



DairyOwner	2015-2016		2016-2017		2017-2018		2018-2019	
FARM and PRODUCTION DETAILS								
Milking Platform (ha's)	235		249		249		246	
Run Off (ha's)	74		70		73		77.33928571	
Total Cows Milked (mid January)	652		683		686		681	
Average Cows per milked area (ha)	2.82		2.76		2.77		2.82	
Milksolids Production (kg)	268,847		292,542		289,837		293,849	
Milksolids Production (kg) per average cow milked (kg)	413		423		411		432	
Milksolids Production (kg) per milked hectare (kg)	1,165		1,188		1,160		1,222	
INCOME								
Cattle Income (Sales-Purchases + Increase / Decrease in Stock)	\$147,717		\$161,084		\$170,594		\$172,062	
Milk Sales	\$973,910		\$1,635,102		\$1,843,495		\$1,841,530	
GROSS FARM INCOME (GFI)	\$1,159,353		\$1,829,039		\$2,058,908		\$2,047,507	
Gross farm income per milked area	\$5,224		\$7,432		\$8,260		\$8,494	
Gross farm income per average cow	\$1,855		\$2,652		\$2,939		\$3,003	
FARM EXPENDITURE (excluding depre)								
	\$937,074		\$1,039,493		\$1,130,537		\$1,172,084	
Wages per kgms and per cow milked	\$0.41	\$169	\$0.55	\$238	\$0.55	\$237	\$0.57	\$249
Animal Health	\$0.17	\$70	\$0.18	\$76	\$0.17	\$73	\$0.18	\$76
Breeding Expenses	\$0.12	\$47	\$0.13	\$55	\$0.13	\$53	\$0.13	\$54
Dairy Shed Expenses	\$0.05	\$21	\$0.05	\$20	\$0.05	\$20	\$0.05	\$20
Electricity	\$0.07	\$30	\$0.08	\$34	\$0.08	\$34	\$0.08	\$33
Stockfood	\$0.75	\$323	\$0.65	\$291	\$0.78	\$345	\$0.88	\$386
Grazing	\$0.44	\$184	\$0.40	\$173	\$0.40	\$166	\$0.40	\$176
Fertiliser	\$0.48	\$196	\$0.46	\$197	\$0.47	\$201	\$0.50	\$213
Contract and Cultivation	\$0.19	\$75	\$0.20	\$85	\$0.20	\$83	\$0.24	\$103
Freight	\$0.06	\$26	\$0.06	\$25	\$0.08	\$32	\$0.08	\$35
Vehicle	\$0.18	\$72	\$0.17	\$71	\$0.17	\$73	\$0.19	\$77
Repairs and Maintenance	\$0.29	\$118	\$0.31	\$133	\$0.41	\$174	\$0.43	\$188
Administration	\$0.13	\$54	\$0.12	\$53	\$0.13	\$61	\$0.13	\$57
Standing Charges	\$0.17	\$67	\$0.16	\$66	\$0.15	\$63	\$0.16	\$66
Other:	\$0.02	\$7	\$0.01	\$5	\$0.01	\$3	\$0.01	\$4
TOTAL FARM WORK EXP (TFWE) per kgms and per cow	\$3.53	\$1,459	\$3.53	#####	\$3.79	#####	\$4.03	#####
TOTAL FARM WORK EXP (TFWE) as % of GFI	80%		57%		55%		58%	
TOTAL FARM WORK EXP (TFWE) per milked ha	\$4,131		\$4,262		\$4,544		\$4,909	
Grazing Block Allowance @ \$500	\$73,800		\$69,603		\$73,308		\$77,339	
FARM WORK EXP per kgms and per cow (including run off allowance)	\$3.81	\$1,572	\$3.78	#####	\$4.04	#####	\$4.31	#####
OPERATING SURPLUS (EBIT)	\$222,279		\$789,546		\$928,370		\$875,422	
(Includes lift in stock no's)								
OPERATING SURPLUS (EBIT) per ha	\$1,092		\$3,170		\$3,716		\$3,586	
OPERATING SURPLUS (EBIT) per kgms	\$0.95		\$2.63		\$3.14		\$2.93	
Interest and Rent as % of GFI	38%		23%		20%		20%	
Interest and Rent per kg of Milksolid	\$1.65		\$1.45		\$1.44		\$1.38	
OTHER DATA								
Assets	8,415,887		8,924,265		8,761,923		7,944,010	
Land								
Shares Values	\$1,572,755		\$1,711,371		\$1,802,786		\$1,175,397	
Run Off at \$ Ha	\$1,524,652		\$1,520,998		\$1,712,544		\$1,560,481	
Stock Values	\$985,997		\$1,317,789		\$1,180,259		\$1,230,259	
Plant (Closing Book Value)	\$249,339		\$269,363		\$278,906		\$259,180	
Total Assets	\$12,748,631		\$13,743,787		\$13,736,419		\$12,169,326	
less Liabilities	\$7,002,099		\$7,558,014		\$7,227,604		\$7,337,428	
EQUITY (Assets - Liabilities)	\$5,746,532		\$6,185,773		\$6,508,815		\$4,831,898	
Equity (%)	45%		45%		47%		40%	
Increase in Term Liabilities	\$293,961		\$250,068		-\$45,830		\$347,782	
Term Liabilities per kgms	\$23.94		\$23.47		\$22.60		\$23.71	
Interest Earned on TFC (ex. int. but inc. Management Salary)	1.65%		5.69%		9.12%		7.84%	
Net Farm Trading Profit	-\$237,664		\$327,657		\$412,558		\$366,322	
Net Farm Trading Profit as % of GFI	-21%		16%		18%		16%	
Taxable Income	-\$227,953		\$283,345		\$426,579		\$383,507	
Minimum Net Farm Trading Profit required for viability	\$124,139		\$158,702		\$159,350		\$137,600	
Drawings (excluding personal proportion of business costs)	\$75,376		\$88,735		\$105,946		\$93,619	
Net Plant Purchases	\$24,956		\$49,595		\$53,767		\$61,212	
Plant Efficiency Ratio (GFI / Book Value of Plant)	6.6		9.9		9.2		9.7	
Average price per kgms (\$)	\$3.66		\$5.53		\$6.22		\$6.32	
Average price for calves sold (\$)	\$55		\$57		\$46		\$54	
Average price for cull cows sold (\$)	\$658		\$782		\$702		\$615	
STOCK DETAILS								
	Values at (Herd Scheme \$)							
MA Cows	\$710,857	524	\$940,925	571	\$843,232	551	\$886,726	586
R2 Heifers	\$174,474	162	\$223,300	157	\$202,424	154	\$206,798	162
R1 Heifers	\$86,023	162	\$137,306	168	\$118,012	171	\$118,126	172
R1 Bulls	\$4,977	8	\$6,225	9	\$6,346	11	\$10,304	21
MA Bulls	\$9,667	6	\$10,034	5	\$10,244	5	\$8,306	5
Total Value (\$)	\$985,997		\$1,317,789		\$1,180,259		\$1,230,259	
Increase / (Decrease) in Value (\$)	\$14,370		\$34,576		-\$21,368		\$48,942	