

## Dairy Business Consulting

# Feasibility Collection Packet

Herd Name: \_\_\_\_\_

Date Mailed/Left Off: \_\_\_\_\_

Projected Date Due Back: \_\_\_\_\_

- ✓ Please complete the enclosed packet to complete your Feasibility Study.
- ✓ Complete as accurate as possible from YTD and historical (income and expense) numbers for the base plan year (current typical year).
- ✓ If you prefer, you can attach your own sheets or reports rather than transfer data onto this form.
- ✓ Balance sheet is very important. Please be accurate
- ✓ Ask your Agronomist to fill out the Crop Budgets. These are planned not actual.
- ✓ Ask your Nutritionist to fill out the feed budget. These are planned not actual. Use projected prices and accurate DMI.
- ✓ Complete the Animal Flow accurately, especially heifer numbers. Total heifer numbers should match the balance sheet.
- ✓ Call or email me your questions as you complete the form.
- ✓ If you will not be able to meet or choose not to meet the projected due back date, please call me to make other arrangements so I know your plans.
- ✓ After your packet is entirely completed then send to me.
- ✓ Feasibility Studies will be worked on in the order they are received.
- ✓ You are accountable to supply timely and accurate information to complete your scope of work per our contract.

**Thank You!**

**Balance Sheet Input Form**

Actual \_\_\_\_

Date: \_\_\_\_\_

**Assets:**

	<u>VALUE</u>	
<u>Current Assets:</u>		
Cash/Checking	_____	
Savings	_____	
Hedging	_____	
_____	_____	
_____	_____	
Accounts Receivable:		
Milk	_____	Days _____
_____	_____	
_____	_____	
Labor Advances:	_____	
Pre-Paid Expenses:	_____	
_____	_____	
_____	_____	
_____	_____	
Cash Invested in Crops:	_____	Market ____ or Input ____
Feed Inventory:		
Corn Grain (bu.)	_____	@ 85% dm
Soybeans (bu.)	_____	@ 85% dm
Corn Silage (ton)	_____	@ 35% dm
Haylage (ton)	_____	@ 35% dm
Hay (ton)	_____	@ 85% dm
_____	_____	
_____	_____	
_____	_____	
Other Inventory:		
Bedding	_____	
Protein (ton)	_____	
Mineral (ton)	_____	
_____	_____	
BST	_____	
Supplies	_____	
_____	_____	
_____	_____	
Government Crop Loan:	_____	net of loan ____ or full market value ____
_____	_____	
Market Livestock:	_____	
_____	_____	
_____	_____	

## Dairy Business Consulting

Intermediate Assets:

Breeding Livestock:

Cows \_\_\_\_\_  
 Bred Heifers \_\_\_\_\_  
 7 – 14 months \_\_\_\_\_  
 0 – 6 month \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Farm Machinery/Equip. \_\_\_\_\_  
 \*Purchased since last BS \_\_\_\_\_  
 \*Sold since last BS \_\_\_\_\_  
 Farm Vehicles \_\_\_\_\_  
 \*Purchased since last BS \_\_\_\_\_  
 \*Sold since last BS \_\_\_\_\_  
 Other Intermediate \_\_\_\_\_  
 \*Purchased since last BS \_\_\_\_\_  
 \*Sold since last BS \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

attach itemized list, source of value \_\_\_\_\_  
 date of last balance sheet \_\_\_\_\_

attach itemized list, source of value \_\_\_\_\_

attach itemized list, source of value \_\_\_\_\_

**\* Attach copy of transaction lists for these categories**

Long Term Assets:

Refer to last balance sheet values if no changes.

Land \_\_\_\_\_ acres \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ acres \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ acres \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ acres \_\_\_\_\_ source of value \_\_\_\_\_

\*Purchased since last balance sheet \_\_\_\_\_ Sold since last balance sheet \_\_\_\_\_

**\* Attach copy of transaction lists for these categories**

Buildings \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ source of value \_\_\_\_\_  
 \_\_\_\_\_ source of value \_\_\_\_\_

Purchased since last balance sheet \_\_\_\_\_ Sold since last balance sheet \_\_\_\_\_

**\*Please attach a detailed list of ALL capital purchase and capital sales since last balance sheet.**

Coop Stock \_\_\_\_\_

Non-Farm Assets:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

## Dairy Business Consulting

### Liabilities:

Current Liabilities:

Accounts Payable		>30 days, <b>attach itemized list</b>
Payroll Taxes		
Advances		
Accrued Interest		

<u>Loan Name or #</u>	<u>Interest Rate</u>	<u>Principal Balance</u>	<u>Monthly Payment</u>	<u>Month(s) Due</u>
Operating _____				

Intermediate Term Liabilities:

<u>Loan Name or #</u>	<u>Interest Rate</u>	<u>Principal Balance</u>	<u>Monthly Payment</u>	<u>Month(s) Due</u>

Long Term Liabilities:

<u>Loan Name or #</u>	<u>Interest Rate</u>	<u>Principal Balance</u>	<u>Monthly Payment</u>	<u>Month(s) Due</u>

Non-Farm Liabilities:

<u>Loan Name or #</u>	<u>Interest Rate</u>	<u>Principal Balance</u>	<u>Monthly Payment</u>	<u>Month(s) Due</u>

### Projected Income for Feasibility

## Dairy Business Consulting

	<u>Base</u>	<u>Alt #1</u>	<u>Alt #2</u>
Ag Program Payments – Crop	_____	_____	_____
Ag Program Payments – Dairy	_____	_____	_____
Crop Sales _____	_____	_____	_____
Crop Sales _____	_____	_____	_____
Interest Income	_____	_____	_____
Lvstk. Sales/Calf/Bull – price/calf	_____	_____	_____
Lvstk. Sales/Calf/Heifer - total	_____	_____	_____
Lvstk. Sales/Cull/Bull - total	_____	_____	_____
Lvstk. Sales/Cull/Cow – price/cow	_____	_____	_____
Lvstk. Sales/Cull/Heifer - total	_____	_____	_____
Lvstk. Sales/Market Livestock	_____	_____	_____
Miscellaneous Income	_____	_____	_____
Dividends	_____	_____	_____
Patronage/Cash	_____	_____	_____
Risk Protection Hedging – Milk	_____	_____	_____
Risk Protection Hedging – Other	_____	_____	_____
Milk Sales	_____	_____	_____
Pounds/cow/day in tank	_____	_____	_____
Basis before hauling	_____	_____	_____
% of milking cows in tank	_____	_____	_____
Attach milk contracts	_____	_____	_____

## Projected Capital Purchases/Sales for Feasibility

Purchases	<u>Base</u>	<u>Alt #1</u>	<u>Alt #2</u>
Cattle (see Animal Flow)	_____	_____	_____
Equipment _____	_____	_____	_____
Equipment _____	_____	_____	_____
Equipment _____	_____	_____	_____
Equipment _____	_____	_____	_____
Facilities _____	_____	_____	_____
Facilities _____	_____	_____	_____
Facilities _____	_____	_____	_____

Describe/List any capital sales or new financing needed for above items:

## Projected Operating Expenses for Feasibility

Attach historical information if available

	<u>Base</u>	<u>Alt #1</u>	<u>Alt #2</u>	
Average Total Cows Assumed	_____	_____	_____	Monthly
				<u>Distribution (Default is Equal)</u>
Bedding	_____	_____	_____	
Breeding Expenses	_____	_____	_____	
BST	_____	_____	_____	
Crop Expenses – Complete Crop Budget				
Crop Exp./Chemical	_____	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____	_____
Crop Exp./Other	_____	_____	_____	_____
<b>*Crop Exp./Rent/Lease</b>	_____	_____	_____	_____
Crop Exp./Seed	_____	_____	_____	_____
Custom Hire	_____	_____	_____	_____
Custom/Manure Removal/Application	_____	_____	_____	_____
Custom/Heifer Growing	_____	_____	_____	_____
Custom/Dry Cow Care	_____	_____	_____	_____
<b>*Equipment Rent or Lease</b>	_____	_____	_____	_____
<b>*Facility Rent or Lease</b>	_____	_____	_____	_____
Feed Expense/Consulting/Testing	_____	_____	_____	_____
Feed Budget – Complete Feed Budget				
Feed Expense/Corn	_____	_____	_____	_____
Feed Expense/Soybeans	_____	_____	_____	_____
Feed Expense/Hay	_____	_____	_____	_____
Feed Expense/Haylage	_____	_____	_____	_____
Feed Expense/Non-forage or Grain	_____	_____	_____	_____
Freight/Non-Feed/Non-Lvstk.	_____	_____	_____	_____
Fuels, Oils, and Lubes	_____	_____	_____	_____
Insurance/Liability and Property	_____	_____	_____	_____
Insurance/Vehicle	_____	_____	_____	_____
Labor/Draw _____	_____	_____	_____	_____
Labor/Draw _____	_____	_____	_____	_____
Labor/Employee Benefits	_____	_____	_____	_____
Labor/Hired Management	_____	_____	_____	_____
Labor/Hourly	_____	_____	_____	_____
Labor/Insurance (Health, Life, Other)	_____	_____	_____	_____
Labor/Salaried	_____	_____	_____	_____
Labor/Taxes (FICA, FUTA, SUTA, Medic)	_____	_____	_____	_____
Labor/Workmans Compensation	_____	_____	_____	_____
Marketing/Culls	_____	_____	_____	_____
Marketing/Milk	_____	_____	_____	_____
Marketing/Milk Hauling	_____	_____	_____	_____
Marketing/Bull Calves	_____	_____	_____	_____
Marketing/Risk Prot. & Hedging (milk)	_____	_____	_____	_____
Miscellaneous Expense	_____	_____	_____	_____
Other Business/Bank Charges	_____	_____	_____	_____
Other Business/Dues, Subs., Ads	_____	_____	_____	_____
Other Business/License and Fees	_____	_____	_____	_____

**Dairy Business Consulting**

Outside Services/Milk Testing	_____	_____	_____	_____
Outside Services/Other	_____	_____	_____	_____
Outside Services/Pest Control	_____	_____	_____	_____
Personal Expenses	_____	_____	_____	_____
Professional/Accounting	_____	_____	_____	_____
Professional/Consulting	_____	_____	_____	_____
Professional/Legal	_____	_____	_____	_____
Professional/Other	_____	_____	_____	_____
Repairs/Equipment	_____	_____	_____	_____
Repairs/Facilities	_____	_____	_____	_____
Risk Protection/Hedging (Non-Milk)	_____	_____	_____	_____
Supplies/Livestock	_____	_____	_____	_____
Supplies/Milking	_____	_____	_____	_____
Supplies/Non-Dairy	_____	_____	_____	_____
Supplies/Office	_____	_____	_____	_____
Taxes/Income	_____	_____	_____	_____
Taxes/Property	_____	_____	_____	_____
Utilities/Electric	_____	_____	_____	_____
Utilities/Garbage	_____	_____	_____	_____
Utilities/Phone	_____	_____	_____	_____
Utilities/Propane	_____	_____	_____	_____
Utilities/Sewage	_____	_____	_____	_____
Utilities/Water	_____	_____	_____	_____
Veterinary/Hoof Care	_____	_____	_____	_____
Veterinary/Med Supplies	_____	_____	_____	_____
Veterinary/Services/Consulting	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

**\* Attach a detail list of who/what, how much, and which month(s)**

Notes/Comments:

Dairy Business Consulting

Crop Budgets for Feasibility - Enter all information on a per acre basis

Crop: Corn Silage

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: Corn Grain

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: Haylage

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: New Seeding

Cover Crop: \_\_\_\_\_

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: Hay, dry

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: Soybeans

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: \_\_\_\_\_

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____

Crop: \_\_\_\_\_

Acres Planted: \_\_\_\_\_  
DM Yield/Acre: \_\_\_\_\_

Crop Exp./Chemical	_____	_____	_____
Crop Exp./Consulting	_____	_____	_____
Crop Exp./Custom Hire	_____	_____	_____
Crop Exp./Fertilizer	_____	_____	_____
Crop Exp./Insurance	_____	_____	_____
Crop Exp./Other	_____	_____	_____
Crop Exp./Rent/Lease	_____	_____	_____
Crop Exp./Seed	_____	_____	_____



## Animal Flow Input Form

1. How many total cows on hand 12/31/05 and 1/31/06?

Dec Jan

--	--

2. How many cows in milk and cows dry on 1/31/06?

Jan-milking Jan-dry

--	--

3. How many cows freshened in Dec 05, Jan 06, Feb 06?

Dec Jan Feb

--	--	--

4. How many heifers fresh in Dec 05?

Dec

--

5. How many cows to dry off each month in Dec 05, Jan, 06 – Jul 06?

Dec Jan Feb Mar Apr May Jun Jul

--	--	--	--	--	--	--	--

6. How many cows and heifers freshened each month in Sep 05, Oct 05 and Nov 05?

Sep Oct Nov

--	--	--

7. How many heifers will freshen each of the next 24 months? The first nine months you will have breeding due dates, after that you will have to estimate based on age. The total you give me to freshen in the next 24 months should match the inventory count on 12/31/05.

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec


If you are filing this out **before** the end of year say in September, then push all needed information back 3 months. Example; make December the month you start with, say September, and adjust month captions accordingly.

## **Dairy Business Consulting**

Briefly describe what alternatives or options you would like to evaluate and list the projected capital purchase costs to achieve that alternative.

## Other Supporting Information

Attach Additional Sheets If Needed

Brief Description Of Farm History (timeline, ownership, major capital purchases, etc...)

S.W.O.T Analysis:

Strength (internal)

Weakness (internal)

Opportunities (external)

Threats (external)

## **Dairy Business Consulting**

Future Goals (business and personal)

Consultants/Key Vendors (list names, numbers, and addresses)

**PRODUCER INPUT FORM:**

08/09/05

Herd or Owner Name

Budgeting Year

**ON THIS SHEET, LIST ALL FEEDS FOR COWS AND REPLACEMENT HEIFERS**

**FEED PURCHASE INFORMATION:**

Available Feeds	Raised (R)	Unit	Unit	Shrink &	Ave. DM	Double	Delivery		
	Purchased (P)	Tons						Size	Wastage, %
<b>Forages</b>	Enter an R or P		0	0.00	0.00	0.00	0.00	Enter Y or N	0.00
1 Corn Silage #1		Tons	2000						
2 Corn Silage #2		Tons	2000						
3 Alfalfa Haylage #1		Tons	2000						
4 Alfalfa Haylage #2		Tons	2000						
5 Alfalfa Hay #1		Tons	2000						
6 Alfalfa Hay #2		Tons	2000						
7		Tons	2000						
8		Tons	2000						
<b>Grains</b>									
1 Corn Grain		Tons	2000						
2		Tons	2000						
3		Tons	2000						
4		Tons	2000						
5		Tons	2000						
6		Tons	2000						
7		Tons	2000						
8		Tons	2000						
<b>Non-Forage/Non-Grain Feeds</b>									
1	P								
2	P								
3	P								
4	P								
5	P								
6	P								
7	P								
8	P								
9	P								
10	P								
11	P								
12	P								
13	P								
14	P								

## Dairy Business Consulting

**Lbs Fed Daily:**

	Producing Cows			Dry Cows	
	Post Fresh Group	High Group	Group	Early Dry Cows	Pre-Fresh Dry Cows & Heif

**Feedstuff**

	Forages	Daily Lbs As Fed Without Figuring for Shrink or Wastage				
1	Corn Silage #1					
2	Corn Silage #2					
3	Alfalfa Haylage #1					
4	Alfalfa Haylage #2					
5	Alfalfa Hay #1					
6	Alfalfa Hay #2					
7						
8						
	Grains	Daily Lbs As Fed Without Figuring for Shrink or Wastage				
1	Corn Grain					
2						
3						
4						
5						
6						
7						
8						
	Non-Forage/Non-Grain Feeds	Daily Lbs As Fed Without Figuring for Shrink or Wastage				
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						

**ON THIS SHEET,  
LIST THE POUNDS OF  
EACH FEED A COW IN  
A GIVEN GROUP WILL  
EAT EACH DAY.**

**NOTE:  
ALL FEEDSTUFFS ARE AS  
LISTED ON PAGE 1.**

If there is a Post Fresh Group, check either 30 or 60 days.

If there is a Third Lactation Group, name the group, then check the box indicating the average number of days cows are in before end of lactation

	Days							
Days In Pre-Fresh Dry Group		← Enter 0 to 45 days.						
Days in Post Fresh Group	Check Box	30 Days	60 Days					
Days in Group to Right	Check Box	30 Days	60 Days	90 Days	120 Days	150 Days	180 Days	←

## Dairy Business Consulting

**Lbs Fed Daily:**

<b>Feedstuff</b>	<b>Replacement Heifers</b>				
	Bred Heifers	Open Heifers (> 6 mo)		Open Heifers (< 7 mo > 2)	Baby (0-2 mo)
<b>Forages</b>		Daily Lbs As Fed Without Figuring for Shrink or Wastage			
1	Corn Silage #1				
2	Corn Silage #2				
3	Alfalfa Haylage #1				
4	Alfalfa Haylage #2				
5	Alfalfa Hay #1				
6	Alfalfa Hay #2				
7					
8					
<b>Grains</b>		Daily Lbs As Fed Without Figuring for Shrink or Wastage			
1	Corn Grain				
2					
3					
4					
5					
6					
7					
8					
<b>Non-Forage/Non-Grain Feeds</b>		Daily Lbs As Fed Without Figuring for Shrink or Wastage			
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					

**ON THIS SHEET,  
LIST THE POUNDS OF  
EACH FEED A HEIFER IN  
A GIVEN GROUP WILL  
EAT EACH DAY.**

**NOTE:  
ALL FEEDSTUFFS ARE AS  
LISTED ON PAGE 1.**