

**Conventional Dairy, 150-cow herd**  
**Projected Budget for 2018**  
**(150-cow herd, replacements raised)**

	20,000 lbs. milk sold		24,000 lbs. milk sold	
	<i>per cow</i>	<i>per cwt</i>	<i>per cow</i>	<i>per cwt</i>
<b>ESTIMATED INCOME/COW</b>				
Milk sales @ \$17.5/cwt	\$3,499.96	\$17.50	\$4,199.94	\$17.50
Quality premium	0.00	0.00	0.00	0.00
Government payments	0.00	0.00	0.00	0.00
Calf sales: bulls and surplus heifers	72.88	0.36	72.88	0.30
Cull cow sales: 1450 lbs. x 27% x \$60/cwt	234.90	1.17	234.90	0.98
<b>Total Income</b>	<b>\$3,807.74</b>	<b>\$19.04</b>	<b>\$4,507.71</b>	<b>\$18.78</b>
<b>ESTIMATED OPERATING COSTS/COW</b>				
Feed	\$1,784.82	\$8.92	\$1,969.40	\$8.21
Labor	394.09	1.97	394.09	1.64
Veterinary, drugs, and supplies	110.00	0.55	115.00	0.48
Utilities and water	55.00	0.28	60.00	0.25
Fuel, oil, and all vehicle expense	64.13	0.32	64.13	0.27
Milk hauling and promotion	200.00	1.00	240.00	1.00
Building and equipment repair	203.32	1.02	203.32	0.85
Breeding/genetic charges				
Capital replacement	0.00	0.00	0.00	0.00
Semen, A.I. services, supplies	54.00	0.27	54.00	0.23
Interest on breeding herd	70.00	0.35	70.00	0.29
Insurance on breeding herd	14.00	0.07	14.00	0.06
Professional fees (legal, accounting, etc.)	10.00	0.05	10.00	0.04
Miscellaneous	18.00	0.09	21.60	0.09
Operating Interest (1/2 of selected operating costs x 5%)	67.68	0.34	72.64	0.30
<b>Total Operating Costs</b>	<b>\$3,045.04</b>	<b>\$15.23</b>	<b>\$3,288.18</b>	<b>\$13.70</b>
<b>ESTIMATED OWNERSHIP COSTS/COW</b>				
Depreciation on bldgs. and equipment	\$358.88	1.79	\$358.88	1.50
Interest on land, bldgs., and equipment	161.07	0.81	161.07	0.67
Insurance and taxes on land, bldgs., equipment	92.30	0.46	92.30	0.38
<b>Total Ownership Costs</b>	<b>\$612.24</b>	<b>\$3.06</b>	<b>\$612.24</b>	<b>\$2.55</b>
<b>Total Costs</b>	<b>\$3,657.28</b>	<b>\$18.29</b>	<b>\$3,900.42</b>	<b>\$16.25</b>
<b>INCOME OVER OPERATING COSTS</b>	<b>\$762.69</b>	<b>\$3.81</b>	<b>\$1,219.54</b>	<b>\$5.08</b>
<b>INCOME OVER TOTAL COSTS</b>	<b>\$150.45</b>	<b>\$0.75</b>	<b>\$607.29</b>	<b>\$2.53</b>