

Red Sky Questionnaire		Name:			Farm/Trading Name:			
Please also provide a copy of your most recent Annual Accounts PLUS a printout from your electronic cashbook for							if available	
Mailing Address:							RED SKY	
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) --- please tick one								
<input type="checkbox"/> Flat <input type="checkbox"/> Gentle Rolling <input type="checkbox"/> Rolling - Easy Hill <input type="checkbox"/> Steep Hill								
Calving Periods per Year --- please tick one								
<input type="checkbox"/> One <input type="checkbox"/> Two <input type="checkbox"/> Three <input type="checkbox"/> Four <input type="checkbox"/> More than Four								
Daily Milking Frequency --- please tick one								
<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 <input type="checkbox"/> 3 x per day majority								
FARMED DAIRY AREA		Start of Year	These areas INCLUDE any leased milking area but EXCLUDE any support area (Runoff or areas not grazed by cows)					
Total Surveyed Home/Milking Area		hectares	This is the full surveyed area of owned and leased land used for milking. This does NOT include area solely used for youngstock or cropping.					
Effective Home/Milking Area		hectares	This is the effective milking area used for milking which is often 95%-97% of the <i>Total Surveyed Home/Milking Area</i>					
Non-Effective Home/Milking Area		hectares	This is the non-effective milking area used for milking which is often 3%-5% of the <i>Total Surveyed Home/Milking Area</i> . This includes buildings, races, laneways, drains, dams, trees, and other waste area.					
OWNED DAIRY AREA and VALUE		Start of Year	End of Year	These areas EXCLUDE any support area (Runoff or areas not grazed by cows)				
Owned Home/Milking Area		hectares	hectares	This is the amount of the <i>Total Surveyed Home/Milking Area</i> that is owned (not leased from an unrelated party)				
Owned Home/Milking Area Market Value		total \$	total \$	This is the estimated value of the <i>Home/Milking Area</i> under a planned sale with a willing buyer and willing seller				
OWNED RUNOFF AREA & VALUE		Start of Year	End of Year	These areas also INCLUDE areas of the dairy farm that are solely used for youngstock or cropping				
Owned Surveyed Runoff/Support Area		hectares	hectares	This area EXCLUDES land on which a non-dairy enterprise is being undertaken i.e. beef or horticulture				
Owned Runoff Market Value		total \$	total \$	This is the estimated value of the Runoff/Support Area under a planned sale with a willing buyer and willing seller				
Total Surveyed Runoff/Support Area		hectares	hectares	This area INCLUDES both owned and leased areas used for dairying and other enterprises				
Area Used for Non-Dairy Enterprises		hectares	hectares	This area INCLUDES both owned and leased areas used solely for non-dairying enterprises i.e. beef or horticulture				
MILK PRODUCTION		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 or sold privately	Cow Liveweight	kgs	Enter an estimate of liveweight at average condition score		
Total Milkfat		kgs		Cow Empty Rate	%	This is the percentage of cows not calving within 12 months		
Total Protein		kgs		N Applied per Hectare	kgs	Nitrogen applied per milking hectare		
Adjustment to Calf Milk		litres	Enter here any additional litres removed for beef calves or other livestock. Milk for heifer calves is automatically allocated.					
LIVESTOCK NUMBERS FARMED and OWNED		Mixed-Age Cows	Heifers 13+ mths	Yearlings / Calves 1-12 mths	Breeding Bulls	Other	Other	
Total Owned Numbers		Opening & closing numbers will be taken from your Annual Accounts [Livestock Trading Account]						
Average Market Value per Head (not req'd)		\$	\$	\$	\$	\$	\$	This is an estimate of the average value discounted for commission on sales. We will assign industry average values to your livestock unless otherwise stated.
Average No. Weeks ON Milking Area		wks	wks	wks	wks	wks	wks	This is the weeks that these animals were on the <i>Home/Milking Area</i>
Primary Cow Breed - please tick one		<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 - please tick one		<input type="checkbox"/> Friesian/Holstein	<input type="checkbox"/> Friesian/Jersey Cross	<input type="checkbox"/> Jersey	<input type="checkbox"/> Ayrshire	<input type="checkbox"/> Other:		

SUPPLEMENTS	All Concentrates (incl. Grains / Pellets)				Other	Please note the type of silage or hay i.e. grass silage, maize, silage, cereal silage, pasture hay, clover hay, lucerne. Support area includes runoff plus area on dairy farm not used for milking cows. Please use a second sheet if more than 5 feeds required. AF = As Fed or Wet Matter.
		Silage	Silage	Hay		
DM=Dry Matter, AF=As Fed or Wet Matter						
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 Home Area		tDM	tDM	tAF	tDM	Average grass silage crop 2.5-3.5 tDM/ha bunker 150-200 kgsDM/m3 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 home/milking area
Home/Milking Area Used for Crop		ha	ha	ha	ha	This is the home/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/m3; Average cereal silage crop 8-15 tDM/ha 150-200 kgsDM/m3
Cost of Feed Grown on Support Area	/tAF	/tDM	/tDM	/tAF	/tDM	This is only the direct costs associated with feed grown on the runoff/support area
Support Area Used for Crop/Silage	ha	ha	ha	ha	ha	This is the runoff/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 Home Area	tAF	tDM	tDM	tAF	tDM	This is the quantity of feed either sold or fed to livestock on the runoff/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.
In-Shed Feeding System - tick one	<input type="checkbox"/> None <input type="checkbox"/> Basic-No Home Mixing <input type="checkbox"/> Basic Home Mixing <input type="checkbox"/> Complex home Mixing					
Feedpad on Farm - please tick one	<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					
Forage Storage Area - please tick one	<input type="checkbox"/> None (Stored on Ground) <input type="checkbox"/> Concrete Floor <input type="checkbox"/> Concrete Floor + Walls					
Estimated Feed Wastages - tick one	<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 Weekly / 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 OR 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 Home/Milking Area .		
	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	
Development / Adjustments: 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 & Maintenance</i> , <i>Fertiliser</i> , or <i>Irrigation</i> .						

