

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	
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Farm Area entered as -

(Select drop down box)

select Hectares or Acres

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FORAGE AREA

Area Owned Area Rented

Permanent pasture (non-ploughable)

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Grass leys - 5 years old +

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Grass leys - less than 5 years old

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Italian ryegrass leys

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Maize

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Wholecrop cereals

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Turnips / kale

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Fodder beet

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Other

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Other

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ARABLE CROPS

Area Owned Area Rented

Cereals (not wholecrop)

--	--

Other combinable crops

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Root crops

--	--

Other

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Other

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ENVIRONMENTAL AREA

Area Owned Area Rented

Stewardship areas

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Other

--

Other

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STOCK - numbers of stock
**At Start
of Year** **At End
of Year**

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

Enterprises to allocate costs to -

Y / N

Dairy	Y
Dairy Youngstock	
Beef	
Sheep	
Pigs	
Broilers	
Laying hens	
Other livestock	

Arable

Y / N

Cereals	
Other combinable crops	
Root crops	
Other crops	

Other

Y / N

Property	
Renewable energy	
Other	

Notes:

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Name -
Farm -

DAIRY HERD PROFILE

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

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	Number	Total (£)					Property income		
Dairy cows - sold for breeding							Contract work		
Dairy cows - sold as culls			Other livestock	Number	Total (£)				
TB culls									
Cows died									
Casualty cows (shot on farm)									
Calves & other dairy stock sales	Number	Total (£)	Crops	Tonnes	Total (£)	Subsidies	Total (£)		
Calf sales			Wheat			Farm Basic Payment			
Youngstock sold			Barley			Environmental payments			
Calves transferred	Number	£ per head							
To rear as dairy replacements		200							
Transferred to beef rearing		150							

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 -
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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:

