

March 28<sup>th</sup>, 2023

Progress Report #3



# **2022 Preliminary Progress Report**

## **Selected Financial and Production Factors**

**Average of All Farms**

**Less Than 700 Cows**

**700 to 1,350 Cows**

**1,350 Cows and Greater**

**Dairy Farm Business Summary**

**New York State**

**115 Farms**

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## PROGRESS OF THE FARM BUSINESS

Same 111 New York Dairy Farms, Average of All Farms, 2021 & Preliminary 2022, DFBS

| SELECTED FACTORS                                                           | Average of 111 Farms <sup>1</sup> |              | Percent Change |
|----------------------------------------------------------------------------|-----------------------------------|--------------|----------------|
|                                                                            | 2021                              | 2022         |                |
| <b>Size of Business</b>                                                    |                                   |              |                |
| Average number of cows                                                     | 1,217                             | 1,240        | 2%             |
| Percent heifers to cows, average for year                                  | 76%                               | 74%          | -2%            |
| Milk sold, pounds                                                          | 32,851,366                        | 33,592,025   | 2%             |
| Worker equivalent                                                          | 22.8                              | 23.0         | 1%             |
| Total tillable acres                                                       | 2,208                             | 2,242        | 2%             |
| <b>Rates of Production</b>                                                 |                                   |              |                |
| Milk sold per cow, pounds                                                  | 27,003                            | 27,096       | 0%             |
| Hay DM per acre, tons                                                      | 3.7                               | 3.3          | -11%           |
| Corn silage per acre, tons                                                 | 19.2                              | 18.4         | -4%            |
| <b>Labor Efficiency</b>                                                    |                                   |              |                |
| Cows per worker                                                            | 53.4                              | 53.8         | 0.7%           |
| Milk sold per worker, pounds                                               | 1,442,114                         | 1,457,987    | 1.1%           |
| <b>Cost Control and Milk Price</b>                                         |                                   |              |                |
| Grain & concentrate per cwt. milk                                          | \$6.59                            | \$7.67       | 16%            |
| Net milk income over purchased grain & conc. per cow                       | \$2,937                           | \$4,631      | 58%            |
| Dairy feed & crop expense per cwt. milk                                    | \$8.19                            | \$9.73       | 19%            |
| Labor and machinery costs per cow                                          | \$1,842                           | \$2,118      | 15%            |
| Hired labor costs per cwt. milk                                            | \$3.11                            | \$3.26       | 5%             |
| Hired labor costs per worker equivalent                                    | \$51,177                          | \$54,392     | 6.3%           |
| Total Farm Operating Costs per Cwt.                                        | \$18.93                           | \$22.29      | 18%            |
| Operating cost of producing milk per cwt.                                  | \$16.03                           | \$19.50      | 22%            |
| Purchased input cost of producing milk per cwt.                            | \$17.59                           | \$21.16      | 20%            |
| Total cost of producing milk per cwt.                                      | \$19.89                           | \$23.65      | 19%            |
| Net milk price per cwt.                                                    | \$18.44                           | \$25.28      | 37%            |
| Government Receipts per cwt.                                               | \$0.16                            | \$0.15       | -8%            |
| <b>Capital Efficiency (average for year)</b>                               |                                   |              |                |
| Farm capital per cow                                                       | \$12,641                          | \$13,734     | 9%             |
| Machinery and equipment per cow                                            | \$1,905                           | \$2,126      | 12%            |
| Asset turnover ratio                                                       | 0.51                              | 0.62         | 22%            |
| <b>Profitability</b>                                                       |                                   |              |                |
| Net farm income without appreciation                                       | \$721,552                         | \$1,971,756  | 173%           |
| Net farm income without appreciation per cow                               | \$593                             | \$1,590      | 168%           |
| Net farm income with appreciation                                          | \$1,155,624                       | \$2,544,430  | 120%           |
| Net farm income with appreciation per cow                                  | \$950                             | \$2,052      | 116%           |
| Labor & management income per operator/manager                             | \$78,935                          | \$554,471    | 602%           |
| Rate return on equity capital with appreciation                            | 8.8%                              | 19.4%        | 120%           |
| Rate return on equity capital without appreciation                         | 4.7%                              | 14.6%        | 211%           |
| Rate return on all capital with appreciation                               | 7.0%                              | 14.7%        | 110%           |
| Rate return on all capital without appreciation                            | 4.2%                              | 11.3%        | 168%           |
| <b>Financial Summary (based on market value, excluding deferred taxes)</b> |                                   |              |                |
| Farm net worth, end year                                                   | \$10,842,774                      | \$12,862,075 | 19%            |
| Debt to asset ratio                                                        | 0.32                              | 0.29         | -9%            |
| Farm debt per cow                                                          | \$4,106                           | \$4,121      | 0%             |
| Debt coverage ratio                                                        | 1.35                              | 3.18         | 136%           |

<sup>1</sup>Farm participating both years



# RECEIPTS & EXPENSES PER COW AND PER HUNDREDWEIGHT

Same 111 New York Dairy Farms, Average of All Farms, 2021 & Preliminary 2022, DFBS

| Item                                    | 2021                 |                       | 2022                 |                       | % Change<br>Per Cwt. |
|-----------------------------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|
|                                         | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> |                      |
| Average number of cows                  | 1,217                |                       | 1,240                |                       | 2%                   |
| Cwt. of milk sold                       |                      | 328,514               |                      | 335,920               | 2%                   |
| <b>ACCRUAL OPERATING RECEIPTS</b>       |                      |                       |                      |                       |                      |
| Milk                                    | \$5,344              | \$19.79               | \$7,324              | \$27.03               | 37%                  |
| Dairy cattle                            | \$269                | \$0.99                | \$329                | \$1.22                | 23%                  |
| Dairy calves                            | \$64                 | \$0.24                | \$95                 | \$0.35                | 46%                  |
| Other livestock                         | \$25                 | \$0.09                | \$18                 | \$0.07                | -22%                 |
| Crops                                   | \$264                | \$0.98                | \$193                | \$0.71                | -28%                 |
| Miscellaneous receipts                  | <u>\$176</u>         | <u>\$0.65</u>         | <u>\$155</u>         | <u>\$0.57</u>         | -12%                 |
| <b>Total Operating Receipts</b>         | <b>\$6,140</b>       | <b>\$22.74</b>        | <b>\$8,114</b>       | <b>\$29.95</b>        | <b>32%</b>           |
| <b>ACCRUAL OPERATING EXPENSES</b>       |                      |                       |                      |                       |                      |
| Hired labor                             | \$838                | \$3.11                | \$885                | \$3.26                | 5%                   |
| Dairy grain & concentrate               | \$1,781              | \$6.59                | \$2,077              | \$7.67                | 16%                  |
| Dairy roughage                          | \$115                | \$0.43                | \$129                | \$0.48                | 12%                  |
| Nondairy feed                           | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Professional nutritional services       | \$1                  | \$0.00                | \$1                  | \$0.00                | NA                   |
| Machine hire, rent & lease              | \$159                | \$0.59                | \$191                | \$0.71                | 20%                  |
| Machine repair & vehicle expense        | \$279                | \$1.03                | \$331                | \$1.22                | 18%                  |
| Fuel, oil & grease                      | \$144                | \$0.53                | \$251                | \$0.93                | 75%                  |
| Replacement livestock                   | \$29                 | \$0.11                | \$41                 | \$0.15                | 36%                  |
| Breeding                                | \$52                 | \$0.19                | \$59                 | \$0.22                | 16%                  |
| Veterinary & medicine                   | \$149                | \$0.55                | \$157                | \$0.58                | 5%                   |
| Milk marketing                          | \$366                | \$1.35                | \$474                | \$1.75                | 30%                  |
| Bedding                                 | \$92                 | \$0.34                | \$104                | \$0.38                | 12%                  |
| Milking supplies                        | \$94                 | \$0.35                | \$103                | \$0.38                | 9%                   |
| Cattle lease                            | \$2                  | \$0.01                | \$5                  | \$0.02                | 100%                 |
| Custom boarding                         | \$86                 | \$0.32                | \$90                 | \$0.33                | 3%                   |
| BST expense                             | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Livestock professional fees             | \$19                 | \$0.07                | \$17                 | \$0.06                | -14%                 |
| Other livestock expense                 | \$26                 | \$0.10                | \$34                 | \$0.12                | 20%                  |
| Fertilizer & lime                       | \$130                | \$0.48                | \$214                | \$0.79                | 65%                  |
| Seeds & plants                          | \$117                | \$0.43                | \$126                | \$0.47                | 9%                   |
| Spray & other crop expense              | \$61                 | \$0.23                | \$83                 | \$0.31                | 35%                  |
| Crop professional fees                  | \$7                  | \$0.03                | \$7                  | \$0.03                | 0%                   |
| Land, building & fence repair           | \$80                 | \$0.29                | \$106                | \$0.39                | 34%                  |
| Taxes                                   | \$69                 | \$0.25                | \$69                 | \$0.25                | 0%                   |
| Real estate rent & lease                | \$86                 | \$0.32                | \$83                 | \$0.30                | -6%                  |
| Insurance                               | \$50                 | \$0.18                | \$61                 | \$0.23                | 28%                  |
| Utilities                               | \$99                 | \$0.37                | \$125                | \$0.46                | 24%                  |
| Interest paid                           | \$129                | \$0.48                | \$156                | \$0.58                | 21%                  |
| Other professional fees                 | \$26                 | \$0.10                | \$32                 | \$0.12                | 20%                  |
| Miscellaneous                           | <u>\$28</u>          | <u>\$0.10</u>         | <u>\$29</u>          | <u>\$0.11</u>         | 10%                  |
| <b>Total Operating Expenses</b>         | <b>\$5,112</b>       | <b>\$18.93</b>        | <b>\$6,038</b>       | <b>\$22.29</b>        | <b>18%</b>           |
| Expansion livestock                     | \$13                 | \$0.05                | \$34                 | \$0.13                | 160%                 |
| Extraordinary expenses                  | \$2                  | \$0.01                | \$1                  | \$0.00                | -100%                |
| Machinery depreciation                  | \$224                | \$0.83                | \$248                | \$0.91                | 10%                  |
| Real estate depreciation                | <u>\$195</u>         | <u>\$0.72</u>         | <u>\$202</u>         | <u>\$0.75</u>         | 4%                   |
| <b>Total Expenses</b>                   | <b>\$5,546</b>       | <b>\$20.54</b>        | <b>\$6,523</b>       | <b>\$24.08</b>        | <b>17%</b>           |
| <b>Net Farm Income w/o Appreciation</b> | <b>\$593</b>         | <b>\$2.20</b>         | <b>\$1,590</b>       | <b>\$5.87</b>         | <b>167%</b>          |

<sup>1</sup> Farms participating both years

NA - Percent change could not be calculated

## Farm Business Chart

The Farm Business Chart is a tool that can assist in analyzing your business. The five numbers in each column represent the average of each quintile of farms included in the DFBS. You can compare your farm's data to others in the DFBS by drawing a line through or near the number in each column which most closely represents your current level of performance. Each column is sorted independently. Use this information to identify areas of opportunity in your business.

### FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS

115 New York Dairy Farms, Average of All Farms, Preliminary 2022, DFBS

| Size of Business   |             |                     | Rates of Production         |                          |                              | Labor Efficiency |                                |
|--------------------|-------------|---------------------|-----------------------------|--------------------------|------------------------------|------------------|--------------------------------|
| Worker Equivalents | No. of Cows | Pounds of Milk Sold | Pounds of Milk Sold Per Cow | Tons of Hay Crop DM/Acre | Tons of Corn Silage Per Acre | Cows Per Worker  | Pounds of Milk Sold Per Worker |
| (14) <sup>1</sup>  | (12)        | (12)                | (12)                        | (11)                     | (11)                         | (14)             | (14)                           |
| 47.2               | 2,614       | 72,052,796          | 29,911                      | 4.7                      | 22.7                         | 72.7             | 1,941,031                      |
| 27.1               | 1,470       | 40,655,340          | 28,062                      | 3.7                      | 19.8                         | 57.0             | 1,521,141                      |
| 21.1               | 1,102       | 29,962,949          | 27,102                      | 3.3                      | 18.4                         | 50.6             | 1,340,389                      |
| 13.6               | 678         | 16,981,406          | 25,624                      | 2.5                      | 17.0                         | 45.8             | 1,204,434                      |
| 5.8                | 269         | 6,524,941           | 21,747                      | 1.6                      | 12.7                         | 35.8             | 908,064                        |

| Cost Control         |                       |                             |                         |                                 |                              |                                    |                                      |
|----------------------|-----------------------|-----------------------------|-------------------------|---------------------------------|------------------------------|------------------------------------|--------------------------------------|
| Grain Bought Per Cow | Grain Bought Per Cwt. | % Grain is of Milk Receipts | Machinery Costs Per Cow | Labor & Machinery Costs Per Cow | Feed & Crop Expenses Per Cow | Feed & Crop Expenses Per Cwt. Milk | Hired Labor Cost Per Wkr. Equivalent |
| (12)                 | (12)                  | (12)                        | (14)                    | (14)                            | (12)                         | (12)                               | (14)                                 |
| \$1,433              | \$5.94                | 22                          | \$801                   | \$1,626                         | \$1,929                      | \$8.01                             | \$39,587                             |
| \$1,886              | \$7.14                | 26                          | \$1,019                 | \$1,965                         | \$2,401                      | \$9.17                             | \$48,478                             |
| \$2,046              | \$7.66                | 28                          | \$1,136                 | \$2,156                         | \$2,622                      | \$9.87                             | \$51,154                             |
| \$2,240              | \$8.23                | 30                          | \$1,304                 | \$2,418                         | \$2,859                      | \$10.45                            | \$55,240                             |
| \$2,551              | \$9.31                | 34                          | \$1,642                 | \$2,951                         | \$3,245                      | \$11.87                            | \$63,305                             |

| Value of Production   |                        |                                    | Profitability                       |                                             |                                 |                                        |                                  |
|-----------------------|------------------------|------------------------------------|-------------------------------------|---------------------------------------------|---------------------------------|----------------------------------------|----------------------------------|
| Milk Receipts Per Cow | Milk Receipts Per Cwt. | Opr. Cost Milk Production Per Cwt. | Total Cost Milk Production Per Cwt. | % Rate of Return on All Capital w/o Apprec. | Net Farm Income Without Apprec. | Labor & Management Income Per Operator | Change in Net Worth With Apprec. |
| (12)                  | (12)                   | (12)                               | (12)                                | (4)                                         | (4)                             | (4)                                    | (8)                              |
| \$8,173               | \$28.96                | \$16.72                            | \$21.44                             | 17.0                                        | \$4,602,747                     | \$1,684,593                            | \$4,782,411                      |
| \$7,613               | \$27.56                | \$18.21                            | \$23.04                             | 12.2                                        | \$2,651,155                     | \$765,943                              | \$2,633,530                      |
| \$7,226               | \$27.04                | \$19.71                            | \$24.51                             | 9.7                                         | \$1,397,685                     | \$407,884                              | \$1,366,768                      |
| \$6,892               | \$26.56                | \$21.11                            | \$25.62                             | 7.3                                         | \$803,413                       | \$198,510                              | \$778,725                        |
| \$5,989               | \$25.67                | \$22.97                            | \$29.01                             | 3.1                                         | \$264,575                       | \$46,515                               | \$109,549                        |

| Financial Efficiency |                              |                      |                         |                     |                               |                |                                      |
|----------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|--------------------------------------|
| Investment Per Cow   | Machinery Investment Per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments Per Cow | Percent Equity | Working Capital as % of Opr. Expense |
| (14)                 | (14)                         | (14)                 | (14)                    | (10)                | (10)                          | (7)            | (7)                                  |
| \$9,551              | \$1,064                      | 0.89                 | 0.65                    | 22.43               | \$45                          | 96             | 78                                   |
| \$12,130             | \$1,789                      | 0.69                 | 0.69                    | 3.54                | \$346                         | 82             | 41                                   |
| \$13,620             | \$2,306                      | 0.61                 | 0.74                    | 2.37                | \$579                         | 70             | 29                                   |
| \$15,608             | \$2,752                      | 0.55                 | 0.78                    | 1.81                | \$764                         | 62             | 22                                   |
| \$20,959             | \$4,421                      | 0.43                 | 0.83                    | -0.33               | \$1,054                       | 47             | 9                                    |

<sup>1</sup>Page number of the participant's DFBS where the factor is located.



## PROGRESS OF THE FARM BUSINESS

Same 36 New York Dairy Farms, Less Than 700 Cows, 2021 & Preliminary 2022, DFBS

| SELECTED FACTORS                                                           | Average of 36 Farms <sup>1</sup> |             | Percent Change |
|----------------------------------------------------------------------------|----------------------------------|-------------|----------------|
|                                                                            | 2021                             | 2022        |                |
| <b>Size of Business</b>                                                    |                                  |             |                |
| Average number of cows                                                     | 398                              | 401         | 1%             |
| Percent heifers to cows, average for year                                  | 75%                              | 73%         | -2%            |
| Milk sold, pounds                                                          | 10,166,313                       | 10,286,241  | 1%             |
| Worker equivalent                                                          | 8.8                              | 8.8         | 0%             |
| Total tillable acres                                                       | 895                              | 918         | 2%             |
| <b>Rates of Production</b>                                                 |                                  |             |                |
| Milk sold per cow, pounds                                                  | 25,538                           | 25,627      | 0%             |
| Hay DM per acre, tons                                                      | 3.5                              | 2.9         | -17%           |
| Corn silage per acre, tons                                                 | 18.7                             | 18.4        | -2%            |
| <b>Labor Efficiency</b>                                                    |                                  |             |                |
| Cows per worker                                                            | 45.3                             | 45.5        | 0.3%           |
| Milk sold per worker, pounds                                               | 1,157,894                        | 1,166,240   | 0.7%           |
| <b>Cost Control and Milk Price</b>                                         |                                  |             |                |
| Grain & concentrate per cwt. milk                                          | \$6.51                           | \$7.62      | 17%            |
| Net milk income over purchased grain & conc. per cow                       | \$2,937                          | \$4,458     | 52%            |
| Dairy feed & crop expense per cwt. milk                                    | \$8.19                           | \$9.79      | 20%            |
| Labor and machinery costs per cow                                          | \$2,037                          | \$2,310     | 13%            |
| Hired labor costs per cwt. milk                                            | \$2.88                           | \$3.03      | 5%             |
| Hired labor costs per worker equivalent                                    | \$47,615                         | \$50,231    | 5.5%           |
| Total Farm Operating Costs per Cwt.                                        | \$19.22                          | \$22.65     | 18%            |
| Operating cost of producing milk per cwt.                                  | \$16.52                          | \$19.94     | 21%            |
| Purchased input cost of producing milk per cwt.                            | \$18.42                          | \$21.94     | 19%            |
| Total cost of producing milk per cwt.                                      | \$21.98                          | \$25.73     | 17%            |
| Net milk price per cwt.                                                    | \$18.82                          | \$25.17     | 34%            |
| Government Receipts per cwt.                                               | \$0.26                           | \$0.25      | -4%            |
| <b>Capital Efficiency (average for year)</b>                               |                                  |             |                |
| Farm capital per cow                                                       | \$13,953                         | \$14,791    | 6%             |
| Machinery and equipment per cow                                            | \$2,700                          | \$2,841     | 5%             |
| Asset turnover ratio                                                       | 0.44                             | 0.55        | 25%            |
| <b>Profitability</b>                                                       |                                  |             |                |
| Net farm income without appreciation                                       | \$191,801                        | \$522,305   | 172%           |
| Net farm income without appreciation per cow                               | \$482                            | \$1,301     | 170%           |
| Net farm income with appreciation                                          | \$287,366                        | \$730,279   | 154%           |
| Net farm income with appreciation per cow                                  | \$722                            | \$1,819     | 152%           |
| Labor & management income per operator/manager                             | -\$6,757                         | \$135,668   | 2108%          |
| Rate return on equity capital with appreciation                            | 3.2%                             | 12.7%       | 297%           |
| Rate return on equity capital without appreciation                         | 0.8%                             | 8.0%        | 873%           |
| Rate return on all capital with appreciation                               | 3.3%                             | 10.5%       | 218%           |
| Rate return on all capital without appreciation                            | 1.6%                             | 7.0%        | 351%           |
| <b>Financial Summary (based on market value, excluding deferred taxes)</b> |                                  |             |                |
| Farm net worth, end year                                                   | \$4,161,626                      | \$4,668,959 | 12%            |
| Debt to asset ratio                                                        | 0.27                             | 0.25        | -7%            |
| Farm debt per cow                                                          | \$3,789                          | \$3,788     | 0%             |
| Debt coverage ratio                                                        | 1.52                             | 2.81        | 85%            |

<sup>1</sup>Farm participating both years



# RECEIPTS & EXPENSES PER COW AND PER HUNDREDWEIGHT

Same 36 New York Dairy Farms, Less Than 700 Cows, 2021 & Preliminary 2022, DFBS

| Item                                    | 2021                 |                       | 2022                 |                       | % Change<br>Per Cwt. |
|-----------------------------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|
|                                         | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> |                      |
| Average number of cows                  | 398                  |                       | 401                  |                       | 1%                   |
| Cwt. of milk sold                       |                      | 101,663               |                      | 102,862               | 1%                   |
| <b>ACCRUAL OPERATING RECEIPTS</b>       |                      |                       |                      |                       |                      |
| Milk                                    | \$5,185              | \$20.30               | \$6,923              | \$27.01               | 33%                  |
| Dairy cattle                            | \$222                | \$0.87                | \$275                | \$1.07                | 23%                  |
| Dairy calves                            | \$53                 | \$0.21                | \$50                 | \$0.20                | -5%                  |
| Other livestock                         | \$19                 | \$0.07                | \$17                 | \$0.07                | 0%                   |
| Crops                                   | \$242                | \$0.95                | \$215                | \$0.84                | -12%                 |
| Miscellaneous receipts                  | <u>\$158</u>         | <u>\$0.62</u>         | <u>\$141</u>         | <u>\$0.55</u>         | -11%                 |
| <b>Total Operating Receipts</b>         | <b>\$5,879</b>       | <b>\$23.02</b>        | <b>\$7,622</b>       | <b>\$29.74</b>        | <b>29%</b>           |
| <b>ACCRUAL OPERATING EXPENSES</b>       |                      |                       |                      |                       |                      |
| Hired labor                             | \$737                | \$2.88                | \$777                | \$3.03                | 5%                   |
| Dairy grain & concentrate               | \$1,663              | \$6.51                | \$1,952              | \$7.62                | 17%                  |
| Dairy roughage                          | \$71                 | \$0.28                | \$67                 | \$0.26                | -7%                  |
| Nondairy feed                           | \$1                  | \$0.01                | \$2                  | \$0.01                | 0%                   |
| Professional nutritional services       | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Machine hire, rent & lease              | \$171                | \$0.67                | \$193                | \$0.75                | 12%                  |
| Machine repair & vehicle expense        | \$283                | \$1.11                | \$335                | \$1.31                | 18%                  |
| Fuel, oil & grease                      | \$151                | \$0.59                | \$271                | \$1.06                | 80%                  |
| Replacement livestock                   | \$29                 | \$0.11                | \$37                 | \$0.14                | 27%                  |
| Breeding                                | \$52                 | \$0.20                | \$61                 | \$0.24                | 20%                  |
| Veterinary & medicine                   | \$144                | \$0.57                | \$152                | \$0.59                | 4%                   |
| Milk marketing                          | \$380                | \$1.49                | \$472                | \$1.84                | 23%                  |
| Bedding                                 | \$105                | \$0.41                | \$114                | \$0.45                | 10%                  |
| Milking supplies                        | \$88                 | \$0.34                | \$93                 | \$0.36                | 6%                   |
| Cattle lease                            | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Custom boarding                         | \$15                 | \$0.06                | \$13                 | \$0.05                | -17%                 |
| BST expense                             | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Livestock professional fees             | \$20                 | \$0.08                | \$19                 | \$0.07                | -13%                 |
| Other livestock expense                 | \$33                 | \$0.13                | \$52                 | \$0.20                | 54%                  |
| Fertilizer & lime                       | \$160                | \$0.63                | \$250                | \$0.98                | 56%                  |
| Seeds & plants                          | \$130                | \$0.51                | \$147                | \$0.57                | 12%                  |
| Spray & other crop expense              | \$59                 | \$0.23                | \$79                 | \$0.31                | 35%                  |
| Crop professional fees                  | \$8                  | \$0.03                | \$15                 | \$0.06                | 100%                 |
| Land, building & fence repair           | \$81                 | \$0.32                | \$105                | \$0.41                | 28%                  |
| Taxes                                   | \$83                 | \$0.32                | \$91                 | \$0.35                | 9%                   |
| Real estate rent & lease                | \$76                 | \$0.30                | \$66                 | \$0.26                | -13%                 |
| Insurance                               | \$70                 | \$0.27                | \$93                 | \$0.36                | 33%                  |
| Utilities                               | \$103                | \$0.40                | \$126                | \$0.49                | 23%                  |
| Interest paid                           | \$133                | \$0.52                | \$157                | \$0.61                | 17%                  |
| Other professional fees                 | \$34                 | \$0.13                | \$34                 | \$0.13                | 0%                   |
| Miscellaneous                           | <u>\$30</u>          | <u>\$0.12</u>         | <u>\$30</u>          | <u>\$0.12</u>         | 0%                   |
| <b>Total Operating Expenses</b>         | <b>\$4,909</b>       | <b>\$19.22</b>        | <b>\$5,803</b>       | <b>\$22.65</b>        | <b>18%</b>           |
| Expansion livestock                     | \$4                  | \$0.02                | \$5                  | \$0.02                | 0%                   |
| Extraordinary expenses                  | \$0                  | \$0.00                | \$3                  | \$0.01                | NA                   |
| Machinery depreciation                  | \$275                | \$1.07                | \$293                | \$1.14                | 7%                   |
| Real estate depreciation                | <u>\$210</u>         | <u>\$0.82</u>         | <u>\$216</u>         | <u>\$0.84</u>         | 2%                   |
| <b>Total Expenses</b>                   | <b>\$5,398</b>       | <b>\$21.13</b>        | <b>\$6,320</b>       | <b>\$24.66</b>        | <b>17%</b>           |
| <b>Net Farm Income w/o Appreciation</b> | <b>\$482</b>         | <b>\$1.89</b>         | <b>\$1,301</b>       | <b>\$5.08</b>         | <b>169%</b>          |

<sup>1</sup> Farms participating both years

NA - Percent change could not be calculated

## Farm Business Chart

The Farm Business Chart is a tool that can assist in analyzing your business. The five numbers in each column represent the average of each quintile of farms included in the DFBS. You can compare your farm's data to others in the DFBS by drawing a line through or near the number in each column which most closely represents your current level of performance. Each column is sorted independently. Use this information to identify areas of opportunity in your business.

### FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS

37 New York Dairy Farms, Less Than 700 Cows, Preliminary 2022, DFBS

| Size of Business   |             |                     | Rates of Production         |                          |                              | Labor Efficiency |                                |
|--------------------|-------------|---------------------|-----------------------------|--------------------------|------------------------------|------------------|--------------------------------|
| Worker Equivalents | No. of Cows | Pounds of Milk Sold | Pounds of Milk Sold Per Cow | Tons of Hay Crop DM/Acre | Tons of Corn Silage Per Acre | Cows Per Worker  | Pounds of Milk Sold Per Worker |
| (14) <sup>1</sup>  | (12)        | (12)                | (12)                        | (11)                     | (11)                         | (14)             | (14)                           |
| 14.8               | 646         | 17,508,675          | 30,201                      | 4.4                      | 22.7                         | 67.7             | 1,528,578                      |
| 12.0               | 545         | 13,706,898          | 27,538                      | 3.6                      | 20.0                         | 49.6             | 1,275,873                      |
| 8.2                | 425         | 10,781,601          | 25,614                      | 3.4                      | 19.1                         | 44.3             | 1,167,267                      |
| 6.0                | 261         | 6,370,323           | 23,840                      | 2.3                      | 18.0                         | 38.3             | 1,012,594                      |
| 3.8                | 141         | 3,405,270           | 20,786                      | 1.5                      | 12.3                         | 30.4             | 756,136                        |

| Cost Control         |                       |                             |                         |                                 |                              |                                    |                                      |
|----------------------|-----------------------|-----------------------------|-------------------------|---------------------------------|------------------------------|------------------------------------|--------------------------------------|
| Grain Bought Per Cow | Grain Bought Per Cwt. | % Grain is of Milk Receipts | Machinery Costs Per Cow | Labor & Machinery Costs Per Cow | Feed & Crop Expenses Per Cow | Feed & Crop Expenses Per Cwt. Milk | Hired Labor Cost Per Wkr. Equivalent |
| (12)                 | (12)                  | (12)                        | (14)                    | (14)                            | (12)                         | (12)                               | (14)                                 |
| \$1,276              | \$5.66                | 21                          | \$877                   | \$1,792                         | \$1,755                      | \$7.95                             | \$27,189                             |
| \$1,799              | \$7.05                | 26                          | \$1,113                 | \$2,133                         | \$2,310                      | \$9.19                             | \$46,752                             |
| \$2,028              | \$7.75                | 29                          | \$1,245                 | \$2,416                         | \$2,518                      | \$10.09                            | \$49,585                             |
| \$2,222              | \$8.44                | 31                          | \$1,444                 | \$2,742                         | \$2,829                      | \$10.60                            | \$51,740                             |
| \$2,561              | \$9.67                | 36                          | \$1,822                 | \$3,242                         | \$3,302                      | \$11.97                            | \$61,033                             |

| Value of Production   |                        |                                    | Profitability                       |                                             |                                 |                                        |                                  |
|-----------------------|------------------------|------------------------------------|-------------------------------------|---------------------------------------------|---------------------------------|----------------------------------------|----------------------------------|
| Milk Receipts Per Cow | Milk Receipts Per Cwt. | Opr. Cost Milk Production Per Cwt. | Total Cost Milk Production Per Cwt. | % Rate of Return on All Capital w/o Apprec. | Net Farm Income Without Apprec. | Labor & Management Income Per Operator | Change in Net Worth With Apprec. |
| (12)                  | (12)                   | (12)                               | (12)                                | (4)                                         | (4)                             | (4)                                    | (8)                              |
| \$8,158               | \$28.37                | \$17.15                            | \$23.92                             | 11.6                                        | \$1,118,937                     | \$398,136                              | \$1,089,915                      |
| \$7,353               | \$27.75                | \$18.89                            | \$25.11                             | 8.9                                         | \$659,101                       | \$208,705                              | \$752,462                        |
| \$6,916               | \$27.27                | \$20.30                            | \$26.00                             | 6.7                                         | \$468,038                       | \$130,220                              | \$436,774                        |
| \$6,488               | \$26.69                | \$21.09                            | \$27.50                             | 4.9                                         | \$273,254                       | \$74,190                               | \$285,008                        |
| \$5,714               | \$25.78                | \$22.52                            | \$31.11                             | 0.0                                         | \$130,060                       | -\$1,532                               | \$22,046                         |

| Financial Efficiency |                              |                      |                         |                     |                               |                |                                      |
|----------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|--------------------------------------|
| Investment Per Cow   | Machinery Investment Per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments Per Cow | Percent Equity | Working Capital as % of Opr. Expense |
| (14)                 | (14)                         | (14)                 | (14)                    | (10)                | (10)                          | (7)            | (7)                                  |
| \$10,480             | \$1,516                      | 0.75                 | 0.65                    | 7.52                | \$32                          | 100            | 70                                   |
| \$12,953             | \$2,369                      | 0.63                 | 0.71                    | 2.77                | \$342                         | 90             | 50                                   |
| \$14,470             | \$2,736                      | 0.57                 | 0.76                    | 2.02                | \$577                         | 77             | 31                                   |
| \$17,013             | \$3,496                      | 0.53                 | 0.79                    | 1.57                | \$756                         | 67             | 24                                   |
| \$24,350             | \$5,907                      | 0.38                 | 0.82                    | -2.19               | \$971                         | 49             | 11                                   |

<sup>1</sup>Page number of the participant's DFBS where the factor is located.





## PROGRESS OF THE FARM BUSINESS

Same 37 New York Dairy Farms, 700 to 1,350 Cows, 2021 & Preliminary 2022, DFBS

| SELECTED FACTORS                                                           | Average of 37 Farms <sup>1</sup> |              | Percent Change |
|----------------------------------------------------------------------------|----------------------------------|--------------|----------------|
|                                                                            | 2021                             | 2022         |                |
| <b>Size of Business</b>                                                    |                                  |              |                |
| Average number of cows                                                     | 1,060                            | 1,077        | 2%             |
| Percent heifers to cows, average for year                                  | 78%                              | 76%          | -2%            |
| Milk sold, pounds                                                          | 28,372,184                       | 28,752,059   | 1%             |
| Worker equivalent                                                          | 20.3                             | 20.7         | 2%             |
| Total tillable acres                                                       | 2,036                            | 2,038        | 0%             |
| <b>Rates of Production</b>                                                 |                                  |              |                |
| Milk sold per cow, pounds                                                  | 26,779                           | 26,686       | 0%             |
| Hay DM per acre, tons                                                      | 3.5                              | 3.3          | -6%            |
| Corn silage per acre, tons                                                 | 19                               | 18.3         | -4%            |
| <b>Labor Efficiency</b>                                                    |                                  |              |                |
| Cows per worker                                                            | 52.2                             | 52.2         | -0.1%          |
| Milk sold per worker, pounds                                               | 1,396,956                        | 1,392,352    | -0.3%          |
| <b>Cost Control and Milk Price</b>                                         |                                  |              |                |
| Grain & concentrate per cwt. milk                                          | \$6.73                           | \$7.63       | 13%            |
| Net milk income over purchased grain & conc. per cow                       | \$2,937                          | \$4,690      | 60%            |
| Dairy feed & crop expense per cwt. milk                                    | \$8.50                           | \$9.99       | 18%            |
| Labor and machinery costs per cow                                          | \$1,862                          | \$2,127      | 14%            |
| Hired labor costs per cwt. milk                                            | \$3.16                           | \$3.36       | 6%             |
| Hired labor costs per worker equivalent                                    | \$50,711                         | \$53,521     | 5.5%           |
| Total Farm Operating Costs per Cwt.                                        | \$19.71                          | \$23.04      | 17%            |
| Operating cost of producing milk per cwt.                                  | \$16.57                          | \$19.67      | 19%            |
| Purchased input cost of producing milk per cwt.                            | \$18.07                          | \$21.25      | 18%            |
| Total cost of producing milk per cwt.                                      | \$20.45                          | \$23.82      | 16%            |
| Net milk price per cwt.                                                    | \$18.68                          | \$25.47      | 36%            |
| Government Receipts per cwt.                                               | \$0.22                           | \$0.15       | -34%           |
| <b>Capital Efficiency (average for year)</b>                               |                                  |              |                |
| Farm capital per cow                                                       | \$12,918                         | \$14,058     | 9%             |
| Machinery and equipment per cow                                            | \$2,012                          | \$2,292      | 14%            |
| Asset turnover ratio                                                       | 0.52                             | 0.62         | 19%            |
| <b>Profitability</b>                                                       |                                  |              |                |
| Net farm income without appreciation                                       | \$551,411                        | \$1,711,507  | 210%           |
| Net farm income without appreciation per cow                               | \$520                            | \$1,589      | 206%           |
| Net farm income with appreciation                                          | \$1,057,748                      | \$2,191,503  | 107%           |
| Net farm income with appreciation per cow                                  | \$998                            | \$2,034      | 104%           |
| Labor & management income per operator/manager                             | \$36,990                         | \$524,078    | 1317%          |
| Rate return on equity capital with appreciation                            | 9.1%                             | 18.9%        | 108%           |
| Rate return on equity capital without appreciation                         | 3.7%                             | 14.3%        | 290%           |
| Rate return on all capital with appreciation                               | 7.2%                             | 14.2%        | 97%            |
| Rate return on all capital without appreciation                            | 3.5%                             | 11.0%        | 211%           |
| <b>Financial Summary (based on market value, excluding deferred taxes)</b> |                                  |              |                |
| Farm net worth, end year                                                   | \$9,577,669                      | \$11,326,303 | 18%            |
| Debt to asset ratio                                                        | 0.32                             | 0.30         | -6%            |
| Farm debt per cow                                                          | \$4,240                          | \$4,305      | 2%             |
| Debt coverage ratio                                                        | 0.98                             | 2.93         | 199%           |

<sup>1</sup>Farm participating both years





# RECEIPTS & EXPENSES PER COW AND PER HUNDREDWEIGHT

Same 37 New York Dairy Farms, 700 to 1,350 Cows, 2021 & Preliminary 2022, DFBS

| Item                                    | 2021                 |                       | 2022                 |                       | % Change<br>Per Cwt. |
|-----------------------------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|
|                                         | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> |                      |
| Average number of cows                  | 1,060                |                       | 1,077                |                       | 2%                   |
| Cwt. of milk sold                       |                      | 283,722               |                      | 287,521               | 1%                   |
| <b>ACCRUAL OPERATING RECEIPTS</b>       |                      |                       |                      |                       |                      |
| Milk                                    | \$5,360              | \$20.02               | \$7,259              | \$27.20               | 36%                  |
| Dairy cattle                            | \$256                | \$0.96                | \$364                | \$1.37                | 43%                  |
| Dairy calves                            | \$69                 | \$0.26                | \$84                 | \$0.32                | 23%                  |
| Other livestock                         | \$45                 | \$0.17                | \$39                 | \$0.15                | -12%                 |
| Crops                                   | \$259                | \$0.97                | \$272                | \$1.02                | 5%                   |
| Miscellaneous receipts                  | <u>\$217</u>         | <u>\$0.81</u>         | <u>\$198</u>         | <u>\$0.74</u>         | -9%                  |
| <b>Total Operating Receipts</b>         | <b>\$6,205</b>       | <b>\$23.17</b>        | <b>\$8,217</b>       | <b>\$30.79</b>        | <b>33%</b>           |
| <b>ACCRUAL OPERATING EXPENSES</b>       |                      |                       |                      |                       |                      |
| Hired labor                             | \$847                | \$3.16                | \$897                | \$3.36                | 6%                   |
| Dairy grain & concentrate               | \$1,802              | \$6.73                | \$2,037              | \$7.63                | 13%                  |
| Dairy roughage                          | \$122                | \$0.45                | \$134                | \$0.50                | 11%                  |
| Nondairy feed                           | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Professional nutritional services       | \$2                  | \$0.01                | \$2                  | \$0.01                | 0%                   |
| Machine hire, rent & lease              | \$171                | \$0.64                | \$217                | \$0.81                | 27%                  |
| Machine repair & vehicle expense        | \$277                | \$1.03                | \$307                | \$1.15                | 12%                  |
| Fuel, oil & grease                      | \$147                | \$0.55                | \$253                | \$0.95                | 73%                  |
| Replacement livestock                   | \$15                 | \$0.06                | \$15                 | \$0.05                | -17%                 |
| Breeding                                | \$53                 | \$0.20                | \$59                 | \$0.22                | 10%                  |
| Veterinary & medicine                   | \$159                | \$0.59                | \$167                | \$0.63                | 7%                   |
| Milk marketing                          | \$359                | \$1.34                | \$462                | \$1.73                | 29%                  |
| Bedding                                 | \$93                 | \$0.35                | \$108                | \$0.41                | 17%                  |
| Milking supplies                        | \$93                 | \$0.35                | \$99                 | \$0.37                | 6%                   |
| Cattle lease                            | \$4                  | \$0.01                | \$9                  | \$0.03                | 200%                 |
| Custom boarding                         | \$115                | \$0.43                | \$120                | \$0.45                | 5%                   |
| BST expense                             | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Livestock professional fees             | \$23                 | \$0.09                | \$17                 | \$0.06                | -33%                 |
| Other livestock expense                 | \$30                 | \$0.11                | \$47                 | \$0.18                | 64%                  |
| Fertilizer & lime                       | \$150                | \$0.56                | \$249                | \$0.93                | 66%                  |
| Seeds & plants                          | \$124                | \$0.46                | \$127                | \$0.48                | 4%                   |
| Spray & other crop expense              | \$69                 | \$0.26                | \$111                | \$0.41                | 58%                  |
| Crop professional fees                  | \$11                 | \$0.04                | \$8                  | \$0.03                | -25%                 |
| Land, building & fence repair           | \$82                 | \$0.31                | \$112                | \$0.42                | 35%                  |
| Taxes                                   | \$74                 | \$0.28                | \$73                 | \$0.27                | -4%                  |
| Real estate rent & lease                | \$101                | \$0.38                | \$99                 | \$0.37                | -3%                  |
| Insurance                               | \$55                 | \$0.20                | \$66                 | \$0.25                | 25%                  |
| Utilities                               | \$104                | \$0.39                | \$130                | \$0.49                | 26%                  |
| Interest paid                           | \$136                | \$0.51                | \$159                | \$0.60                | 18%                  |
| Other professional fees                 | \$29                 | \$0.11                | \$36                 | \$0.13                | 18%                  |
| Miscellaneous                           | <u>\$32</u>          | <u>\$0.12</u>         | <u>\$30</u>          | <u>\$0.11</u>         | -8%                  |
| <b>Total Operating Expenses</b>         | <b>\$5,278</b>       | <b>\$19.71</b>        | <b>\$6,149</b>       | <b>\$23.04</b>        | <b>17%</b>           |
| Expansion livestock                     | \$4                  | \$0.02                | \$57                 | \$0.21                | 950%                 |
| Extraordinary expenses                  | \$6                  | \$0.02                | \$2                  | \$0.01                | -50%                 |
| Machinery depreciation                  | \$212                | \$0.79                | \$229                | \$0.86                | 9%                   |
| Real estate depreciation                | <u>\$184</u>         | <u>\$0.69</u>         | <u>\$192</u>         | <u>\$0.72</u>         | 4%                   |
| <b>Total Expenses</b>                   | <b>\$5,684</b>       | <b>\$21.23</b>        | <b>\$6,629</b>       | <b>\$24.84</b>        | <b>17%</b>           |
| <b>Net Farm Income w/o Appreciation</b> | <b>\$520</b>         | <b>\$1.94</b>         | <b>\$1,589</b>       | <b>\$5.95</b>         | <b>207%</b>          |

<sup>1</sup> Farms participating both years

NA - Percent change could not be calculated

## Farm Business Chart

The Farm Business Chart is a tool that can assist in analyzing your business. The five numbers in each column represent the average of each quintile of farms included in the DFBS. You can compare your farm's data to others in the DFBS by drawing a line through or near the number in each column which most closely represents your current level of performance. Each column is sorted independently. Use this information to identify areas of opportunity in your business.

### FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS

39 New York Dairy Farms, 700 to 1,350 Cows, Preliminary 2022, DFBS

| Size of Business   |             |                     | Rates of Production         |                          |                              | Labor Efficiency |                                |
|--------------------|-------------|---------------------|-----------------------------|--------------------------|------------------------------|------------------|--------------------------------|
| Worker Equivalents | No. of Cows | Pounds of Milk Sold | Pounds of Milk Sold Per Cow | Tons of Hay Crop DM/Acre | Tons of Corn Silage Per Acre | Cows Per Worker  | Pounds of Milk Sold Per Worker |
| (14) <sup>1</sup>  | (12)        | (12)                | (12)                        | (11)                     | (11)                         | (14)             | (14)                           |
| 27.6               | 1,320       | 37,155,072          | 29,604                      | 4.8                      | 22.9                         | 76.1             | 2,077,216                      |
| 23.8               | 1,219       | 33,744,798          | 27,979                      | 3.7                      | 20.2                         | 57.6             | 1,530,381                      |
| 21.5               | 1,104       | 29,982,683          | 27,168                      | 3.0                      | 18.2                         | 51.3             | 1,371,900                      |
| 18.2               | 959         | 25,251,209          | 26,334                      | 2.4                      | 16.4                         | 47.4             | 1,228,313                      |
| 13.3               | 794         | 18,222,416          | 21,492                      | 1.3                      | 10.5                         | 40.5             | 993,369                        |

| Cost Control         |                       |                             |                         |                                 |                              |                                    |                                      |
|----------------------|-----------------------|-----------------------------|-------------------------|---------------------------------|------------------------------|------------------------------------|--------------------------------------|
| Grain Bought Per Cow | Grain Bought Per Cwt. | % Grain is of Milk Receipts | Machinery Costs Per Cow | Labor & Machinery Costs Per Cow | Feed & Crop Expenses Per Cow | Feed & Crop Expenses Per Cwt. Milk | Hired Labor Cost Per Wkr. Equivalent |
| (12)                 | (12)                  | (12)                        | (14)                    | (14)                            | (12)                         | (12)                               | (14)                                 |
| \$1,526              | \$6.33                | 24                          | \$738                   | \$1,497                         | \$2,051                      | \$8.36                             | \$46,059                             |
| \$1,926              | \$7.25                | 26                          | \$973                   | \$1,890                         | \$2,502                      | \$9.37                             | \$48,212                             |
| \$2,047              | \$7.63                | 28                          | \$1,110                 | \$2,131                         | \$2,671                      | \$9.90                             | \$51,182                             |
| \$2,228              | \$8.13                | 30                          | \$1,272                 | \$2,377                         | \$2,856                      | \$10.73                            | \$55,970                             |
| \$2,461              | \$9.34                | 33                          | \$1,647                 | \$2,936                         | \$3,295                      | \$12.65                            | \$64,028                             |

| Value of Production   |                        |                                    | Profitability                       |                                             |                                 |                                        |                                  |
|-----------------------|------------------------|------------------------------------|-------------------------------------|---------------------------------------------|---------------------------------|----------------------------------------|----------------------------------|
| Milk Receipts Per Cow | Milk Receipts Per Cwt. | Opr. Cost Milk Production Per Cwt. | Total Cost Milk Production Per Cwt. | % Rate of Return on All Capital w/o Apprec. | Net Farm Income Without Apprec. | Labor & Management Income Per Operator | Change in Net Worth With Apprec. |
| (12)                  | (12)                   | (12)                               | (12)                                | (4)                                         | (4)                             | (4)                                    | (8)                              |
| \$8,199               | \$30.35                | \$16.48                            | \$21.14                             | 19.4                                        | \$3,140,342                     | \$1,723,080                            | \$3,354,067                      |
| \$7,586               | \$27.59                | \$18.52                            | \$22.67                             | 13.1                                        | \$2,007,936                     | \$829,773                              | \$2,112,907                      |
| \$7,299               | \$27.11                | \$20.44                            | \$24.33                             | 9.9                                         | \$1,467,444                     | \$487,587                              | \$1,518,910                      |
| \$7,038               | \$26.61                | \$21.59                            | \$25.25                             | 8.1                                         | \$1,183,227                     | \$284,920                              | \$1,123,243                      |
| \$6,014               | \$25.50                | \$23.89                            | \$28.85                             | 5.3                                         | \$717,610                       | \$113,728                              | \$431,901                        |

| Financial Efficiency |                              |                      |                         |                     |                               |                |                                      |
|----------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|--------------------------------------|
| Investment Per Cow   | Machinery Investment Per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments Per Cow | Percent Equity | Working Capital as % of Opr. Expense |
| (14)                 | (14)                         | (14)                 | (14)                    | (10)                | (10)                          | (7)            | (7)                                  |
| \$8,973              | \$764                        | 1.01                 | 0.65                    | 9.10                | \$121                         | 93             | 59                                   |
| \$12,202             | \$1,662                      | 0.69                 | 0.71                    | 3.78                | \$452                         | 80             | 37                                   |
| \$13,591             | \$2,371                      | 0.62                 | 0.75                    | 2.57                | \$595                         | 69             | 27                                   |
| \$15,957             | \$2,867                      | 0.56                 | 0.79                    | 1.90                | \$788                         | 60             | 23                                   |
| \$19,482             | \$4,164                      | 0.48                 | 0.84                    | 0.73                | \$1,260                       | 47             | 3                                    |

<sup>1</sup>Page number of the participant's DFBS where the factor is located.



## PROGRESS OF THE FARM BUSINESS

Same 38 New York Dairy Farms, 1,350 Cows and Greater, 2021 & Preliminary 2022, DFBS

| SELECTED FACTORS                                                           | Average of 38 Farms <sup>1</sup> |              | Percent Change |
|----------------------------------------------------------------------------|----------------------------------|--------------|----------------|
|                                                                            | 2021                             | 2022         |                |
| <b>Size of Business</b>                                                    |                                  |              |                |
| Average number of cows                                                     | 2,145                            | 2,192        | 2%             |
| Percent heifers to cows, average for year                                  | 75%                              | 73%          | -1%            |
| Milk sold, pounds                                                          | 58,703,776                       | 60,383,788   | 3%             |
| Worker equivalent                                                          | 38.5                             | 38.8         | 1%             |
| Total tillable acres                                                       | 3,619                            | 3,695        | 2%             |
| <b>Rates of Production</b>                                                 |                                  |              |                |
| Milk sold per cow, pounds                                                  | 27,369                           | 27,547       | 1%             |
| Hay DM per acre, tons                                                      | 3.8                              | 3.4          | -11%           |
| Corn silage per acre, tons                                                 | 19.4                             | 18.5         | -5%            |
| <b>Labor Efficiency</b>                                                    |                                  |              |                |
| Cows per worker                                                            | 55.8                             | 56.5         | 1.2%           |
| Milk sold per worker, pounds                                               | 1,525,962                        | 1,555,081    | 1.9%           |
| <b>Cost Control and Milk Price</b>                                         |                                  |              |                |
| Grain & concentrate per cwt. milk                                          | \$6.54                           | \$7.69       | 18%            |
| Net milk income over purchased grain & conc. per cow                       | \$2,937                          | \$4,855      | 65%            |
| Dairy feed & crop expense per cwt. milk                                    | \$8.03                           | \$9.60       | 20%            |
| Labor and machinery costs per cow                                          | \$1,799                          | \$2,080      | 16%            |
| Hired labor costs per cwt. milk                                            | \$3.11                           | \$3.26       | 5%             |
| Hired labor costs per worker equivalent                                    | \$51,995                         | \$55,514     | 6.8%           |
| Total Farm Operating Costs per Cwt.                                        | \$18.52                          | \$21.88      | 18%            |
| Operating cost of producing milk per cwt.                                  | \$15.70                          | \$19.35      | 23%            |
| Purchased input cost of producing milk per cwt.                            | \$17.23                          | \$20.99      | 22%            |
| Total cost of producing milk per cwt.                                      | \$19.29                          | \$23.24      | 20%            |
| Net milk price per cwt.                                                    | \$18.26                          | \$25.21      | 38%            |
| Government Receipts per cwt.                                               | \$0.11                           | \$0.13       | 15%            |
| <b>Capital Efficiency (average for year)</b>                               |                                  |              |                |
| Farm capital per cow                                                       | \$12,278                         | \$13,396     | 9%             |
| Machinery and equipment per cow                                            | \$1,714                          | \$1,922      | 12%            |
| Asset turnover ratio                                                       | 0.53                             | 0.64         | 21%            |
| <b>Profitability</b>                                                       |                                  |              |                |
| Net farm income without appreciation                                       | \$1,389,085                      | \$3,598,321  | 159%           |
| Net farm income without appreciation per cow                               | \$648                            | \$1,642      | 153%           |
| Net farm income with appreciation                                          | \$2,073,483                      | \$4,606,739  | 122%           |
| Net farm income with appreciation per cow                                  | \$967                            | \$2,102      | 117%           |
| Labor & management income per operator/manager                             | \$173,240                        | \$874,812    | 405%           |
| Rate return on equity capital with appreciation                            | 9.9%                             | 21.0%        | 112%           |
| Rate return on equity capital without appreciation                         | 6.0%                             | 16.0%        | 166%           |
| Rate return on all capital with appreciation                               | 7.7%                             | 15.7%        | 104%           |
| Rate return on all capital without appreciation                            | 5.1%                             | 12.3%        | 140%           |
| <b>Financial Summary (based on market value, excluding deferred taxes)</b> |                                  |              |                |
| Farm net worth, end year                                                   | \$18,404,096                     | \$22,119,330 | 20%            |
| Debt to asset ratio                                                        | 0.33                             | 0.29         | -12%           |
| Farm debt per cow                                                          | \$4,097                          | \$4,089      | 0%             |
| Debt coverage ratio                                                        | 1.53                             | 3.37         | 120%           |

<sup>1</sup>Farm participating both years



# RECEIPTS & EXPENSES PER COW AND PER HUNDREDWEIGHT

Same 38 New York Dairy Farms, 1,350 Cows and Greater, 2021 & Preliminary 2022, DFBS

| Item                                    | 2021                 |                       | 2022                 |                       | % Change<br>Per Cwt. |
|-----------------------------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|
|                                         | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> | Per Cow <sup>1</sup> | Per Cwt. <sup>1</sup> |                      |
| Average number of cows                  | 2,145                |                       | 2,192                |                       | 2%                   |
| Cwt. of milk sold                       |                      | 587,038               |                      | 603,838               | 3%                   |
| <b>ACCRUAL OPERATING RECEIPTS</b>       |                      |                       |                      |                       |                      |
| Milk                                    | \$5,364              | \$19.60               | \$7,425              | \$26.95               | 38%                  |
| Dairy cattle                            | \$283                | \$1.03                | \$322                | \$1.17                | 14%                  |
| Dairy calves                            | \$63                 | \$0.23                | \$108                | \$0.39                | 70%                  |
| Other livestock                         | \$16                 | \$0.06                | \$8                  | \$0.03                | -50%                 |
| Crops                                   | \$270                | \$0.99                | \$150                | \$0.55                | -44%                 |
| Miscellaneous receipts                  | <u>\$159</u>         | <u>\$0.58</u>         | <u>\$136</u>         | <u>\$0.50</u>         | -14%                 |
| <b>Total Operating Receipts</b>         | <b>\$6,155</b>       | <b>\$22.49</b>        | <b>\$8,150</b>       | <b>\$29.59</b>        | <b>32%</b>           |
| <b>ACCRUAL OPERATING EXPENSES</b>       |                      |                       |                      |                       |                      |
| Hired labor                             | \$853                | \$3.11                | \$898                | \$3.26                | 5%                   |
| Dairy grain & concentrate               | \$1,791              | \$6.54                | \$2,118              | \$7.69                | 18%                  |
| Dairy roughage                          | \$119                | \$0.44                | \$138                | \$0.50                | 14%                  |
| Nondairy feed                           | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Professional nutritional services       | \$0                  | \$0.00                | \$1                  | \$0.00                | NA                   |
| Machine hire, rent & lease              | \$152                | \$0.55                | \$179                | \$0.65                | 18%                  |
| Machine repair & vehicle expense        | \$279                | \$1.02                | \$341                | \$1.24                | 22%                  |
| Fuel, oil & grease                      | \$142                | \$0.52                | \$247                | \$0.90                | 73%                  |
| Replacement livestock                   | \$37                 | \$0.13                | \$54                 | \$0.19                | 46%                  |
| Breeding                                | \$51                 | \$0.19                | \$59                 | \$0.22                | 16%                  |
| Veterinary & medicine                   | \$145                | \$0.53                | \$153                | \$0.56                | 6%                   |
| Milk marketing                          | \$366                | \$1.34                | \$480                | \$1.74                | 30%                  |
| Bedding                                 | \$88                 | \$0.32                | \$100                | \$0.36                | 13%                  |
| Milking supplies                        | \$96                 | \$0.35                | \$107                | \$0.39                | 11%                  |
| Cattle lease                            | \$2                  | \$0.01                | \$4                  | \$0.02                | 100%                 |
| Custom boarding                         | \$84                 | \$0.31                | \$88                 | \$0.32                | 3%                   |
| BST expense                             | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Livestock professional fees             | \$17                 | \$0.06                | \$16                 | \$0.06                | 0%                   |
| Other livestock expense                 | \$23                 | \$0.08                | \$24                 | \$0.09                | 13%                  |
| Fertilizer & lime                       | \$115                | \$0.42                | \$191                | \$0.69                | 64%                  |
| Seeds & plants                          | \$112                | \$0.41                | \$122                | \$0.44                | 7%                   |
| Spray & other crop expense              | \$57                 | \$0.21                | \$70                 | \$0.25                | 19%                  |
| Crop professional fees                  | \$5                  | \$0.02                | \$6                  | \$0.02                | 0%                   |
| Land, building & fence repair           | \$78                 | \$0.29                | \$103                | \$0.38                | 31%                  |
| Taxes                                   | \$63                 | \$0.23                | \$63                 | \$0.23                | 0%                   |
| Real estate rent & lease                | \$81                 | \$0.29                | \$77                 | \$0.28                | -3%                  |
| Insurance                               | \$44                 | \$0.16                | \$53                 | \$0.19                | 19%                  |
| Utilities                               | \$95                 | \$0.35                | \$122                | \$0.44                | 26%                  |
| Interest paid                           | \$124                | \$0.45                | \$155                | \$0.56                | 24%                  |
| Other professional fees                 | \$23                 | \$0.08                | \$29                 | \$0.11                | 38%                  |
| Miscellaneous                           | <u>\$26</u>          | <u>\$0.10</u>         | <u>\$28</u>          | <u>\$0.10</u>         | 0%                   |
| <b>Total Operating Expenses</b>         | <b>\$5,069</b>       | <b>\$18.52</b>        | <b>\$6,026</b>       | <b>\$21.88</b>        | <b>18%</b>           |
| Expansion livestock                     | \$19                 | \$0.07                | \$29                 | \$0.10                | 43%                  |
| Extraordinary expenses                  | \$0                  | \$0.00                | \$0                  | \$0.00                | NA                   |
| Machinery depreciation                  | \$221                | \$0.81                | \$249                | \$0.90                | 11%                  |
| Real estate depreciation                | <u>\$199</u>         | <u>\$0.73</u>         | <u>\$205</u>         | <u>\$0.74</u>         | 1%                   |
| <b>Total Expenses</b>                   | <b>\$5,508</b>       | <b>\$20.13</b>        | <b>\$6,509</b>       | <b>\$23.62</b>        | <b>17%</b>           |
| <b>Net Farm Income w/o Appreciation</b> | <b>\$648</b>         | <b>\$2.37</b>         | <b>\$1,642</b>       | <b>\$5.96</b>         | <b>151%</b>          |

<sup>1</sup> Farms participating both years

NA - Percent change could not be calculated

## Farm Business Chart

The Farm Business Chart is a tool that can assist in analyzing your business. The five numbers in each column represent the average of each quintile of farms included in the DFBS. You can compare your farm's data to others in the DFBS by drawing a line through or near the number in each column which most closely represents your current level of performance. Each column is sorted independently. Use this information to identify areas of opportunity in your business.

### FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS

39 New York Dairy Farms, 1,350 Cows and Greater, Preliminary 2022, DFBS

| Size of Business   |             |                     | Rates of Production         |                          |                              | Labor Efficiency |                                |
|--------------------|-------------|---------------------|-----------------------------|--------------------------|------------------------------|------------------|--------------------------------|
| Worker Equivalents | No. of Cows | Pounds of Milk Sold | Pounds of Milk Sold Per Cow | Tons of Hay Crop DM/Acre | Tons of Corn Silage Per Acre | Cows Per Worker  | Pounds of Milk Sold Per Worker |
| (14) <sup>1</sup>  | (12)        | (12)                | (12)                        | (11)                     | (11)                         | (14)             | (14)                           |
| 64.8               | 3,605       | 101,361,921         | 30,072                      | 5.0                      | 22.9                         | 73.3             | 2,057,951                      |
| 45.2               | 2,475       | 67,051,169          | 28,765                      | 4.0                      | 19.9                         | 62.9             | 1,699,706                      |
| 33.7               | 1,885       | 51,408,939          | 27,644                      | 3.4                      | 17.8                         | 56.1             | 1,550,251                      |
| 29.2               | 1,621       | 44,899,891          | 26,833                      | 2.9                      | 17.1                         | 50.4             | 1,404,764                      |
| 24.0               | 1,450       | 39,473,525          | 24,789                      | 2.2                      | 16.0                         | 46.3             | 1,239,854                      |

| Cost Control         |                       |                             |                         |                                 |                              |                                    |                                      |
|----------------------|-----------------------|-----------------------------|-------------------------|---------------------------------|------------------------------|------------------------------------|--------------------------------------|
| Grain Bought Per Cow | Grain Bought Per Cwt. | % Grain is of Milk Receipts | Machinery Costs Per Cow | Labor & Machinery Costs Per Cow | Feed & Crop Expenses Per Cow | Feed & Crop Expenses Per Cwt. Milk | Hired Labor Cost Per Wkr. Equivalent |
| (12)                 | (12)                  | (12)                        | (14)                    | (14)                            | (12)                         | (12)                               | (14)                                 |
| \$1,571              | \$5.99                | 22                          | \$831                   | \$1,691                         | \$2,052                      | \$7.91                             | \$47,929                             |
| \$1,950              | \$7.20                | 27                          | \$1,016                 | \$1,926                         | \$2,453                      | \$9.05                             | \$51,154                             |
| \$2,107              | \$7.74                | 29                          | \$1,106                 | \$2,073                         | \$2,695                      | \$9.81                             | \$53,897                             |
| \$2,362              | \$8.32                | 31                          | \$1,246                 | \$2,303                         | \$2,923                      | \$10.30                            | \$58,341                             |
| \$2,626              | \$9.09                | 33                          | \$1,482                 | \$2,548                         | \$3,219                      | \$11.11                            | \$64,343                             |

| Value of Production   |                        |                                    | Profitability                       |                                             |                                 |                                        |                                  |
|-----------------------|------------------------|------------------------------------|-------------------------------------|---------------------------------------------|---------------------------------|----------------------------------------|----------------------------------|
| Milk Receipts Per Cow | Milk Receipts Per Cwt. | Opr. Cost Milk Production Per Cwt. | Total Cost Milk Production Per Cwt. | % Rate of Return on All Capital w/o Apprec. | Net Farm Income Without Apprec. | Labor & Management Income Per Operator | Change in Net Worth With Apprec. |
| (12)                  | (12)                   | (12)                               | (12)                                | (4)                                         | (4)                             | (4)                                    | (8)                              |
| \$8,157               | \$28.44                | \$16.69                            | \$21.30                             | 17.3                                        | \$5,982,056                     | \$2,232,329                            | \$6,414,952                      |
| \$7,875               | \$27.44                | \$17.98                            | \$22.20                             | 14.9                                        | \$4,418,577                     | \$1,258,018                            | \$4,477,067                      |
| \$7,490               | \$26.94                | \$18.76                            | \$23.10                             | 12.2                                        | \$3,486,827                     | \$821,758                              | \$3,356,929                      |
| \$7,112               | \$26.43                | \$20.63                            | \$24.15                             | 10.4                                        | \$2,841,498                     | \$615,589                              | \$2,710,136                      |
| \$6,642               | \$25.86                | \$22.72                            | \$26.21                             | 7.4                                         | \$1,469,927                     | \$332,467                              | \$1,223,781                      |

| Financial Efficiency |                              |                      |                         |                     |                               |                |                                      |
|----------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|--------------------------------------|
| Investment Per Cow   | Machinery Investment Per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments Per Cow | Percent Equity | Working Capital as % of Opr. Expense |
| (14)                 | (14)                         | (14)                 | (14)                    | (10)                | (10)                          | (7)            | (7)                                  |
| \$9,585              | \$1,121                      | 0.90                 | 0.65                    | 54.65               | \$25                          | 95             | 105                                  |
| \$11,661             | \$1,662                      | 0.77                 | 0.68                    | 5.07                | \$287                         | 80             | 48                                   |
| \$13,170             | \$1,997                      | 0.68                 | 0.71                    | 2.82                | \$591                         | 70             | 32                                   |
| \$14,971             | \$2,317                      | 0.59                 | 0.75                    | 2.11                | \$810                         | 62             | 23                                   |
| \$19,630             | \$2,902                      | 0.45                 | 0.83                    | 0.82                | \$973                         | 48             | 13                                   |

<sup>1</sup>Page number of the participant's DFBS where the factor is located.