



YOUR FARM COMPARED TO A GROUP AVERAGE
Group Average: 100-200 Cows

Selected Factors	Year 2005 Data		Difference	
	Your Farm	Group Average, 49 farms	Statistical*	Percent
Size of Business				
Average number of cows	157	140	=	11%
Average number of heifers	87	114	=	-31%
Milk sold, lbs.	3,626,700	2,804,186	+	23%
Worker equivalent	4.67	3.99	=	15%
Total tillable acres	450	407	=	9%
Rates of Production				
Milk sold per cow, lbs.	23,100	19,975	+	14%
Hay DM per acre, tons	4.53	2.46	+	46%
Corn silage per acre, tons	20.91	17.7	=	15%
Labor Efficiency & Costs				
Cows per worker	34	35	=	-4%
Milk sold per worker, lbs.	776,595	703,415	=	9%
Hired labor cost per cwt.	\$1.27	\$2.07	=	-63%
Hired labor cost per worker	\$30,667	\$25,766	=	16%
Hired labor cost as % of milk sales	8.0	12.8	=	-60%
Cost Control				
Grain & concentrate purchased as % of milk sales	26	26	=	-0%
Grain & concentrate per cwt. milk	\$4.09	\$4.22	=	-3%
Dairy feed & crop expense per cwt. milk	6.20	5.31	=	14%
Labor & machinery costs per cow	1,324	1,521	=	-15%
Total farm operating costs per cwt. sold	13.87	14.88	=	-7%
Interest costs per cwt. milk	1.25	0.6	+	52%
Milk marketing costs per cwt. milk sold	0.54	0.93	-	-73%
Operating cost of producing cwt. of milk	11.88	11.99	=	-1%
Capital Efficiency (average for the year)				
Farm capital per cow	\$7,500	\$9,578	=	-28%
Machinery & equipment per cow	1,823	2,015	=	-11%
Asset turnover ratio	0.56	0.44	=	22%
Income Generation				
Gross milk sales per cow	\$3,595	\$3,234	=	10%
Gross milk sales per cwt.	15.56	16.19	-	-4%
Net milk sales per cwt.	15.03	15.26	=	-2%
Dairy cattle sales per cow	211	223	=	-6%
Dairy calf sales per cow	3	60	-	-1901%
Profitability				
Net farm income without appreciation	\$110,225	\$72,104	=	35%
Net farm income with appreciation	131,225	125,749	=	4%
Labor & management income per operator/manager	25,001	10,622	=	58%
Rate of return on equity capital without appreciation	4.26	1.91	=	55%
Rate of return on all capital without appreciation	6.30	2.72	=	57%
Financial Summary				
Farm net worth, end year	\$716,585	\$1,072,326	=	-50%
Debt to asset ratio	0.40	0.23	+	43%
Farm debt per cow	3,067	2,199	=	28%

*
+ is between +1 & +2 standard deviation - is between -1 & -2 standard deviation = is between -1 and +1 standard deviation
++ is greater than +2 standard deviation -- is less than -2 standard deviation NA is not applicable (when "your farm" value is 0)

The purpose of determining if your business is different than the comparison group average is to identify strengths and areas for improvement. The standard deviation tells you how far your farm is above or below the average. If your farm is between 1 standard deviation above or 1 standard deviation below (+ 1 or -1), then you are in the group that accounts for two-thirds of the farms in the group average. In other words, most of the farms in the group average are relatively close to your farm. However, there are only 13% of the farms between 1 and 2 standard deviations, either above or below the average. Only 3% of the farms are greater than 2 standard deviations.

All factors must be considered and evaluated before arriving at a conclusion as to which area of the business should be improved.

Note: Business analyses generated through the use of this comparison report are dependent upon the accuracy of the individual farm data submitted and the interpretation of the report. The comparison report is provided to assist the manager in making decisions regarding future management actions to improve the business. Cornell University and Cornell Cooperative Extension do not assume responsibility for decisions made by farmers based in whole or in part on this report.

YOUR FARM COMPARED TO A GROUP AVERAGE
Group Average = 100-200 Cows

Item	Your farm, 2005 Data		Group Average, 2005 Data		Difference for per Cow. Data		Group Average, 2005 Data		Difference for per Cwt. Data	
	Per Cow	Per Cwt.	Per Cow	Statistical*	Percent	Per Cwt.	Statistical*	Percent		
Average Number of Cows	157		140	=	11%					
Cwt. of Milk Sold		36,267.00				28,041.86	+	23%		
Accrual Operating Receipts										
Milk	\$3595	\$15.56	\$3,234	=	10%	\$16.19	-	-4%		
Dairy cattle	211	0.92	223	=	-6%	1.12	=	-22%		
Dairy calves	3	0.01	60	-	-1901%	0.30	-	-2905%		
Other livestock	0	0.00	5	N/A	N/A	0.03	N/A	N/A		
Crops	219	0.95	81	=	63%	0.41	=	57%		
Miscellaneous receipts	28	0.12	219	=	-681%	1.09	=	-812%		
Total Operating Receipts	\$4056	\$17.56	\$3,822	=	6%	\$19.14	=	-9%		
Accrual Operating Expenses										
Hired labor	\$293	\$1.27	\$413	=	-41%	\$2.07	=	-63%		
Dairy grain & concentrate	946	4.09	842	=	11%	4.22	=	-3%		
Dairy roughage	68	0.30	23	=	66%	0.12	=	62%		
Nondairy feed	0	0.00	0	N/A	N/A	0.00	N/A	N/A		
Professional nutritional services	0	0.00	0	N/A	N/A	0.00	N/A	N/A		
Machine hire, rent & lease	49	0.21	64	=	-31%	0.32	=	-53%		
Machine repairs & vehicle expense	163	0.71	230	=	-41%	1.15	=	-62%		
Fuel, oil & grease	100	0.43	142	=	-42%	0.71	=	-65%		
Replacement livestock	25	0.11	14	=	43%	0.07	=	35%		
Breeding	50	0.22	48	=	4%	0.24	=	-10%		
Veterinary & medicine	122	0.53	114	=	6%	0.57	=	-8%		
Milk marketing	124	0.54	186	=	-50%	0.93	-	-73%		
Bedding	64	0.28	38	=	41%	0.19	=	32%		
Milking supplies	22	0.10	77	=	-249%	0.38	=	-284%		
Cattle lease	5	0.02	1	+	90%	0.00	+	87%		
Custom boarding	41	0.18	30	=	27%	0.15	=	16%		
bST expense	19	0.08	27	=	-42%	0.14	=	-69%		
Livestock professional fees	3	0.01	12	=	-316%	0.06	=	-524%		
Other livestock expense	1	0.00	34	=	-3293%	0.17	N/A	N/A		
Fertilizer & lime	178	0.77	95	+	47%	0.47	+	38%		
Seeds & plants	191	0.83	49	++	75%	0.24	++	71%		
Spray & other crop expense	48	0.21	50	=	-5%	0.25	=	-20%		
Crop professional fees	0	0.00	2	N/A	N/A	0.01	N/A	N/A		
Land, building & fence repair	153	0.66	43	++	72%	0.22	++	67%		
Taxes	57	0.25	71	=	-25%	0.36	=	-43%		
Real estate rent/lease	45	0.19	63	=	-41%	0.32	=	-67%		
Insurance	31	0.13	51	=	-66%	0.26	-	-98%		
Utilities	115	0.50	100	=	13%	0.50	=	0%		
Interest paid	289	1.25	120	++	59%	0.60	+	52%		
Other professional fees	0	0.00	11	N/A	N/A	0.06	N/A	N/A		
Miscellaneous	3	0.01	19	=	-549%	0.10	-	-874%		
Total operating expenses	\$3204	\$13.87	\$2969	=	7%	\$14.88	=	-7%		
Expansion livestock	0	0.00	12	N/A	N/A	0.06	N/A	N/A		
Extraordinary expense	0	0.00	10	N/A	N/A	0.05	N/A	N/A		
Machinery depreciation	96	0.41	219	=	-128%	1.09	=	-167%		
Real Estate depreciation	54	0.23	97	=	-80%	0.49	=	-112%		
Total Expenses	\$3354	\$14.52	\$3307	=	1%	\$16.57	=	-14%		
Net Farm Income without apprec.	\$702	\$3.04	\$515	=	27%	\$2.57	=	15%		

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