

FOCUS

Pennsylvania
Dairy Herd
Improvement Association

Management Information For Barn Use

State DHIA reports that the operating and capital budgets for the current 1992 year are conservative and reflect a strong concern by both the Board and management for the welfare of members, many of whom are experiencing cash problems caused by low milk prices.

The operating budget calls for no increases in staffing in 1992

and assumes an average enrollment of 335,000 cows each month. Current enrollment stands at about 339,000 cows, up from a low of 334,000 cows. Overall income is projected to be \$4,659 million and expenses are expected to total \$4,855 million yielding a negative margin of -\$196,000. Cash reserves will be used to cover the shortfall.

Previously planned capital expenditures for '92 were eliminated in all possible areas resulting in a budget of \$168,000 allocated as follows: \$134,000 for installment payments for the new data processing system, \$16,000 for a replacement sample pickup truck, \$8,000 for new milk meters and a contingency of \$10,000 for emergency needs.

If all goes as planned, no general across-the-board fee increases will be needed before October 1, 1992. However, the low level of cash reserves by then will almost certainly require a rate increase.

The report reminds all members that the association has developed a wide range of service options at different price levels over the last five years to help cope with cash flow problems at home. Members

are encouraged to call the PA DHIA office at 800-344-8378 and talk with staff members about how money can be saved by enrolling on alternative testing programs.

How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — This data is pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from almost 1,400 herds across the state.

DHIA Averages for all herds processed between 2/15/92 and 2/22/92

Number of Herds Processed	1,475
Number of Cows Processed	85,059
Number of Cows Per Herd	57.6
Milk Per Cow (Lbs)	18,231
%-Fat	3.68
Fat Per Cow (Lbs)	670
%-Protein	3.16
Protein Per Cow (Lbs)	577
Average Days in Milk Per Cow	318
*Value for CWT Milk(\$)	12.46
*Value for CWT Grain(\$)	7.80
*Value for CWT Hay(\$)	4.32
*Value for CWT Silage(\$)	1.53
*Value for Pasture Per Day(\$)	.27
*Value for Milk Per Cow Per Year(\$)	2,271
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,127
B: Hay	2,496
C: Silage	14,792
D: Day Pasture	56
*Feed Cost Per Cow Per Year(\$)	
A: Grain	556
B: Hay	107
C: Silage	227
D: Pasture	15
*Total Feed Cost Per Cow Per Year(\$)	907
*Income Over Feed Costs Per Year(\$)	1,364
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	4.98
Avg Level For 1224 SCC Herds	312,316

*Member generated figures

Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No. 2y - 2.89 BU. 5.17 CWT.
Wheat, No. 2 - 3.82 BU. 6.38 CWT.
Barley, No. 3 - 2.09 BU. 4.47 CWT.
Oats, No. 2 - 1.83 BU. 5.71 CWT.
Soybeans, No. 1 - 5.61 BU. 9.37 CWT.
Ear Corn - 74.95 BU. 3.75 CWT.
Alfalfa Hay - 117.25 TON 5.86 CWT.
Mixed Hay - 103.75 TON 5.19 CWT.
Timothy Hay - 106.00 TON 5.30 CWT.

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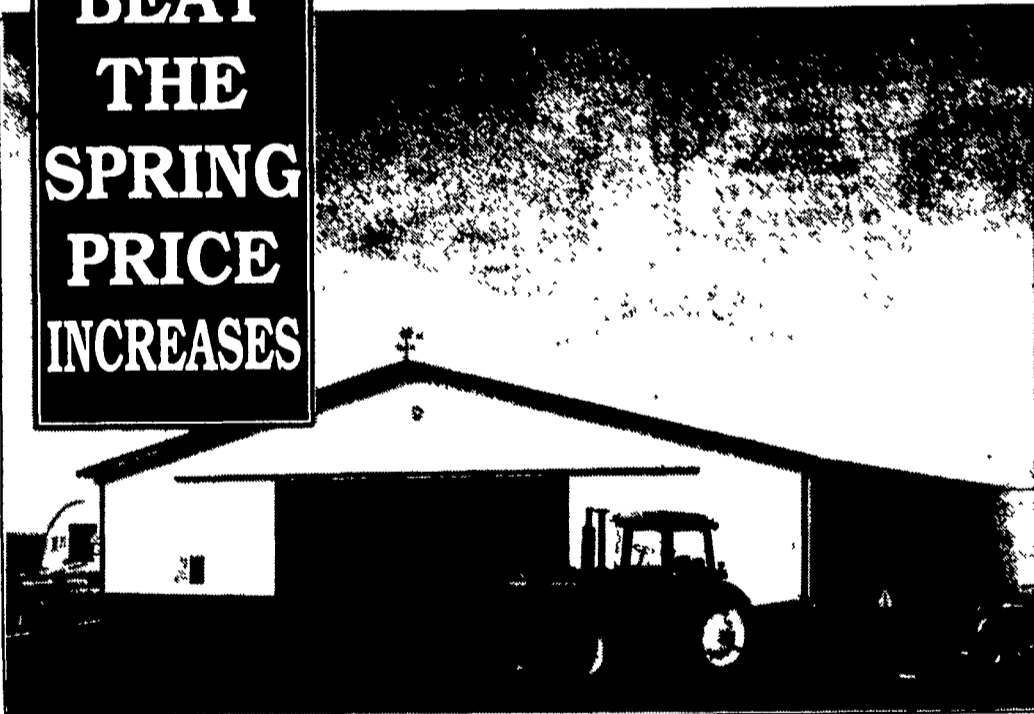
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Plan to attend one of these meetings to learn how this program can increase farm profitability.

MARCH 10 - Harvest Drive Family Restaurant - 11:00 a.m. - 1:30 p.m.

MARCH 26 - Bird-In-Hand Restaurant - 11:00 a.m. - 1:30 p.m.

BEAT THE SPRING PRICE INCREASES



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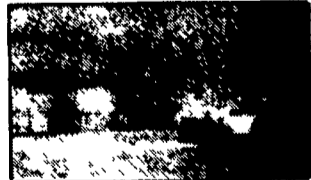
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