

Name:  
Number:

**FORAGE & PROFIT MANAGER PROFILE**

One Herd Profile Form is needed for each herd.  
Please state the 12 month period this applies to

Year ending

**STOCK - average numbers of stock**      Number

|                                           |  |
|-------------------------------------------|--|
| Dairy Heifers over 2 years                |  |
| Dairy Heifers 1 to 2 years                |  |
| Dairy Heifer calves under 1 year          |  |
| Suckler Cows & Breeding Bulls             |  |
| Grazing & Silage Beef (excl. Cereal Beef) |  |
| Intensive Cereal Beef (non grazing)       |  |
| Sheep (ewes & rams)                       |  |
| Store Lambs                               |  |
| Number of months on farm                  |  |
| Pigs                                      |  |
| Poultry                                   |  |
| Other livestock .....                     |  |
| Do you have any other dairy herds?        |  |
| Number of other dairy cows                |  |

\*Delete as appropriate

**ARABLE CROPS**      Ac/Ha\*

|               |  |
|---------------|--|
| Cereals       |  |
| Oil Seed Rape |  |
| Potatoes      |  |
| Sugar Beet    |  |
| Other.....    |  |

**FORAGES ON WHOLE FARM**

**GRASSLAND FORAGES**      Ac/Ha\*

|                                    |  |
|------------------------------------|--|
| Permanent pasture                  |  |
| Grass leys - 5 years old +         |  |
| Grass leys - less than 5 years old |  |
| Italian Ryegrass leys              |  |

**OTHER GRAZED FORAGES**      Ac/Ha\*

|         |  |
|---------|--|
| Turnips |  |
| Kale    |  |
| Rye     |  |

\*Delete as appropriate

**CONSERVED FORAGES FED**

Please give details of conserved forages for the whole farm

|                     | Ac/Ha* | Clamped | Round baled | Contractor | Additive used |
|---------------------|--------|---------|-------------|------------|---------------|
| <b>Grass Silage</b> |        | ✓       | ✓           | ✓          | ✓             |
| 1st cut             |        |         |             |            |               |
| 2nd cut             |        |         |             |            |               |
| 3rd cut             |        |         |             |            |               |
| 4th cut             |        |         |             |            |               |
| Maize               |        |         |             |            |               |
| Wholecrop           |        |         |             |            |               |
| Lucerne             |        |         |             |            |               |
| Fodder Beet         |        |         |             |            |               |
| Red Clover          |        |         |             |            |               |
| Other.....          |        |         |             |            |               |
| Other.....          |        |         |             |            |               |

**FARM LABOUR** Please enter the hours worked by each person

For "Dairy Cows" only include staff and family time directly involved in milking, feeding, scraping out & herd management but not silage making or field work.

| Person                | SUMMER     |             | WINTER     |             |
|-----------------------|------------|-------------|------------|-------------|
|                       | Dairy Cows | Total Hours | Dairy Cows | Total Hours |
|                       | hours/wk   | hours/wk    | hours/wk   | hours/wk    |
| Owner                 |            |             |            |             |
| Family Member 1       |            |             |            |             |
| Family Member 2       |            |             |            |             |
| Family Member 3       |            |             |            |             |
| Farm Manager          |            |             |            |             |
| Herd Manager          |            |             |            |             |
| Herdsperson           |            |             |            |             |
| Assistant Herdsperson |            |             |            |             |
| General Farm Worker   |            |             |            |             |
| Student               |            |             |            |             |
| Relief Milker         |            |             |            |             |
| Contract Milker       |            |             |            |             |
| Other                 |            |             |            |             |

**PROFIT MANAGER REPORTS** - please select which margin you would like reported along with margin per litre

£ per Hectare       or      £ per Cow

Name:  
Number:

|                                                                            | Dairy Variable Costs |           |                  |                |                       |                       | Forage Costs                 |             |               |                           |                           |                         | Other Income        |                           | Labour                    |                               |  |
|----------------------------------------------------------------------------|----------------------|-----------|------------------|----------------|-----------------------|-----------------------|------------------------------|-------------|---------------|---------------------------|---------------------------|-------------------------|---------------------|---------------------------|---------------------------|-------------------------------|--|
| You can choose to enter monthly or annual figures for each cost separately | <i>Vet &amp; Med</i> | <i>AI</i> | <i>Recording</i> | <i>Bedding</i> | <i>Dairy Sundries</i> | <i>Parlour Spares</i> | <i>Fertiliser &amp; Lime</i> | <i>Seed</i> | <i>Sprays</i> | <i>Other Forage Costs</i> | <i>Forage Contracting</i> | <i>Forage Purchases</i> | <i>Forage Sales</i> | <i>Other Income .....</i> | <i>Other Income .....</i> | <i>Paid Labour &amp; PAYE</i> |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |
|                                                                            |                      |           |                  |                |                       |                       |                              |             |               |                           |                           |                         |                     |                           |                           |                               |  |

**OR enter an Annual figure stating the year end**

|               |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Yr. End ..... |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

**This a cost for: (please tick one)**

|                    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|--------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Dairy Herd only    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dairy & Youngstock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Whole Farm         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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**OVERHEAD COSTS  
START UP INPUT**

Name:  
Number:



|                                                                            | Machinery         |                   |                           |                        |                          |            |             | Office & Utilities |        |                          |                   |          | Property       |                       | Rent & Finance |                 |
|----------------------------------------------------------------------------|-------------------|-------------------|---------------------------|------------------------|--------------------------|------------|-------------|--------------------|--------|--------------------------|-------------------|----------|----------------|-----------------------|----------------|-----------------|
| You can choose to enter monthly or annual figures for each cost separately | Machinery Repairs | Machinery Leasing | Machinery Tax & Insurance | Machinery Depreciation | Contracting (Non Forage) | Fuel & Oil | Electricity | Water              | Office | Professional Fees & Subs | General Insurance | Sundries | Property Costs | Property Depreciation | Rent           | Finance Charges |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |
|                                                                            |                   |                   |                           |                        |                          |            |             |                    |        |                          |                   |          |                |                       |                |                 |

**OR enter an Annual figure stating the year end**

|               |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Yr. End ..... |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

**This a cost for:**

|                    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|--------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Dairy Herd only    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dairy & Youngstock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Whole Farm         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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