

Spade Farm: your herd, feed, processor and financial data in one daily picture

Your herd software knows the cows. Your feed system knows the ration. Your processor and your books know the money. None of them talk to each other — so the full picture lives in a spreadsheet, if it exists at all. Spade Farm connects them and does the math every day.

SEPTEMBER 17, 2026 / 5 MINUTES READ / APPLIES TO: SPADE FARM, SPADE ENTERPRISE

The short version

- Connects the herd, feed, processor, and accounting systems you already run
 - Integrates weather data for context
 - Calculates income over feed cost, breakeven milk, and feed efficiency — daily
- Every number links back to the record it came from, so you can check it
 - No new hardware, no duplicate entry, no new place to key data in
 - You decide who sees what: a nutritionist, lender, or consultant sees only what you grant

What Spade Farm is

Most dairies already have the data they need to manage margin. It just lives in four or five systems that don't talk to each other — herd software here, feed records there, milk checks in a folder, accounting somewhere else. Pulling a real margin number out of that takes someone a spreadsheet and most of a week, and by the time it's finished it describes last month.

Spade Farm connects those systems and keeps one daily picture of the operation: production, costs, and the margin between them. Built from your own records, not from benchmarks. Revenue and income over feed cost sit next to production, so a change in one is visible against the other.

❖ WHAT SPADE FARM TRACKS

Production
Milk per cow, components, SCC — daily

Feed & efficiency
DMI, feed efficiency, ration cost

Margin
IOFC, breakeven milk

Financial
Revenue and costs from real accounting data

What it connects to

Spade Farm reads from the software you already run. Most farms connect some mix of:

HERD	Milk per cow, components, SCC — daily	FINANCIAL	Reports from your accounting system
FEED	Your feed management and ration software	CONTEXT	Local weather and market pricing, added automatically
MILK AND COMPONENTS	Your cooperative or processor statements		

Spade Data normalizes all of it into one record per farm per day, so a feed cost from one system and a milk weight from another can sit in the same equation. That's the part that's genuinely hard, and it's the part we do.

If your processor runs Spade Enterprise, the same record rolls up to them — at the level of detail you permit, and nothing beyond it.

We are adding new integrations every day, please reach out to us if you are curious about our integrations list.

Start with one number

Income over feed cost is the fastest read on whether your ration is earning its keep — what's left from milk revenue after you pay for the feed that produced it.

❖ FORMULA

$$\text{IOFC per cow per day} = (\text{milk per cow} \times \text{milk price per cwt} \div 100) - \text{feed cost per cow per day}$$

Simple formula. Genuinely hard number to keep current, because the three inputs live in three different places: milk per cow in the herd system, milk price on the milk check, feed cost in the feed software — and the feed software's dry matter has to be reconciled against the pens the herd system knows about before any of it means anything.

That reconciliation is the work. Spade Farm does it, then recalculates every day.

Alongside IOFC you get breakeven milk price, feed efficiency, milk per cow, components, and somatic cell count — each with the month-over-month change, and each linked back to the record it came from. When a number looks wrong, you can check it instead of wondering.

Who sees your data

Nobody, until you say so.

Sharing is role-based and permission-by-permission: a nutritionist, lender, consultant, or processor sees the view or data you grant and nothing beyond it. You can change or revoke access at any time, and every grant is

logged so you can always see who has what. We don't sell your farm's data or commercialize it beyond your own use of it.

Farmers share data all the time. What they want is to share it with people they trust, on their terms. That's the model that drives Spade Farm

SPADE TRUST CENTER

What getting started actually looks like

01

Connect your systems.

We handle the integrations — herd, feed, processor, accounting. Mostly a one-time setup on your side and nothing after that.

02

Map your pens.

This is the step that matters most and the one only you can answer: which pen in the feed software is which group in the herd system. Every number downstream depends on getting it right. Easily handled through a shared spreadsheet and then a short verification call.

03

Check the first numbers together.

We walk the first week of data with you and confirm each number reads the way you'd expect — before you start making decisions on it.

Most farms go from first call to numbers they trust in 1-2 weeks, depending on how many systems you run and how complex your pen setup is.

Common questions

What is income over feed cost?

Milk revenue per cow per day minus feed cost per cow per day. It's the quickest indicator of whether your ration is paying for itself, and it moves faster than any number on your P&L.

Do I need to install new hardware or sensors?

No. Spade Farm reads from the software you already run. There's nothing to buy and nothing to mount in the barn.

Will my team have to enter data twice?

No. Your crew keeps working in the systems they know. Spade Farm reads from those systems — it isn't another place to key records in.

Does it work with my herd and feed software?

Most likely. See the full list of connected systems, and if yours isn't there, tell us what you run — we'll give you a straight answer on timing.

Who can see my farm's data?

Only the people you grant access to, at the level you grant, for as long as you allow it. Every grant is logged and revocable.

Does it work for a multi-site operation?

Yes. Sites can be viewed individually or compared side by side.

What if my accounting lives in a spreadsheet?

Talk to us. Some spreadsheet setups we can work with today. We would be happy to work with you to develop a solution

What does Spade Farm cost?

It depends on herd size, how many systems you're connecting, and what you need beyond the core four data sources. It's a short conversation, not a form — talk to our team and we'll quote your operation.

Want to see it on your own numbers?

Your Spade contact can walk through Spade Farm with your data and confirm which of your systems connect.

[CONTACT OUR TEAM](#) →

Advise dairies for a living? Nutritionists, vets, and consultants use Spade Consultant to see every client herd in one place, in the same units, calculated the same way. Contact us today for a preview demo of Spade Consultant.