

IMPACT/ANZ Dairy Business of the Year Input Sheets – 2008-09

Business Name: _____

ABN Number: _____

Contact Person/s: _____

Postal Address: _____

_____ Postcode: _____

Phone No: (03) _____ Mobile: _____

Email Address: _____

Dairy Company Supplied: _____

Please indicate with a ✓ in the appropriate boxes if you wish to participate in: -

IMPACT/ANZ Dairy Business of the Year *(to win prizes, including \$3500 fertiliser)*

Dairy Farm Benchmarking Program *(obtain personal analysis only)*

Share Dairy Farmer Award *(to win \$1500)*

Was the property share farmed in 2008- 09 Yes No

If **yes**, are you Owner Share Farmer

For share farmed properties to participate in the Impact/ANZ Dairy Business of the Year (or to benchmark the combined performance) both the share farmer and farm owner should complete the Input Sheets.

Name of 'other' party (If applicable): _____

Address: _____

_____ Postcode: _____

FOR ASSISTANCE – Phone a TIAR DAIRY ADVISER

(03) 6430 4901

Return completed form to TIAR, Locked Bag 3523, Burnie 7320

AWARD PRIZES

Awards and prizes for IMPACT/ANZ Dairy Business of the Year are:

Winner:	\$3500 Impact fertiliser plus \$1000 cash and plaque
Runners-up:	\$750 plus plaque x 3 runners-up
Most Improved:	\$1500 plus plaque
Profit award:	\$1500
Share dairy farmer:	\$1500 and plaque
Pasture utilisation:	\$400 (equivalent) nitrogen testing voucher x 4 winners

The entry fee will also be paid for the finalists of the Impact/ANZ Dairy Business Award to enter the Red Sky national benchmarking competition.

NEW ENTRANTS

Participants who did not enter the program last year will be eligible for a \$500 random draw.

1. **Milk supplied to dairy factory from 1 July 2008 to 30 June 2009**

Milkfat kg
 Protein kg
 Litres litres

2. **Net income received for milk supplied from 1 July 2008 to 30 June 2009**

Net Milk Income	Farm Owner Milk Income	Share Farmer Milk Income
\$	\$	\$

Net Milk Income = Gross income *minus* levies, penalties, charges and dilution payments *minus* GST *plus* bonuses, deferred payments and incentives for 2008-09 season

3. **Total farm area - (home farm and run-off blocks)**

Include all areas owned or leased in the 2008-09 season (1ha = 2.47acres)

	Home Farm	Run-off Blocks	Crop species
Pasture, excl. forage crop	ha	ha	
Forage Crops	ha	ha	
Cash Crops	ha	ha	
Fallow (for full year)	ha	ha	
Bush	ha	ha	
Buildings, lanes, dams, etc.	ha	ha	
TOTAL AREA	ha	ha	

4. **Opening and closing dairy livestock**

Include all dairy livestock on home farm, run-off blocks and agisted off

Use attachment on page 14 to calculate average numbers

Complete last column if your stock valuation is different to the standard values shown

	Opening Number at 1/7/08		Closing Number at 30/6/09		Average Numbers for 2008/09		Stock value per head at 30/6/09	
	Farm Owner	Share Farmer	Farm Owner	Share Farmer	Farm Owner	Share Farmer	Standard value	Your estimate
Cows owned							\$1100	
Cows leased in							\$1100	
Heifers (13 -24 mths)							\$950	
Calves (0 -12 mths)							\$425	
Bulls (over 12 mths)							\$800	

5. **Number of cows milked ?***

cows

*For herds with one calving period, this will be the peak number of cows in milk that completed at least 6-8 weeks of a lactation. For herds with more than one calving period, this is the average number of cows in milk plus the average number of dry cows farmed through the year.

6. **What is the average mature cow liveweight and breed of your dairy herd?**

kg	breed
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7. Irrigation

Two columns are provided for farmers who use more than one irrigation scheme.

Where is irrigation? Tick box	Home Farm <input type="checkbox"/> Run-off Blocks <input type="checkbox"/>	Home Farm <input type="checkbox"/> Run-off Blocks <input type="checkbox"/>
Area irrigated (1)	ha	ha
No. of applications (2)		
Amount per application (3)	mm	mm
Total ML applied (1x2x3)/100	ML	ML

Note: If you don't know 2 or 3 just write total megalitres (ML) applied

8. Labour - paid and unpaid for dairy enterprise

Unpaid Adult Family Labour **	Hours per week (A)	Weeks per year (B)	Total Hours (A x B = C) *	
1 Main operator	_____	_____	_____	_____
2 _____	_____	_____	_____	_____
3 _____	_____	_____	_____	_____
Unpaid Underage Family Labour				
Paid Labour				Hourly wage rate, \$/hr***
1 _____	_____	_____	_____	_____
2 _____	_____	_____	_____	_____
3 _____	_____	_____	_____	_____

* Each 1824 hours worked equals 1 Full Time Equivalent (FTE). An allowance of \$36,270 (Award + 9% super) will be included as a cost for each Unpaid Adult Labour FTE

** Share farmers should be included in the Unpaid labour category.

***Get farmer estimate so there is a check that paid labour cost (13.1) divided by hourly wage rate is close to total hours for each person

9.1 Additional labour issues for dairy enterprise

	No. of People	Total days off due to injury*	Holidays Total days	Training** Total days
Main operator				
Unpaid labour				
Paid labour				

* Days off due to work related injuries

** Days spent training includes attendance at discussion groups, field days, training workshops, seminars and conferences related to the farming business

9.2 Age of main operator, tick box

Less than 35 , 35-45 yrs , 46-55 yrs , 56-65 yrs , more than 65

FARM ASSETS at 30 June 2009

Farm Owner, \$ **Share Farmer, \$**

10.1 Home Farm Value:

Exclude livestock and leased land.

Home Farm Area Owned at 30 June 2009 _____ ha _____ ha
Market Value at 30 June 2009 \$ _____ \$ _____

Information in the table below can be used to multiply up the effective pasture area to estimate the market value of the home farm and run-off blocks. Market value should include the fixed plant that would be sold as part of the 'land & buildings' e.g. milking machine, vat, cooler, hot water, feed system, irrigation and water pumps.

Dairy Farm Sales Analysed - 2008

Region	Number of Farms Analysed	Average Area	Bare Land Value		Improvements Value/ha	Overall Average Price*
			Irrigated	Non-irrigated		
North	3	192 ha	\$13,750/ha	\$11,833/ha	\$4,125/ha	\$15,954/ha
Circular Head	8	170 ha	\$21,250/ha	\$18,410/ha	\$5,050/ha	\$22,074/ha
Conversion farms	3	76 ha	\$12,417/ha	\$7,917/ha	\$7,000/ha	\$17,172/ha

* Sale price divided by total farm area including bush

10.2 Run-off Blocks Owned:

Run-off Farm Area Owned at 30 June 2009 _____ ha _____ ha
Market Value at 30 June 2009 \$ _____ \$ _____

10.3 Plant and Machinery:

Include all items used by the Dairy Enterprise, either exclusively or in partnership with other enterprises on your property. Where equipment is shared between the dairy and non-dairy enterprises, allocate a value for that equipment which is in keeping with its use by the Dairy Enterprise.

Estimate the value of fixed plant included in the property values above e.g. milking machine, vat, cooler, hot water, feed system, irrigation and water pumps.

Market value of fixed plant and machinery _____

Market value of leased plant _____

Estimate the value of saleable plant and machinery

Exclude leased items

- Vehicles:* Cars, utilities, trucks, tractors, trailers, motor bikes, etc.
- Fodder :* Hay & silage making and feeding out equipment
- Cultivation:* Discs, drills, harrows
- Other plant:* Spreader, irrigators, laterals, tools, tractor attachments

Market value of saleable plant and machinery _____

10.4 Value of Bonlac Shares Owned:

OTHER DAIRY INCOME

11.1 Dairy livestock purchases and sales for the 2008-09 season

Exclude GST from purchases and sales.

	Purchases (\$)		Sales (\$)*	
	Farm Owner	Share Farmer	Farm Owner	Share Farmer
Dairy cattle				
Non-dairy livestock				

* Include income from heifer sales and also include these heifers in other sections of the input sheets. If young calves were transferred from the dairy enterprise to a beef enterprise the value of the calves should be included in the dairy cattle sales.

11.2 Income from sale of hay and/or silage made on the dairy area of the home farm and run-off blocks during the 2008-09 season.

Tonnes of Hay Sold from Home Farm	tonnes (wet)
Tonnes of Hay Sold from Run-off Blocks	tonnes (wet)
Total Income from Hay Sold	\$
Who received the income? Tick Box	Farm Owner <input type="checkbox"/> Share Farmer <input type="checkbox"/>

Tonnes of Silage Sold from Home Farm	tonnes (wet)
Tonnes of Silage Sold from Run-off Blocks	tonnes (wet)
Total Income from Silage Sold	\$
Who received the income? Tick Box	Farm Owner <input type="checkbox"/> Share Farmer <input type="checkbox"/>

11.3 List dairy enterprise income received

	Farm Owner	Share Farmer
Dividends on Bonlac shares	\$	\$
Centrelink subsidies on wages paid to employees:	\$	\$
Rebates received on payments made for dairy enterprise inputs. (Rebates already deducted from payments shown in other parts of this questionnaire - should not be included here, e.g. diesel rebate)	\$	\$
Other Income: eg. house rent received from employees living in homes on the property, etc. (please specify). _____ _____	\$	\$

VARIABLE COSTS

Where costs are **shared** between the dairy and other enterprises show only the Dairy Enterprise share of the cost. **DO NOT INCLUDE GST COMPONENT.**

	Owner Costs, \$	Share Farmer Costs, \$
12.1 Animal Health and Veterinary Costs: Drenches, vaccines, antibiotics, inductions, vet. fees, etc. <i>Feed additives should be included as purchased feed</i>	_____	_____
12.2 Dairy Requisites: Detergents, rubberware, milking machine checks, tail & ear tags, protective clothing. <i>Do not include new equipment or shed alteration costs</i> What were teat disinfectant costs and which cost are they in 12.1 or 12.2 ? Teat disinfectant cost should be in 12.1 Animal Health & Vet (herd costs) Teat disinfectant should be under 12.1.	_____	_____
12.3 Dairy Premises and Associated Power Costs: Include power for dairy, effluent and stock water power costs. <i>Do not include irrigation pumping costs in this section</i>	_____	_____
12.4 Freight: Stock movements related to sales, purchases and agistment, and other general freight to and from the farm. <i>Do not include fertiliser and purchased feed cartage costs</i>	_____	_____
12.5 AI Costs: Include semen, technician, liquid nitrogen and oestrus synchronisation costs.	_____	_____
12.6 Herd Recording: Including cell counting costs.	_____	_____
12.7 Pasture and Forage Crop Costs: Include herbicide, insecticide, seed, spraying and cultivation contractors. <i>Exclude fertiliser and hay/silage contractors</i>	_____	_____
12.8 Fuel and Oil Costs: Total fuel and oil costs associated with dairy enterprise.	_____	_____
12.9 Irrigation Costs: Include irrigation repairs & maintenance, electricity and water purchase costs.	_____	_____
12.10 Purchased Feed: Cost of feeds fed during the year.		
Agistment	_____	_____
Calf feed including milk replacer	_____	_____
Cattle feed	_____	_____
12.11 Fodder Conservation: Contractors' charges, twine, plastic.		
Hay making	_____	_____
Silage	_____	_____
12.12 Fertiliser Cost:	_____	_____

OVERHEAD COSTS FOR THE DAIRY ENTERPRISE

Where a cost is **shared** between the Dairy and Other Enterprises please estimate the cost to the Dairy Enterprise – **DO NOT INCLUDE GST COMPONENT.**

	<i>Owner Costs, \$</i>	<i>Share Farmer Costs, \$</i>
13.1 Labour Costs for Paid Labour: permanent and seasonal wages for farmwork. Include relief milkers, contract workers, workers compensation, superannuation. <i>(Do not include unpaid or non-wage labour e.g. share farmers. This is covered in Question 8)</i>	_____	_____
13.2 Rates and Land Tax: Paid on Home Farm and Run-off Blocks.	_____	_____
13.3 Repairs and Maintenance: To plant and machinery, farm buildings, lanes, fences, drains, etc. associated with the dairy enterprise. <i>(Do not include expenditure on new/capital items)</i>	_____	_____
13.4 Administration Costs: Include accountant, lawyer and consultant costs, government fees etc. <i>Do not include Interest Payments and Bank Fees.)</i>	_____	_____
13.5 Vehicle costs: insurance, registrations etc, exclude fuel costs	_____	_____
13.6 Telephone/Fax: Business calls relating to the dairy enterprise	_____	_____
13.7 Insurance: Farm insurances relating to dairy enterprise.	_____	_____
13.8 Annual Run-off Leases or Rent: Total amount paid on Run-off Blocks which were leased (not owned)..	_____	_____
13.9 Annual Home Farm Lease or Rent: Paid on part or all of the Home Farm which was leased (not owned).	_____	_____
13.10 Annual Equipment Lease: On farm equipment used on the Dairy Enterprise which was leased (not owned).	_____	_____
13.11 Other Costs: e.g. leasing dairy cows and/or bulls from other farmers, etc. (Please specify) _____ _____	_____	_____

Profit and Loss Statement: Include a copy of the accountant’s Profit and Loss statement for 2008-09, if it is available when you return the input sheets. Or provide a print out of income and expenses from your computerised accounting package if it is available.

DAIRY STOCK ON RUN-OFF & AGISTMENT

14.1 Dairy stock on Run-off Blocks that were owned or leased during the year
 Each class of dairy stock has space for several grazing periods, add additional periods if necessary.

Type	Number of Head	Number of Days on Run-off Blocks
Cows		
Heifers (13-24 months)		
Calves (0-12 months)		
Bulls (over 12 months)		

14.2 Agistment 'off' - dairy stock only during 2008-09 season
 Contract Rearing is classified as agistment off and should be included.
 Each class of dairy livestock has space for several agistment periods, add additional periods if necessary.

Type	Number of Head	Number of Days	Who Paid Agistment - Owner or Share Farmer?
Cows			
Heifers (13-24 months)			
Calves (0-12 months)			
Bulls (over 12 months)			

14.3 Agistment on – were any stock agisted or parked on the farm during the year ?
 If yes, Age and nos.....
 Days on home farm.....
 Days on run-off.....

COW ENERGY USE

15.1 Average distance walked by milkers
 Distance from paddock to dairy.....km x 2 =km/ milking
 Number of milkings per day.....

15.2 Home farm terrain: Indicate the steepness of farm with a ✓ in the appropriate box

Flat

Undulating

Steep

15.3 Condition score: On average, across the herd, how much did condition score change from July 08 to June 09 ?

Condition Score at 1 July 2008
 Lowest condition score
 Condition Score at 30 June 2009

NON-DAIRY LIVESTOCK

List non-dairy stock on the home farm and run-off blocks during 2008-09.

16.1 Beef and dairy beef enterprises

	Home Farm		Run-off Blocks	
	Average Number of Head Carried	Number of Months on Home Farm	Average Number of Head Carried	Number of Months on Run-off
Cows/steers (> 24 months)				
Steers/Heifers (13-24 months)				
Calves (0-12 months)				
Bulls (over 12 months)				

16.2 Sheep enterprise (goats should be included here)

	Home Farm		Run-off Blocks	
	Average Number of Head Carried	Number of Months on Home Farm	Average Number of Head Carried	Number of Months on Run-off
Ewes & Hoggets				
Wethers & Rams				
Lambs (0-12 months)				

16.3 Other livestock (e.g. horses, etc.)

Type	Home Farm		Run-off Blocks	
	Average Number of Head Carried	Number of Months on Home Farm	Average Number of Head Carried	Number of Months on Run-off

17.3 Silage made and fed on the farm in the 2008-09:
exclude any purchased silage in 16.1 from figures in 16.3

Silage on hand, 1 July 2008	tonnes
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	Home Farm tonnes (wet)	Run-off Blocks tonnes (wet)
Silage made on farm <i>4' x 5' round bale = 650 kg approx.</i>		
Silage fed to milkers & drys <i>Tonnes should reflect transfers between blocks</i>		
Silage fed to replacements <i>Tonnes should reflect transfers between blocks</i>		
Silage fed to non-dairy livestock <i>Tonnes should reflect transfers between blocks</i>		

Silage at end of year, 30 June 2009	tonnes
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Note: Show total weight of silage in tonnes, not tonnes as dry matter. 40% dry matter will be assumed.

17.4 Grain grown on home farm and run-off blocks and fed to dairy stock in 2008-09 season

	On Home Farm	On Run-off Blocks
Type of grain grown. (Specify)		
Tonnes grown		
Tonnes fed		

17.5 Total Liabilities

This information will be used to calculate Dairy Enterprise Net Worth, Equity and Net Profit.

Total interest bearing debt associated with dairy enterprise at 30 June 2009 (incl. loans, overdraft, merchants and hire purchase)

Total Liabilities \$ _____

17.6 Finance Costs

(i) Total interest payments on all debt associated with Dairy Enterprise . \$ _____

(ii) Bank fees. \$ _____

17.7 Herd Calving Time

Indicate main calving period.

Autumn

Spring

Split
Spring..%
Autumn.....%

All year round

FERTILISER AND SOIL TEST RESULTS

This information will be used to calculate nutrient budgets for home farm plus run-off blocks and to compare soil test results with recommended nutrient levels.

18.1 Fertiliser details

No	Fertiliser type	Tonnes applied			
		Total incl. Run-off	Home Farm		Run-off Blocks
			Irrigated	Dryland	
eg	0-6-17-7	55	30	20	5
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

18.2 Soil tests results

Provide most recent soil test results to indicate fertility of home farm irrigated and dryland pastures plus run-off blocks.

Soil test	Test description		Home Farm		Run-off Blocks
			Irrigated	Dryland	
Phosphorus, P	Impact	Phosphorus Olsen mg/kg			
	Pivot & Serve-Ag	Phosphorus - Colwell, mg/kg			
	Other				
Potassium, K	Impact	Potassium (Amm.Ac.)meq/100g			
	Pivot	Available K (mg/kg)			
	Serve-Ag	Potassium - Colwell K mg/kg			
	Other				
Sulphur, S	Impact	MCP test (mg/kg)			
	Pivot & Serve-Ag	KCl test (mg/kg)			
		CPC test (mg/kg)			
	Other				

18.3 Were the soil test samples taken from 7.5 cm or 10 cm ?

18.4 Soil type

Tick as appropriate to indicate the main soil type on each of the farm areas.

Soil types	Home Farm		Run-off Blocks
	Irrigated	Dryland	
Sand			
Sandy Loam			
Clay Loam			
Clay/ Red soil			
Peat			

ATTACHMENT

Use table to calculate average dairy livestock numbers for Question 4

- **Include** dairy stock on home farm, agistment “off” and run-off blocks.
- **Include** cows/bulls leased from other farmers.
- **Include** cows milked for other farmers.
- **Exclude** cows/bulls leased to other farmers.
- **Exclude** dairy beef stock.

Average Dairy Stock Numbers for Month				
Month	Calves 0-12 Months	Heifers 13-24 Months	Cows in Milk & Dry	Bulls over 12 mths
July 2008				
Aug				
Sept				
Oct				
Nov				
Dec				
Jan 2009				
Feb				
Mar				
Apr				
May				
June 2009				
*Average No. of Head				

*Add figures in each column and divide by 12 to get Average Number of Head for the season. Transfer answer to question 4 on page 3.

Example of Possible Situation in a Spring Calving Herd

Average Dairy Stock Numbers for Month				
Month	Heifer Calves 0-12 Months	Heifers 13-24 Months	Cows in Milk & Dry	Bulls
July 2008	55	50	190	3
Aug	118	55	240	3
Sept	60	55	240	3
Oct	60	55	238	4
Nov	58	54	238	4
Dec	58	54	235	4
Jan 2009	58	54	235	4
Feb	58	54	232	4
Mar	58	54	232	3
Apr	58	54	232	3
May	58	54	200	3
June 2009	58	54	200	3
Average No. of Head	63	54	226	3.5

The arrows indicate that:

55 heifer calves turned 13 months of age in August 2008.

50 2yo heifers calved in August 2008. (These animals were born in August 2006 and calved for the first time in the spring of 2007).

The other changes in the numbers each month are due to births (eg. 118 heifer calves in August 2008) , sales, purchases, deaths and unexplained

CONDITIONS OF ENTRY

For IMPACT/ANZ Dairy Business of the Year (DBOY)

1. The IMPACT/ANZ DBOY is open to any person or entity operating a dairy farm in Tasmania including share farmers, lessees and owners providing they managed the dairy farm during the year being assessed.
2. The objective of the IMPACT/ANZ DBOY is to calculate the financial performance of the participating dairy farm businesses and advise participants how their performance compared with other participants. Those businesses achieving the highest returns will be identified and field days, workshops and publicity about these businesses will provide other dairy farmers with the opportunity to identify the management strategies that contributed to the success of the high achievers.
3. Finalists in the IMPACT./ANZ DBOY will be selected from the entrants with the highest points calculated using the formula;
$$\text{Finalists points} = \frac{\text{Entrant's return on assets \%}}{\text{Average return on assets \%}} \times 20 \text{ points} + \frac{\text{Entrant's operating profit per ha}}{\text{Average operating profit per ha}} \times 10 \text{ points}$$
4. The IMPACT/ANZ DBOY organising committee will appoint a judging team to judge the finalists and select a winner. The winner of the Award will be selected using a points system. Points will be awarded for financial performance plus management of stock, pastures, environment and people.
5. Participants in the IMPACT/ANZ DBOY must supply a copy of the financial statements for the business prepared by their accountant for the year being assessed.
6. The winner, finalists and most improved winner of the Award must allow a case study of their dairy farming enterprise to be published.
7. The winner of the IMPACT/ANZ DBOY must allow a field day to be held on their property.
8. Winners of the IMPACT/ANZ DBOY can participate in the program in subsequent years but they will be ineligible to win, be a finalist, or win the most improved award for five years after they won the Award.
9. If a past winner achieves a return on assets which is greater than a current year finalist they will receive a Consistency Award certificate.
10. Participants who have entered for the last two years are eligible for the most improved category of the program. The most improved winner will be the participant who has the highest increase in return on assets over the two years.

PRIVACY STATEMENT

The information on the IMPACT/ANZ Dairy Business of the Year (DBOY) input sheets will be stored and used by TIAR and Red Sky Agricultural Pty Ltd for the purpose of conducting the program.

Your information will be used to prepare reports on your business and farm performance, assist calculate industry benchmarks that are used in the reports you receive and for industry planning, and to decide the winners and finalists of the IMPACT/ANZ DBOY.

Your personal information may be disclosed to staff of TIAR, the manager of Red Sky Agricultural Pty Ltd and the appointed judges of the Impact DBOY. Winners and finalists of the IMPACT/ANZ DBOY will be identified and some of their personal information will be published.

Some information supplied by participants who are not winners or finalists of the IMPACT/ANZ DBOY will be published but the identity of the farmers who supplied the information will not be disclosed.

If the information that we hold about you is not accurate we will take reasonable steps to correct it when you advise us a correction is needed. TIAR is committed to ensuring the personal information it collects is managed in accordance with the *Personal Information Protection Act 2004*.