents, disinfectants costs and milking machine & bulk tank R&M			
Silage Additive & Polythene	Additives and polythene / wrap costs for silage making			
Levies & Transport	Non-statutory milk levies, eg ICMSA, IFA levies and milk transport charges, current year super levy fine	Heifer haulage charges	Cattle/ Sheep haulage charges	Tillage crop haulage charges
Straw	Cost of purchased straw or cost of home grown straw – also include wood chip purchases here			
Sundry Variable Costs	Calf feed & Milk replacer Knackery charges, freeze branding, calf tags	Knackery charges Freeze branding	Knackery charges Freeze branding	

Allocation of the fixed costs is outlined in the following table.

Fixed costs	Probably best to allow the programme to allocate the fixed costs – they can be divided up manually in the input sheet between stock / tillage
Hired Labour	Relief milking, casual and permanent labour on the farm. Do not include owner operator's salary Children paid a salary from the farm e.g. a student receives €4,000 p.a. – include the portion earned while working on the farm e.g. 10 weeks - €800 approx.
Machinery Machinery Running Machinery Leases	Include fuel, tax repair and insurance costs to tractors Machinery lease costs are included here – <u>not</u> HP / loan repayments on machinery
Interest Payments OD & Credit Int. Loan Interest	Include bank current a/c and co-op trading a/c interest & bank charges incurred Interest paid on loan accounts & hire purchase interest paid
Car ESB & Phone Car (Farm) ESB (Farm) Phone (Farm)	2/3 share of the car running costs – tax, insurance, repairs and leases (if any) or 100% of a dedicated farm vehicle e.g. Jeep 2/3 share of the ESB bill if a single bill or 100% if a separate farm ESB bill 2/3 share of the mobile and land line phone bills or 100% if dedicated land line/exclusive mobile phone
Depreciation Dep. Buildings Dep. Machinery	Calculate on a declining balance ; The following rates are suggested 5% of land reclamation/buildings/construction of new roadways – include the milking parlour here 10% on machinery including farm share of the car or Jeep, bulk tank and milking machine
Repairs and Maint.	Such costs include fencing repair, repairs to drains and roadways, painting sheds
Insurance	Farm insurance costs only – car insurance entered under 'car'; machinery insurance entered under 'machinery running'
Prof. Fees	Include accountancy fees, Teagasc fees, consultancy fees, membership of group or organisations, conference fees
Sundry Fixed Costs	Examples include water charges

Production type

This box must be completed for the relevant year. Types 1 & 2 are pre- or post-31st January start of calving spring ilk production systems. Types 3, 4 & 5 are for winter milk herds with <30%, 30-60% or >60% of the cows calving in the Autumn (after July 1st).

Milk sales

Enter the total volume of milk sold on the farm for the 12-month period being analysed. The net value of the milk entered – the total gross value of milk sold less statutory levies. Details of the annual average fat & protein % and SCC can be obtained from the Co-op Performance report – your adviser will be able to access this report if he has access to your farm details on the ICBF website.

Livestock numbers

The numbers of the various categories of livestock should be accurately recorded for your farm. Your adviser will be able to access this data if your are in Herd Plus and your adviser has access to your farm information on the ICBF website.

Stock bull usage

Where a stock bull is retained on the farm, the simplest way to calculate percentage usage is to determine the number of calves he sired in the relevant year and allocate his usage on a % basis e.g. a farms two stock bulls sired 50 calves in 2011: 15 were born to dairy cows, 5 to replacement heifers and 30 to suckler cows. The stock bull usage is 30% to dairy cows, 10% to replacement heifers and 60% to suckler cows.

Contract Rearing of Heifers

- a) All heifers reared off-farm: “sell” heifers from the dairy herd for €300. This is the same value as if heifer calves were transferred to a replacement enterprise on the existing farm.

When heifers are returned to the dairy farm, they are valued at €300 (initial cost of calf) plus the cost of having this animal contract reared. So, if heifers are contract reared at a charge of €1 / day, and are off-farm for 600 days then these heifers are “purchased” into the dairy herd for €900 (€300 + €600).

e.g., 100 cow herd rearing 30 replacements off-farm - 30 “sold” from dairy herd
@ €300 each.

30 “purchased” into dairy herd @ €900 each.

To avoid inventory changes, these animals should be purchased in the year that they calve, i.e., January / February. There should be no replacement heifer enterprise in this scenario, all fixed costs are carried by the dairy herd.

- b) Some heifers reared off-farm: Again, “sell” these heifers from the dairy herd. “Purchase” back using the same example above as a guide. Heifers that are reared on the home farm will be transferred back into the herd at €1,000 as normal. In this scenario, some fixed costs will be carried by the replacement enterprise.
- c) All reared off-farm with inputs (e.g., fuel / feed, vet) purchased by dairy farmer: “Sell” and “Purchase” these animals as above. The purchase price must include the price paid to the reared plus the cost of inputs required to rear the heifers.

e.g., 30 replacements “sold” to reared.

30 replacement “purchased” at cost of	
€300	- calf transfer value
€300	- reared charge
<u>€250</u>	- fert. meal, etc.
€850	