



All herds need to fill in green boxes

For herds NOT using Dairy Manager costings, please fill in the blue boxes as well.

FARM DETAILS

YOUR DETAILS	
Name:	Joe Brown
Address:	Bridge Farm
	West Bradley
	Glastonbury, Somerset
Postcode:	BA6 8LU
Telephone:	01458 851555
Mobile:	
Email:	joe.brown@hotmail.com
If using Kingshay Dairy Manager - Herd No:	BA7520

12 month period to which figures apply to

STOCK - numbers of stock	At Start of Year	At End of Year
Dairy Cows	168	190
Heifers over 2 years		
Heifers 1 to 2 years	64	67
Heifer calves under 1 year	51	36
Suckler Cows & Breeding Bulls	0	3
Grazing & Silage Beef (excl. cereal beef) >24mths	0	83
1 to 2 years		
Under 1 year		
Cereal Beef (non grazing)		
Sheep (ewes & rams)		
Store Lambs Number of months on farm		
Other livestock		
Other livestock		
Other livestock		

TOTAL FARM AREA	Ae/Ha*
Owned	10
Tenanted	53
Contract / Share farmed	74
Other	

FORAGE AREA	Ae/Ha*
Permanent pasture	17
Grass leys - 5 years old +	
Grass leys - less than 5 years old	21
Italian Ryegrass leys	
Maize	
Wholecrop Cereals	
Turnips / Kale	
Fodder Beet	
Other	
Other	
Other	
Other	

ARABLE CROPS	Ae/Ha*
Cereals - combined (not wholecrop)	53
Oil Seed Rape	
Potatoes	
Other	
Other	

ENVIRONMENTAL AREA	Ae/Ha*
Set-aside/Stewardship areas	
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 field work. For "Total Hours" include all staff and family labour on the farm, including dairy cows, youngstock and all other enterprises.

Person	SUMMER		WINTER	
	Dairy Hours	Total Hours	Dairy Hours	Total Hours
	hours/wk	hours/wk	hours/wk	hours/wk
Owner	20	60	30	60
Family Member 1	5	10	5	10
Family Member 2				
Farm Manager				
Herdsperson				
General Farm Worker	10	60	30	45
Student				
Relief Milker				
Other				
Other				

ANNUAL RAINFALL		✓
Less than 25 inches	(<625 mm)	
25 - 35 inches	(625 - 875 mm)	✓
35 - 42.5 inches	(875 - 1060 mm)	
42.5 - 50 inches	(1060 - 1250 mm)	

MAIN SOIL TYPE		✓
Clay		✓
Loam		✓
Peat		
Sand and Gravel		
Chalk		



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Name - Joe Brown

Farm- Bridge Farm



HERD PROFILE
PROFIT MANAGER HERD COSTS (2)

DAIRY HERD PROFILE

MAIN BREED	% of herd
Holstein / Friesian	95
Jersey	
Guernsey	
Ayrshire	
Other Breed.....	5

CALVING PATTERN	
All year round	✓
Spring	
Autumn	

MILK PRODUCTION	
Conventional (non organic)	✓
In conversion to organic	
Fully Organic	
Conversion Date	

HERD TYPE (tick each one if applicable)	
Pedigree Herd	
Milk Record (NMR, CIS or QMMS)	✓

HOUSING SYSTEM	%
Cubicles	100
Loose Housing	

FREQUENCY OF MILKING	
Twice a day	✓
Three times a day - all year	
Three times a day- part year	
Robotic milker	

DAIRY TASKS	Technician	DIY/Staff
Who performs the following tasks?		Please ✓
Foot trimming	✓	
AI		✓

YOUNGSTOCK	
Home Reared	✓
Contract Reared	
Flying Herd	
Natural Service - Own Bull used	
Typical heifer calving age (months)	26

MAIN GRAZING SYSTEM	
Paddock grazing	✓
Strip grazing	
Set Stocking	
Zero grazing	

WINTER FEEDING (Main System)	
Self Feed	
Easy Feed using a loader	
Forage Box	
Mixer Wagon	✓

FIELD TASKS DONE BY CONTRACTOR	
Cultivations	✓
Drilling	✓
Silaging - Grass	✓
Silaging - Maize	✓
Combining	
Muck Spreading	
Hedge Cutting	
Other	

ARABLE CROPS TRANSFERRED TO DAIRY	Tonnes	£/t
Homegrown cereals		
Straw transfers for bedding		
Other		

HERD COSTINGS	Please give details from your dairy costings	
If you do not use Kingshay Dairy Manager either fill the details below or enclose a copy.		
Costings for year ending	March 2013 - see monthly costings	
Average cows in herd	number	
Yield per cow	litres	
Yield from forage (if known)	litres	
Yield from grazing (if known)	litres	
Milk retained (fed to calves)	litres	
Butterfat %		
Protein %		
Bactoscan		
Cell Count		
Milk Price	pence per litre	
Concentrate use	kg per cow	
Concentrate price	£ per tonne	
Other purchased feed	£ per cow	
Total purchased feed cost	£	
Average stocking rate	cows per ha	

COWS IN and OUT of Herd in 12 months	
Number of cows left herd (sold or died)	
Number of cows purchased	
Number of heifers brought into herd	
Heifer value (alter if different)	£ per head £950

CALVES SOLD / TRANSFERRED in 12 months	
Calves sold	number
Calves transferred for rearing (dairy or beef)	
Calf transferred value (alter if different)	£ per head £50

TYPICAL TURNOUT & HOUSING	
First Turnout Date	04/04/2012
Final Housing Date	15/10/2012



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Name - Joe Brown

Farm- Bridge Farm



**FINANCIAL RECORD
PROFIT MANAGER HERD COSTS (3)**

WHOLE FARM COSTS

Please state the 12 month period to which accounts apply

Year ending	Mar-13
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Enter 12 month financial figures from your accounts.

If you use an accounts program, you may wish to print and enclose a Profit & Loss report that includes 12 months income & costs for all Accounts Codes, instead of filling in this page.

For Variable & Labour costs, please tick whether costs are for Dairy Only, Dairy & Youngstock, All Forage Livestock or for the Whole Farm

Income	Whole Farm (£)
Milk Income	337986
Calf Sales	1645
Dairy Cow Sales (culls etc.)	22743
Beef Sales	
Sheep Sales	
Crop Sales	51360
Crop Sales	
Forage Sales	
Land Rent Income	500
Property Income	6537
Other Income	16282
Other Income	

N.B. Single Farm Payments are not included in the analysis

Stock Purchases	Whole Farm (£)
Cow Purchases	41945
Other Stock	
Other Stock	

Purchased Feed	Whole Farm (£)
Dairy Concentrate Feed	62250
Dairy Bulk Feed	
Minerals	
Youngstock Feed	8025
Calf Milk Powder	
Other Feed	

Variable Costs	£ (Please tick)	Dairy Only	Dairy & Y/S	All Forage Livestock	Whole Farm
Vet & Med	12250	<input checked="" type="checkbox"/>			
AI, Semen & Bull Hire	200	<input checked="" type="checkbox"/>			
Recording	1241	<input checked="" type="checkbox"/>			
Bedding	2084	<input checked="" type="checkbox"/>			
Haulage	450	<input checked="" type="checkbox"/>			
Dairy Sundries	3480	<input checked="" type="checkbox"/>			
Parlour Spares	4364	<input checked="" type="checkbox"/>			
Commision/Marketing					
Contract Heifer Rearing					
Other Costs					
Other Costs					

Forage & Crop Costs	£ (Please tick)	Dairy Only	Dairy & Y/S	All Forage Livestock	Whole Farm
Fertiliser & Lime	25260		<input checked="" type="checkbox"/>		
Seed	14560		<input checked="" type="checkbox"/>		
Sprays	26252		<input checked="" type="checkbox"/>		
Other Forage Costs	8250		<input checked="" type="checkbox"/>		
Forage Purchases					
Other Costs					
Other Costs					

Labour	£ (Please tick)	Dairy Only	Dairy & Y/S	All Forage Livestock	Whole Farm
Paid Labour & PAYE	29970		<input checked="" type="checkbox"/>		
Contract & Other Labour	65343		<input checked="" type="checkbox"/>		

Additional Notes:

Machinery Costs	Whole Farm (£)
Machinery Repairs	23073
Machinery Leasing	9045
Machinery Tax & Insurance	360
Contracting	52470
Fuel & Oil	14390
Electricity	5708

Fixed Costs	Whole Farm (£)
Water	5053
Office	8045
Telephone	1422
Professional Fees & Subs	1880
Subscriptions	124
Accountancy Fees	4913
General Insurance	7933
Sundries	700
Council Tax & Rates	4522
Property Repairs	12447

Rent & Finance	Whole Farm (£)
Rent	58196
Bank Charges/Interest	19455
Interest on Loans & HP	1244

Depreciation	Whole Farm (£)
Machinery Depreciation	52137
Property Depreciation	17519

Please return to:

Kingshay Dairy Manager, Bridge Farm, West Bradley, Glastonbury, Somerset BA6 8LU.

