

FARM DETAILS

YOUR DETAILS

Name

Address

Town

County

Postcode

Telephone

Mobile

Email

If using Kingshay Dairy Manager - Herd No:

12 month period to which figures apply (all figures should apply to same period) to

Farm Area entered as - (Select drop down box)
 select Hectares or Acres

FORAGE AREA	Area Owned	Area Rented
Permanent pasture (non-ploughable)	<input type="text"/>	<input type="text"/>
Grass leys - 5 years old +	<input type="text"/>	<input type="text"/>
Grass leys - less than 5 years old	<input type="text"/>	<input type="text"/>
Italian ryegrass leys	<input type="text"/>	<input type="text"/>
Maize	<input type="text"/>	<input type="text"/>
Wholecrop cereals	<input type="text"/>	<input type="text"/>
Turnips / kale	<input type="text"/>	<input type="text"/>
Fodder beet	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>

ARABLE CROPS	Area Owned	Area Rented
Cereals (not wholecrop)	<input type="text"/>	<input type="text"/>
Other combinable crops	<input type="text"/>	<input type="text"/>
Root crops	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>

ENVIRONMENTAL AREA	Area Owned	Area Rented
Stewardship areas	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>
Other <input type="text"/>	<input type="text"/>	<input type="text"/>

STOCK - numbers of stock

	At Start of Year	At End of Year
Dairy cows	<input type="text"/>	<input type="text"/>
Breeding bulls	<input type="text"/>	<input type="text"/>
Dairy heifers - over 2 years	<input type="text"/>	<input type="text"/>
Dairy heifers - 1 to 2 years	<input type="text"/>	<input type="text"/>
Dairy heifers - under 1 year	<input type="text"/>	<input type="text"/>
Suckler cows & breeding bulls	<input type="text"/>	<input type="text"/>
Grazing & silage beef - over 2 years	<input type="text"/>	<input type="text"/>
Grazing & silage beef - 1 to 2 years	<input type="text"/>	<input type="text"/>
Grazing & silage beef - under 1 year	<input type="text"/>	<input type="text"/>
Intensive cereal beef (non grazing)	<input type="text"/>	<input type="text"/>
Ewes (with lambs)	<input type="text"/>	<input type="text"/>
Replacement ewes lambs / gimmers	<input type="text"/>	<input type="text"/>
Rams	<input type="text"/>	<input type="text"/>
Store lambs - average number	<input type="text"/>	<input type="text"/>
Number of months on farm	<input type="text"/>	<input type="text"/>
Other livestock <input type="text"/>	<input type="text"/>	<input type="text"/>
Other livestock <input type="text"/>	<input type="text"/>	<input type="text"/>
Other livestock <input type="text"/>	<input type="text"/>	<input type="text"/>

Enterprises to allocate costs to -	Y / N
Dairy	<input checked="" type="checkbox"/>
Dairy Youngstock	<input type="checkbox"/>
Beef	<input type="checkbox"/>
Sheep	<input type="checkbox"/>
Pigs	<input type="checkbox"/>
Broilers	<input type="checkbox"/>
Laying hens	<input type="checkbox"/>
Other livestock	<input type="checkbox"/>

Arable	Y / N
Cereals	<input type="checkbox"/>
Other combinable crops	<input type="checkbox"/>
Root crops	<input type="checkbox"/>
Other crops <input type="text"/>	<input type="checkbox"/>

Other	Y / N
Property	<input type="checkbox"/>
Renewable energy	<input type="checkbox"/>
Other <input type="text"/>	<input type="checkbox"/>

Notes:

Name -
 Farm -

DAIRY HERD PROFILE

MAIN BREED		% of herd	HOUSING SYSTEM		Number	HERD PERFORMANCE	
Holstein / Friesian			Cubicles			If you use Kingshay Dairy Manager, enter HerdID	
Jersey			Loose housing			Otherwise enter the following details:	
Guernsey			YOUNGSTOCK		Y/N	Average cows in herd	
Crossbreeds			Home reared			number	
Other			Contract reared			MILK PRODUCTION	
CALVING PATTERN		Y/N	Flying herd			Litres sold	litres
All year round			Natural service - own bull used			Milk retained (fed to calves)	litres
Spring			Typical heifer calving age (months)			Milk unsaleable	litres
Autumn			MAIN GRAZING SYSTEM		Y/N	Butterfat	%
MILK PRODUCTION		Y/N	Paddock / strip grazing			Protein	%
Conventional (non organic)			Set stocking			Bactoscan	
In conversion to organic			Zero grazing			Cell count	'000
Fully organic			None - milkers housed all year			PRODUCTION FROM FORAGE	
Organic Conversion Date			TURNOUT & HOUSING in this year			Yield from forage (if known)	litres
RECORDING		Y/N	First turnout date			Average stocking rate	cows per ha
Pedigree herd			Final housing date			Notes:	
Milk record (NMR, CIS or QMMS)			FIELD TASKS DONE BY CONTRACTOR		Enter est. % of work		
FREQUENCY OF MILKING		Y/N	Cultivations				
Twice a day			Drilling				
Three times a day - all year			Grass silaging - whole operation				
Three times a day - part year			Maize silaging - whole operation				
Robotic milker			Combining				
WINTER FEEDING (Main System)		Y/N	Manure spreading				
Self feed			Fertiliser applications				
Easy feed using a loader			Spraying				

Name -
Farm -

FARM INCOME

Enter 12 month financial figures from your accounts.

		Total (£)	Beef		Number	Total (£)	Other Income		Total (£)
Milk Income (from sold litres)			Finished beef sales				Forage sales		
			Store cattle sales				Land rent income		
Dairy stock - sold / left herd							Property income		
Dairy cows - sold for breeding	Number	Total (£)					Contract work		
Dairy cows - sold as culls									
TB culls			Other livestock		Number	Total (£)			
Cows died									
Casualty cows (shot on farm)									
Calves & other dairy stock sales			Crops		Tonnes	Total (£)	Subsidies		Total (£)
Calf sales	Number	Total (£)	Wheat				Farm Basic Payment		
Youngstock sold			Barley				Environmental payments		
Calves transferred									
To rear as dairy replacements	Number	£ per head							
Transferred to beef rearing									

Notes:

STOCK PURCHASES

Stock purchases		Number	Total (£)	Other stock purchases		Number	Total (£)
Cow & heifer purchases (into herd)							
Youngstock purchases							
Breeding bulls							
		Number	£ per head				
Home-reared heifers brought into herd			1,500				

Notes:

INSTRUCTIONS FOR COMPLETING THE INPUT FORMS

The aim of the Profit Manager service is to provide a valuable monitoring and management control document which details the full costs of milk production. The use of a standardised recording method enables each herd to compare their own costs and profitability to other herds.

Complete the Farm Details, Labour, Dairy and Other Input pages, then complete the Income, Variable costs and Overheads Costs pages. Give us the details of ALL costs, particularly if you have other enterprises such as beef or arable. If you can easily split out costs to the Dairy enterprise please do so, otherwise complete the Total (£) box.

Please supply any additional details you think may be relevant in the notes boxes.

Key Notes

Combined headings	Headings that do not tie in with your Accounts, e.g. Professional fees & Accountancy fees may be combined, indicate they were combined on the form.
VAT	All costs should NOT include VAT.
Vet & Med	All vet tasks and medicines, including contract PD, foot trimming, scanning & fly control products.
AI, semen & bull hire	Semen cost AI fees DIY AI supplies Bull hire
Bedding	Purchased straw and / or shavings, sand, paper etc.
Livestock sundries	Teat dips Ear tags Freeze branding Dairy chemicals
Parlour Maintenance	Liners Paint Pump oil Milking machine testing Parlour service contract Not parlour improvements (i.e. extra milking units)
Other Forage Costs	Bags Additives Plastic sheets Silage & soil analysis
Family labour & private drawings	Private drawings are not included in this analysis. Instead we take account of family labour based on the labour hours supplied.
Paid labour	Be careful not to double count Family labour. If you pay them a salary, they should be included as "Paid Labour".
Fuel & Oil	For farm and house
Electricity & Water	For farm and house
Office	Computer supplies & software Secretarial work Stationery
Sundries	Non capital or non livestock sundry items not allocated elsewhere
Rent	Land rental Grass keep
Property costs	Building repairs including fencing, tracks, silage pits
Hire purchase/leasing agreements	Only include the interest portion of the payments, not the capital repayment fees.
Finance	Include Interest paid to the bank, along with the interest portion of loan repayments. Any capital repayment should not be included.
Depreciation - machinery & property	Take this from your latest farm accounts.
Capital reinvestment	Any machinery purchases during the year should NOT be included. This will be taken account of under machinery depreciation.

Name -
Farm -

FARM VARIABLE COSTS

Enter 12 month financial figures from your accounts.

Enter the total value and then where costs can be accurately allocated to an enterprise, enter in the relevant column (add headings). If in doubt, just enter the total.

Purchased Feed	Total (£)	Dairy Only	Dairy Young-stock Only	Beef Only				
Concentrates / blends								
Straights - purchased								
Straights - home grown								
Bulk / co-product feeds								
Minerals / supplements								
Milk powder								

Forage & crop costs	Total (£)	Dairy Only	Dairy Young-stock Only	Beef Only				
Fertiliser & lime								
Seed								
Sprays								
Forage purchases								
Other forage costs								

Variable Costs	Total (£)	Dairy Only	Dairy Young-stock Only	Beef Only				
Vet & med								
AI, semen & bull hire								
Recording								
Bedding								
Livestock sundries								
Parlour maintenance								
Contract heifer rearing								
Livestock haulage								
Commission/marketing								

Other variable costs	Total (£)	Dairy Only	Dairy Young-stock Only	Beef Only				

Notes:

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FARM OVERHEAD COSTS

Enter 12 month financial figures from your accounts.

Enter the total value and then where costs can be accurately allocated to an enterprise, enter in the relevant column (add headings). If in doubt, just enter the total.

Labour	Total (£)								
		Dairy Only	Dairy Young-stock Only	Beef Only					
Paid labour & PAYE									
Contract & other labour									
Other									
Other									

Machinery Costs

Machinery repairs									
Machinery leasing									
Mach. tax & insurance									
Contracting									
Fuel & oil									
Electricity									
Other									

Rent & Finance	Total (£)								
		Dairy Only	Dairy Young-stock Only	Beef Only					
Rent									
Bank charges/interest									
Interest on loans & HP									
Other									
Other									

Fixed Costs	Total (£)								
		Dairy Only	Dairy Young-stock Only	Beef Only					
Water									
Office									
Telephone									
Professional fees									
Subscriptions									
Accountancy fees									
General insurance									
Sundries									
Council tax & rates									
Property repairs									
Other									
Other									

Depreciation	Total (£)								
		Dairy Only	Dairy Young-stock Only	Beef Only					
Machinery depreciation									
Property depreciation									
Other									
Other									

Notes: