

<b>DBOY Questionnaire</b>		Name:			Farm/Trading Name:		
Please also provide a copy of your 2008/09 Annual Accounts (PLUS a printout from your electronic cashbook for 2008/09 if available)							
Mailing Address:							
Phone:		Fax:		Mob:		Email:	
Average Annual Rainfall		mm	This should be for an average or 'normal' rainfall year as it is used to identify farms in similar rainfall bands				
Contour (for milking area only) --- <i>please tick one</i>			<input type="checkbox"/> Flat	<input type="checkbox"/> Gentle Rolling	<input type="checkbox"/> Rolling - Easy Hill	<input type="checkbox"/> Steep Hill	
Calving Periods per Year --- <i>please tick one</i>			<input type="checkbox"/> One	<input type="checkbox"/> Two	<input type="checkbox"/> Three	<input type="checkbox"/> Four	
Daily Milking Frequency --- <i>please tick one</i>			<input type="checkbox"/> 1 x per day majority	<input type="checkbox"/> 1 x per day minority	<input type="checkbox"/> 2 x per day entirely	<input type="checkbox"/> 3 x per day minority	
<b>FARMED DAIRY AREA</b>	<b>Start of Year</b>	These areas <b>INCLUDE</b> any leased milking area but <b>EXCLUDE</b> any support area (Runoff or areas not grazed by cows)					
Total Surveyed Milking Area	hectares	This is the full surveyed area of owned and leased land used for milking. This does <b>NOT</b> include area solely used for youngstock or cropping.					
Effective Milking Area	hectares	This is the effective milking area used for milking which is often 95%-97% of the <i>Total Surveyed Milking Area</i>					
Non-Effective Milking Area	hectares	This is the non-effective milking area used for milking which is often 3%-5% of the <i>Total Surveyed Milking Area</i> . This includes buildings, races, laneways, drains, dams, trees, and other waste area.					
<b>OWNED DAIRY AREA and VALUE</b>	<b>Start of Year</b>	<b>End of Year</b>	These areas <b>EXCLUDE</b> any support area (Runoff or areas not grazed by cows)				
Owned Milking Area	hectares	hectares	This is the amount of the <i>Total Surveyed Milking Area</i> that is owned (not leased from an unrelated party)				
Owned Milking Area Market Value	total \$	total \$	This is the estimated value of the <i>Milking Area</i> under a planned sale with a willing buyer and willing seller				
<b>RUNOFF/SUPPORT AREA &amp; VALUE</b>	<b>Start of Year</b>	<b>End of Year</b>	This area <b>INCLUDES</b> both <i>owned</i> and <i>leased</i> areas used for dairying and other enterprises				
Total Surveyed Runoff/Support Area	hectares	hectares	This area <b>EXCLUDES</b> land on which a non-dairy enterprise is being undertaken i.e. beef or horticulture				
Owned Surveyed Runoff/Support Area	hectares	hectares	These areas also <b>INCLUDE</b> areas of the dairy farm that are solely used for youngstock or cropping				
Owned Runoff Market Value	total \$	total \$	This is the estimated value of the <i>Support Area</i> under a planned sale with a willing buyer and willing seller				
Area Used for Non-Dairy Enterprises	hectares	hectares	This area <b>INCLUDES</b> both owned and leased areas used solely for non-dairying related enterprises i.e. beef or horticulture				
<b>MILK PRODUCTION</b>	<b>2008/09</b>	Milk production should be entered for the same period as the financial year					
Peak Milking Numbers	cows	This is the number of cows that completed at least 2 months of a lactation (owned AND leased). For farms with 1 or 2 calvings per year this is likely to be similar to peak milking numbers. For other farms it is often 5%-10% above peak milking numbers.					
Total Milk Litres	litres	These litres, milkfat and protein should include all milk sent to the factory	<b>Cow Liveweight</b>	kgs	Enter an estimate of liveweight at average condition score		
Total Milkfat	kgs		<b>N Applied per Hectare</b>	kgs	Nitrogen applied per <b>MILKING</b> hectare		
Total Protein	kgs		<b>Fert on Support Area</b>	\$	Enter value of fertiliser applied on <i>Support Area</i>		
Adjustment to Calf Milk	litres	Enter here any additional litres removed for beef calves or other livestock. Milk for heifer calves is automatically allocated.					
<b>LIVESTOCK NUMBERS FARMED and OWNED</b>	<b>Mixed-Age Cows</b>	<b>Heifers 13+ mths</b>	<b>Yearlings / Calves 1-12 mths</b>	<b>Breeding Bulls</b>	<b>Other</b>	<b>Other</b>	
Total Owned Numbers	Opening & closing numbers will be taken from your Annual Accounts [Livestock Trading Account]						
Average Market Value per Head (not req'd)	\$	\$	\$	\$	\$	\$	
Average No. <b>Weeks ON</b> Milking Area	wks	wks	wks	wks	wks	wks	
Primary Cow Breed - <i>please tick one</i>	<input type="checkbox"/> Friesian/Holstein	<input type="checkbox"/> Friesian/Jersey Cross	<input type="checkbox"/> Jersey	<input type="checkbox"/> Ayrshire	<input type="checkbox"/> Other:		
Primary Bull Breed - <i>please tick one</i>	<input type="checkbox"/> Friesian/Holstein	<input type="checkbox"/> Friesian/Jersey Cross	<input type="checkbox"/> Jersey	<input type="checkbox"/> Ayrshire	<input type="checkbox"/> Other:		



SUPPLEMENTS DM=Dry Matter, AF=As Fed or Wet Matter	All Concentrates (incl. Grains / Pellets)	Grass Silage			Other	Please note the <i>type of silage or hay</i> i.e. grass silage, maize, silage, cereal silage, pasture hay, clover hay, lucerne. <i>Support area</i> includes runoff plus area on dairy farm not used for milking cows. <i>Please use a second sheet</i> if more than 5 feeds required. <i>AF</i> = As Fed or Wet Matter.
			Silage	Hay		
Opening Stock on Hand	tAF	tDM	tDM	tAF	tDM	This is only important where there has been a significant change in opening and closing quantity
Quantity of Feed Produced on Milking Area		tDM	tDM	tAF	tDM	Average grass silage crop 2.5-3.5 tDM/ha    bunker 150-200 kgsDM/m <sup>3</sup>    average bales 200 kgsDM; Average hay crop 3.5-4.5 t/ha    small bales 300-350 kgs    large bales 550-750 kgs
Cost of Home Grown Feed (\$/tDM)		/tDM	/tDM	/tAF	/tDM	This is only the direct costs associated with feed grown on the milking area
Milking Area Used for Crop			ha			This is the milking area from which the crop was harvested
Quantity Feed Produced on Support Area	tAF	tDM	tDM	tAF	tDM	Average maize silage crop 15-25 tDM/ha    bunker 200-250 kgsDM/m <sup>3</sup> ; Average cereal silage crop 8-15 tDM/ha    150-200 kgsDM/m <sup>3</sup>
Cost of Feed Grown on Support Area	/tAF	/tDM	/tDM	/tAF	/tDM	This is only the direct costs associated with feed grown on the support area
Support Area Used for Crop/Silage	ha	ha	ha	ha	ha	This is the support area from which the crop was harvested
Quantity of Feed Purchased off Farm	tAF	tDM	tDM	tAF	tDM	This is the tonnage of supplement purchased from off-farm
Cost of Purchased Feed (\$/tDM)	/tAF	/tDM	/tDM	/tAF	/tDM	This is the direct costs associated with this feed
Closing Stock on Hand	tAF	tDM	tDM	tAF	tDM	This is only important where there has been a significant change in opening and closing quantity
Quantity Feed Sold From/Consumed Off Milking Area	tAF	tDM	tDM	tAF	tDM	This is the quantity of feed either sold or fed to livestock on the support area
Average Energy Density (MJ ME/kgDM)	MJ	MJ	MJ	MJ	MJ	Default values will be used if none are provided here
Estimated Dry Matter	%			%		Most concentrates are 87%-93%DM. Most hays are 80%-88%DM.
<b>In-Shed Feeding System - tick one</b> <input type="checkbox"/> None <input type="checkbox"/> Basic-No Home Mixing <input type="checkbox"/> Basic Home Mixing <input type="checkbox"/> Complex Home Mixing						
<b>Feedpad on Farm - please tick one</b> <input type="checkbox"/> None <input type="checkbox"/> Troughs (No Concrete Area) <input type="checkbox"/> Basic Concrete Area+Troughs <input type="checkbox"/> Complex Concrete Area + Troughs <input type="checkbox"/> Concrete Area + Troughs + Barns						
<b>Forage Storage Area - please tick one</b> <input type="checkbox"/> None (Stored on Ground) <input type="checkbox"/> Concrete Floor <input type="checkbox"/> Concrete Floor + Walls						
<b>Estimated Feed Wastages - tick one</b> <input type="checkbox"/> Low <input type="checkbox"/> Moderate <input type="checkbox"/> High <input type="checkbox"/> Very High						
STAFF	PAID		UNPAID / IMPUTED		All Owner/Operators should be entered under "Unpaid/Imputed" unless they are being paid a realistic market-based salary. Any Shareholder/Partner salaries assessed primarily for tax purposes should be excluded from the analysis.	
	Full Time	Part Time	Owner / Manager	Other (family)		
Number of Staff			<input type="checkbox"/> Yes		There can be only one "Unpaid/Imputed" Manager. All other "Unpaid/Imputed" staff are to be entered as "Other".	
Average Hours Worked <i>Weekly</i> / Person	hrs	hrs	hrs	hrs	In all cases a considered assessment of actual hours worked in direct business activities should be made	
Number of Weeks Youngstock 'Under Care'	Yearlings/Calves (1-12 mths)		wks	Heifers (13+ mths)	wks	'Under Care' means under the care of the staff listed above
Nitrogen is Applied by	<input type="checkbox"/> 'Own' <input type="checkbox"/> Contractor		Feed is Baled/Conserved by <input type="checkbox"/> 'Own' <input type="checkbox"/> Contractor		'Own' means by the staff listed above	
LEASED ASSETS	LAND		LIVESTOCK		VEHICLES, PLANT & MACHINERY	Estimates of the value of all leased/rented assets is required to accurately calculate profitability. Only include assets leased/rented from non-related parties. Either enter the value per hectare or per animal <b>OR</b> a total value for leased land and leased livestock.
Leased/Rented Area or Number	ha	ha				
Value of Leased/Rented Assets	\$	\$	\$	\$	\$	
IRRIGATION DETAILS	AREA IRRIGATED	PERENNIAL PASTURE	ANNUAL PASTURE	This section is only required for those with irrigation that is in addition to effluent irrigation. The only areas that are to be included are irrigation on the <i>Milking Area</i> .		
Effective Area Irrigated	ha	ha	ha	The split between <i>Perennial</i> and <i>Annual</i> pasture is only required where <i>Annual</i> pasture is utilised and the area is fully resown annually		
Predominant Type of Irrigation	<input type="checkbox"/> Flood <input type="checkbox"/> Spray		Annual Water Applied =		mm/ML	This could be entered as total water applied or the amount applied per hectare
<b>Development / Adjustments:</b> Is there income or expenses appearing in the wrong year OR are there expenses that should be capitalised over a number of years? Expenses requiring capitalising may include <i>Repairs &amp; Maintenance</i> , <i>Fertiliser</i> , or <i>Irrigation</i> .						

