Annual Cash Flow Detail

Check It Out Farm, LLC **Typical** **Date Prepared:** 1/24/24

Scenario: 8-Robot, 750k down on robots

Results in Excess or Deficit of: $ 15,899 **Breakeven Price:** $ 17.89

	Total		Per CWT		Per Cow	
				148,500		556
				Per Cow =		26,688
Income						
Calf Sales	$	13,680	$	0.09	$	25
Cow Sales	$	169,274	$	1.14	$	304
Dairy Sales	$	-	$	-	$	-
Steer Sales	$	-	$	-	$	-
Milk Sales	$	2,673,006	$	18.00	$	4,804
Corn Sales	$	-	$	-	$	-
Hay Sales	$	-	$	-	$	-
Other Crop Sales	$	120,000	$	0.81	$	216
Gov Payment	$	60,000	$	0.40	$	108
Pat Dividends	$	-	$	-	$	-
Refunds	$	-	$	-	$	-
Other	$	18,000	$	0.12	$	32
Total Farm Income	$	3,053,960	$	20.57	$	5,488
Non Farm Income	$	-	$	-	$	-
Capital Sales	$	-	$	-	$	-
New Borrowings	$	-	$	-	$	-
Total Available	$	3,053,960	$	20.57	$	5,488
Expenses						
Dairy Labor	$	467,653	$	3.15	$	840
Seasonal Labor	$	-	$	-	$	-
Other Labor Exp	$	-	$	-	$	-
Total Labor	$	467,653	$	3.15	$	840
Concentrate	$	1,082,567	$	7.29	$	1,946
Roughages	$	-	$	-	$	-
Total Feed	$	1,082,567	$	7.29	$	1,946

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Scenario: 8-Robot, 750k down on robots
Results in Excess or Deficit of: $ 15,899 **Breakeven Price:** $ 17.89

	Total		Per CWT		Per Cow	
				148,500		556
				Per Cow =		26,688
Machinery Repairs	$	134,658	$	0.91	$	242
Building Repairs	$	39,300	$	0.26	$	71
Milking Equip Repairs	$	96,000	$	0.65	$	173
Total Repairs	$	269,958	$	1.82	$	485
Chemicals	$	37,500	$	0.25	$	67
Fertilizer	$	100,500	$	0.68	$	181
Seed	$	70,500	$	0.47	$	127
Crop Supplies	$	100,500	$	0.68	$	181
Custom Work	$	40,500	$	0.27	$	73
Fuel	$	100,159	$	0.67	$	180
Total Crops	$	449,659	$	3.03	$	808
Supplies	$	1,113	$	0.01	$	2
Breeding	$	47,297	$	0.32	$	85
Vet/Med	$	61,208	$	0.41	$	110
Hoof Trimming	$	23,927	$	0.16	$	43
SCR	$	-	$	-	$	-
Bedding	$	50,636	$	0.34	$	91
Heifer Boarding	$	-	$	-	$	-
DHIA	$	5,564	$	0.04	$	10
Cow Replacements	$	1	$	0.00	$	0
Total Livestock	$	189,747	$	1.28	$	341
Hauling	$	54,945	$	0.37	$	99
Advertising	$	37,125	$	0.25	$	67
Other Milk Check Ded	$	-	$	-	$	-
Total Milk Marketing	$	92,070	$	0.62	$	165
Interest	$	122,989	$	0.83	$	221
Insurance	$	31,161	$	0.21	$	56
Utilities	$	91,812	$	0.62	$	165
Land Leases	$	8,615	$	0.06	$	15
Facility Leases	$	-	$	-	$	-
Real Estate Taxes	$	23,184	$	0.16	$	42
Expansion "IRTI 4"	$	-	$	-	$	-
Total Other Overhead	$	277,761	$	1.87	$	499

Annual Cash Flow Detail

Check It Out Farm, LLC **Typical** **Date Prepared:** 1/24/24

Scenario: 8-Robot, 750k down on robots
Results in Excess or Deficit of: $ 15,899 **Breakeven Price:** $ 17.89

	Total		Per CWT		Per Cow
			148,500		556
			Per Cow =		26,688
Other Expense	$ 36,168	$	0.24	$	65
Professional Fees	$ 7,056	$	0.05	$	13
Total Other (O/H)	$ 43,224	$	0.29	$	78
Total Expenses	$ 2,872,639	$	19.34	$	5,163
Net Farm Income	$ 181,321	$	1.22	$	326
Family Expenses	$ -	$	-	$	-
Payments					
Operating (Interest only)	$ -	$	-	$	-
Intermediate	$ 106,617	$	0.72	$	192
Dealer	$ -	$	-	$	-
Other	$ -	$	-	$	-
Mortgage - Seller	$ -	$	-	$	-
Mortgage - Bank	$ 181,794	$	1.22	$	327
Expansion Debt	$ -	$	-	$	-
Total Payments	$ 288,411	$	1.94	$	518
Minus Interest	$ 122,989	$	0.83	$	221
Total Principal Pymts	$ 165,422	$	1.11	$	297
Capital Purchases	$ -	$	-	$	-
Cattle	$ -	$	-	$	-
Machinery	$ -	$	-	$	-
Buildings	$ -	$	-	$	-
Total Capital Purchases	$ -	$	-	$	-
Total Outflow	$ 3,038,061	$	20.46	$	5,460
Excess (Deficit) Cash Flow	$ 15,899	$	0.11	$	29
Break Even Milk Price		$	17.89		

Milk Sales detail:

	Prior Month # Cows Milking	Prior Month Avg Lbs/Cow	Prior Month # Days	Prior Month Total Lbs	X	Projected Base Price	Projected Bonus	Projected Total Price	=	Projected Milk Sales
January	480	85.0	31	1,264,477		$ 18.00	$ -	$ 18.00		$ 227,606
February	480	85.0	31	1,263,836		$ 18.00	$ -	$ 18.00		$ 227,490
March	479	85.0	28	1,140,962		$ 18.00	$ -	$ 18.00		$ 205,373
April	479	85.0	31	1,262,598		$ 18.00	$ -	$ 18.00		$ 227,268
May	479	85.0	30	1,221,295		$ 18.00	$ -	$ 18.00		$ 219,833
June	479	85.0	31	1,261,427		$ 18.00	$ -	$ 18.00		$ 227,057
July	479	85.0	30	1,220,194		$ 18.00	$ -	$ 18.00		$ 219,635
August	478	85.0	31	1,260,322		$ 18.00	$ -	$ 18.00		$ 226,858
September	478	85.0	31	1,259,792		$ 18.00	$ -	$ 18.00		$ 226,763
October	478	85.0	30	1,218,655		$ 18.00	$ -	$ 18.00		$ 219,358
November	478	85.0	31	1,258,776		$ 18.00	$ -	$ 18.00		$ 226,580
December	478	85.0	30	1,217,699		$ 18.00	$ -	$ 18.00		$ 219,186
Per Cow Per Year =		26,688	Total	14,850,032			Avg	$ 18.00	Total	$ 2,673,006

Herd Goals detail:

Expense:	Goal per CWT	Goal per Cow	Last Year	Comments:
Purchased Feed	$ 7.29			based on history
Milk Hauling	$ 0.37			based on history
Milk Marketing	$ 0.25			based on history
Supplies		$ 2.00		based on history
Breeding		$ 85.00		based on history
Vet/Med		$ 110.00		based on history
Hoof Trimming		$ 43.00		based on history
bST		$ -		based on history
Bedding		$ 91.00		based on history
DHIA		$ 10.00		based on history
Insurance		$ 56.00		based on history
Utilities		$ 165.00		based on history
Fuel		$ 180.00		based on history
Equipment Repairs		$ 242.00		based on history
Other Expense		$ 65.00		based on history

	# Milk per WE	Cost per WE	WE's	Labor/CWT
Labor Calculation:	1,810,000	$ 57,000	8.20	
Last Year				
(1 WE = 2907 hours/year)		Less Owner WE's =	0.00	
		Less Hired Crop WE's =	0.00	$ -
		Hired Dairy WE's =	8.2	$ 3.15
		Total Hired Labor Cost =		$ 3.15

Annual Cash Flow Detail

Check It Out Farm, LLC **Typical** **Date Prepared:** 1/24/24

Scenario: Parlor and barn, 750k down
Results in Excess or Deficit of: $ (10,880) **Breakeven Price:** $ 18.08

	Total		Per CWT		Per Cow
			141,732		551
			Per Cow =		25,744
Income					
Calf Sales	$	13,680	$ 0.10	$	25
Cow Sales	$	149,802	$ 1.06	$	272
Dairy Sales	$	-	$ -	$	-
Steer Sales	$	-	$ -	$	-
Milk Sales	$	2,551,177	$ 18.00	$	4,634
Corn Sales	$	-	$ -	$	-
Hay Sales	$	-	$ -	$	-
Other Crop Sales	$	120,000	$ 0.85	$	218
ASCS Payment	$	60,000	$ 0.42	$	109
Patronage Dividends	$	-	$ -	$	-
Refunds	$	-	$ -	$	-
Other	$	18,000	$ 0.13	$	33
Total Farm Income	$	2,912,659	$ 20.55	$	5,290
Non Farm Income	$	-	$ -	$	-
Capital Sales	$	-	$ -	$	-
New Borrowings	$	-	$ -	$	-
Total Available	$	2,912,659	$ 20.55	$	5,290
Expenses					
Dairy Labor	$	555,117	$ 3.92	$	1,008
Seasonal Labor	$	-	$ -	$	-
Other Labor Exp	$	-	$ -	$	-
Total Labor	$	555,117	$ 3.92	$	1,008
Concentrate	$	1,033,227	$ 7.29	$	1,877
Roughages	$	-	$ -	$	-
Total Feed	$	1,033,227	$ 7.29	$	1,877

Annual Cash Flow Detail

Check It Out Farm, LLC **Typical** **Date Prepared:** 1/24/24

Scenario: Parlor and barn, 750k down
Results in Excess or Deficit of: $ (10,880) **Breakeven Price:** $ 18.08

	Total		Per CWT		Per Cow	
				141,732		551
			Per Cow =			25,744
Machinery Repairs	$	133,233	$	0.94	$	242
Building Repairs	$	39,300	$	0.28	$	71
Milking Equip Repairs	$	27,000	$	0.19	$	49
Total Repairs	$	199,533	$	1.41	$	362
Chemicals	$	37,500	$	0.26	$	68
Fertilizer	$	100,500	$	0.71	$	183
Seed	$	70,500	$	0.50	$	128
Crop Supplies	$	100,500	$	0.71	$	183
Custom Work	$	40,500	$	0.29	$	74
Fuel	$	99,099	$	0.70	$	180
Total Crops	$	448,599	$	3.17	$	815
Supplies	$	67,167	$	0.47	$	122
Breeding	$	46,797	$	0.33	$	85
Vet/Med	$	60,561	$	0.43	$	110
Hoof Trimming	$	23,674	$	0.17	$	43
SCR	$	-	$	-	$	-
Bedding	$	50,100	$	0.35	$	91
Heifer Boarding	$	-	$	-	$	-
DHIA	$	5,506	$	0.04	$	10
Cow Replacements	$	1	$	0.00	$	0
Total Livestock	$	253,805	$	1.79	$	461
Hauling	$	52,441	$	0.37	$	95
Advertising	$	35,433	$	0.25	$	64
Other Milk Check Ded	$	-	$	-	$	-
Total Milk Marketing	$	87,874	$	0.62	$	160
Interest	$	80,757	$	0.57	$	147
Insurance	$	30,831	$	0.22	$	56
Utilities	$	90,841	$	0.64	$	165
Land Leases	$	8,615	$	0.06	$	16
Facility Leases	$	-	$	-	$	-
Real Estate Taxes	$	23,184	$	0.16	$	42
Expansion "IRTI 4"	$	-	$	-	$	-
Total Other Overhead	$	234,227	$	1.65	$	425

Annual Cash Flow Detail

Check It Out Farm, LLC **Typical** **Date Prepared:** 1/24/24

Scenario: Parlor and barn, 750k down

Results in Excess or Deficit of: $ (10,880) **Breakeven Price:** $ 18.08

	Total		Per CWT		Per Cow
			141,732		551
			Per Cow =		25,744
Other Expense	$	35,786	$ 0.25	$	65
Professional Fees	$	7,056	$ 0.05	$	13
Total Other (O/H)	$	42,842	$ 0.30	$	78
Total Expenses	$	2,855,225	$ 20.15	$	5,186
Net Farm Income	$	57,434	$ 0.41	$	104
Family Expenses	$	-	$ -	$	-
Payments					
Operating (Interest only)	$	-	$ -	$	-
Intermediate	$	-	$ -	$	-
FSA	$	-	$ -	$	-
Other	$	-	$ -	$	-
Mortgage - Seller	$	-	$ -	$	-
Mortgage	$	149,071	$ 1.05	$	271
Expansion Debt	$	-	$ -	$	-
Total Payments	$	149,071	$ 1.05	$	271
Minus Interest	$	80,757	$ 0.57	$	147
Total Principal Pymts	$	68,315	$ 0.48	$	124
Capital Purchases	$	-	$ -	$	-
Cattle	$	-	$ -	$	-
Machinery	$	-	$ -	$	-
Buildings	$	-	$ -	$	-
Total Capital Purchases	$	-	$ -	$	-
Total Outflow	$	2,923,539	$ 20.63	$	5,310
Excess (Deficit) Cash Flow	$	(10,880)	$ (0.08)	$	(20)
Break Even Milk Price			$ 18.08		

Milk Sales detail:

	Prior Month # Cows Milking	Prior Month Avg Lbs/Cow	Prior Month # Days	Prior Month Total Lbs	X	Projected Base Price	Projected Bonus	Projected Total Price	=	Projected Milk Sales
January	479	82.0	31	1,218,667		$ 18.00	$ -	$ 18.00		$ 219,360
February	478	82.0	31	1,215,702		$ 18.00	$ -	$ 18.00		$ 218,826
March	477	82.0	28	1,095,434		$ 18.00	$ -	$ 18.00		$ 197,178
April	476	82.0	31	1,209,987		$ 18.00	$ -	$ 18.00		$ 217,798
May	475	82.0	30	1,168,312		$ 18.00	$ -	$ 18.00		$ 210,296
June	474	82.0	31	1,204,605		$ 18.00	$ -	$ 18.00		$ 216,829
July	473	82.0	30	1,163,258		$ 18.00	$ -	$ 18.00		$ 209,387
August	472	82.0	31	1,199,538		$ 18.00	$ -	$ 18.00		$ 215,917
September	471	82.0	31	1,197,116		$ 18.00	$ -	$ 18.00		$ 215,481
October	470	82.0	30	1,156,225		$ 18.00	$ -	$ 18.00		$ 208,121
November	469	82.0	31	1,192,486		$ 18.00	$ -	$ 18.00		$ 214,647
December	468	82.0	30	1,151,877		$ 18.00	$ -	$ 18.00		$ 207,338
Per Cow Per Year =		25,744	Total	14,173,206			Avg	$ 18.00	Total	$ 2,551,177

Herd Goals detail:

Expense:	Goal per CWT	Goal per Cow	Last Year	Comments:
Purchased Feed	$ 7.29			
Milk Hauling	$ 0.37			
Milk Marketing	$ 0.25			
Supplies		$ 122.00		
Breeding		$ 85.00		
Vet/Med		$ 110.00		
Hoof Trimming		$ 43.00		
bST		$ -		
Bedding		$ 91.00		
DHIA		$ 10.00		
Insurance		$ 56.00		
Utilities		$ 165.00		
Fuel		$ 180.00		
Equipment Repairs		$ 242.00		
Other Expense		$ 65.00		
	# Milk per WE	Cost per WE	WE's	Labor/CWT
Labor Calculation:	1,200,000	$ 47,000	11.81	
Last Year				
(1 WE = 2907 hours/year)		Less Owner WE's =	0.00	
		Less Hired Crop WE's =	0.00	$ -
		Hired Dairy WE's =	11.8	$ 3.92
		Total Hired Labor Cost =		$ 3.92