

Dairy Business Consulting

Business Plan Collection Packet

Herd Name: _____

Date Mailed/Left Off: _____

Projected Date Due Back: _____

- ✓ Please complete the enclosed packet to complete your 2013 Annual Business Plan.
- ✓ Complete as accurate as possible from YTD (income and expense) numbers and planned changes.
- ✓ If you prefer, you can attach your own sheets rather than transfer data onto form.
- ✓ If the balance sheet is proforma (projected) year end put some thought into where things will be. Ask lender for loan amounts at year end. Remember, this is a year end balance sheet (12/31/12)
- ✓ 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.
- ✓ I am trying to make the business planning process as efficient as possible. Due to risk management opportunities and tighter dairy margins, many plans are starting earlier in the year and have to be rerun several times which may not be included in your scope of work. In order to keep your investment in me minimized and not charge you any more, it is important to be efficient with data collection.
- ✓ After your packet is entirely completed then send to me.
- ✓ Business Plans 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

Date: _____

Actual ____
Proforma ____

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:		
_____	_____	
_____	_____	

Head

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 start of year.**

Coop Stock _____

Non-Farm Assets:

Projected Income for Business Plan

	<u>2013</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	_____	_____	_____

Animal Flow – Complete Attachment

Projected Capital Purchases/Sales for Business Plan

Purchases	<u>2013</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 Business Plan

	<u>2013</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	_____	_____	_____	_____
*Crop Exp./Rent/Lease	_____	_____	_____	_____
Crop Exp./Seed	_____	_____	_____	_____
Custom Hire	_____	_____	_____	_____
Custom/Manure Removal/Application	_____	_____	_____	_____
Custom/Heifer Growing	_____	_____	_____	_____
Custom/Dry Cow Care	_____	_____	_____	_____
*Equipment Rent or Lease	_____	_____	_____	_____
*Facility Rent or Lease	_____	_____	_____	_____
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	_____	_____	_____	_____
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**

Notes/Comments:

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

Crop: Corn Silage

Acres Planted: _____
DM Yield/Acre: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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: _____

	<u>2013</u>	_____	_____
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	_____	_____	_____

**Dairy Architect - Planner ©
Feedstuffs & Rations Input Form**



Version 1.16

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) Purchased (P)	Unit Tons Pounds	Unit Size	\$/Unit	Shrink & Wastage, %	DM, %	Ave. DM Yield/Acre	Double Crop	Delivery Volume
Forages	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						
Grains									
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						
Non-Forage/Non-Grain Feeds									
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								

Lbs Fed Daily:

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

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	

Lbs Fed Daily:

Feedstuff	Replacement Heifers				
	Bred Heifers	Open Heifers (> 6 mo)		Open Heifers (< 7 mo > 2)	Baby (0-2 mo)
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 HEIFER IN
A GIVEN GROUP WILL
EAT EACH DAY.**

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