

Sample Farm Trend Analysis

● Meets target ● Needs some attention ● Needs full attention

	My farm's goal	2018	2019	2020	2021	2022 P ¹
Financial						
Cash and line availability per cow	\$1,500	\$687	\$705	\$1,449	\$1,511	\$1,435
Equity to asset	>50%	51	49	53	54	55
Debt per CWT of production	<20	24.55	27.25	21.55	20.6	19.7
Return on assets	>6%	3.2	2.4	7.2	6.1	6
Break even Class III milk price	<\$16.50	\$16.85	\$16.70	\$15.45	\$15.85	\$16.25
Herd parameters						
CWT milk shipped per day	>2,250	2,105	2,185	2,205	2,245	2,250
Average days in milk	< 180	190	187	185	179	180
Heifers per cow	<.85	1.1	1.05	0.95	0.89	0.85
SCC ²	<200,000	210,000	205,000	195,000	206,000	200,000
Other						
Percent of milk protected ³	> 75%	50%	62.50%	47%	65.80%	75%
Percent of feed purchases protected ⁴	>50%	50%	50%	45%	30%	50%

¹Projected
²Somatic cell count
³Dairy Margin Coverage, Dairy Revenue Program, LGM-Dairy, contracts, options or hedges
⁴Contracts, options or hedges