



DairyContract	2015-2016		2016-2017		2017-2018		2018-2019	
FARM and PRODUCTION DETAILS								
Milking Platform (ha's)	227		228		222		236	
Run Off (ha's)	32		33		25		11.86046512	
Total Cows Milked (mid January)	656		654		624		673	
Average Cows per milked area (ha)	2.83		2.84		2.79		2.87	
Milksolids Production (kg)	265,479		278,870		265,852		287,416	
Milksolids Production (kg) per average cow milked (kg)	396		419		418		430	
Milksolids Production (kg) per milked hectare (kg)	1,146		1,206		1,206		1,235	
INCOME								
Cattle Income (Sales-Purchases + Increase / Decrease in Stock)	\$12,857		\$26,577		\$18,119		\$7,804	
Milk Sales	\$259,566		\$327,965		\$341,150		\$351,423	
GROSS FARM INCOME (GFI)	\$290,949		\$382,659		\$378,104		\$380,155	
Gross farm income per milked area	\$1,270		\$1,658		\$1,709		\$1,631	
Gross farm income per average cow	\$439		\$576		\$584		\$570	
FARM EXPENDITURE (excluding depre)								
	\$202,627		\$210,470		\$209,788		\$214,144	
Wages per kgms and per cow milked	\$0.36	\$144	\$0.37	\$155	\$0.39	\$159	\$0.37	\$159
Animal Health	\$0.01	\$2	\$0.01	\$2	\$0.01	\$3	\$0.00	\$2
Breeding Expenses	\$0.00	\$1	\$0.00	\$1	\$0.00	\$1	\$0.00	\$1
Dairy Shed Expenses	\$0.03	\$10	\$0.03	\$10	\$0.03	\$11	\$0.03	\$11
Electricity	\$0.09	\$34	\$0.08	\$34	\$0.08	\$35	\$0.08	\$34
Stockfood	\$0.01	\$5	\$0.01	\$5	\$0.02	\$7	\$0.02	\$7
Grazing	\$0.03	\$11	\$0.03	\$10	\$0.02	\$7	\$0.01	\$5
Fertiliser	\$0.01	\$3	\$0.01	\$3	\$0.01	\$2	\$0.00	\$2
Contract and Cultivation	\$0.00	\$1	\$0.00	\$1	\$0.01	\$2	\$0.00	\$2
Freight	\$0.00	\$1	\$0.00	\$1	\$0.01	\$2	\$0.00	\$1
Vehicle	\$0.08	\$33	\$0.09	\$35	\$0.09	\$38	\$0.09	\$38
Repairs and Maintenance	\$0.03	\$13	\$0.03	\$13	\$0.04	\$17	\$0.04	\$16
Administration	\$0.05	\$20	\$0.05	\$22	\$0.05	\$21	\$0.05	\$22
Standing Charges	\$0.04	\$15	\$0.04	\$16	\$0.03	\$13	\$0.04	\$16
Other:	\$0.00	\$2	\$0.00	\$2	\$0.00	\$2	\$0.00	\$1
TOTAL FARM WORK EXP (TFWE) per kgms and per cow	\$0.74	\$297	\$0.74	\$310	\$0.78	\$319	\$0.74	\$314
TOTAL FARM WORK EXP (TFWE) as % of GFI	68%		54%		55%		56%	
TOTAL FARM WORK EXP (TFWE) per milked ha	\$862		\$896		\$938		\$901	
Grazing Block Allowance @ \$500	\$31,810		\$32,566		\$25,375		\$11,860	
FARM WORK EXP per kgms and per cow (including run off allowance)	\$0.84	\$338	\$0.83	\$351	\$0.87	\$345	\$0.78	\$331
OPERATING SURPLUS (EBIT)	\$88,322		\$172,189		\$168,316		\$166,011	
(Includes lift in stock no's)								
OPERATING SURPLUS (EBIT) per ha	\$408		\$762		\$771		\$730	
OPERATING SURPLUS (EBIT) per kgms	\$0.34		\$0.63		\$0.63		\$0.59	
Interest and Rent as % of GFI	6%		4%		4%		3%	
Interest and Rent per kg of Milksolid	\$0.07		\$0.07		\$0.06		\$0.05	
OTHER DATA								
Assets	181,716		238,942		160,520		244,194	
Land								
Shares Values	\$0		\$0		\$0		\$0	
Run Off at \$ Ha	\$256,413		\$157,236		\$199,578		\$185,541	
Stock Values	\$50,151		\$67,722		\$54,877		\$44,888	
Plant (Closing Book Value)	\$81,267		\$80,149		\$73,362		\$75,864	
Total Assets	\$569,547		\$544,049		\$488,337		\$550,487	
less Liabilities	\$322,690		\$359,551		\$362,176		\$351,061	
EQUITY (Assets - Liabilities)	\$246,857		\$184,497		\$126,161		\$199,426	
Equity (%)	43%		34%		26%		36%	
Increase in Term Liabilities	\$42,566		-\$12,286		\$82,030		\$34,823	
Term Liabilities per kgms	\$0.88		\$0.84		\$0.95		\$0.88	
Interest Earned on TFC (ex. int. but inc. Management Salary)	63.32%		102.97%		193.10%		182.84%	
Net Farm Trading Profit	\$65,328		\$144,331		\$134,507		\$135,764	
Net Farm Trading Profit as % of GFI	22%		39%		35%		37%	
Taxable Income	\$52,932		\$125,490		\$128,569		\$129,439	
Minimum Net Farm Trading Profit required for viability	\$125,299		\$139,694		\$102,542		\$97,508	
Drawings (excluding personal proportion of business costs)	\$58,886		\$68,454		\$71,576		\$71,065	
Net Plant Purchases	\$21,892		\$20,700		\$29,285		\$35,439	
Plant Efficiency Ratio (GFI / Book Value of Plant)	7.0		9.3		9.7		7.9	
Average price per kgms (\$)	\$0.97		\$1.18		\$1.28		\$1.23	
Average price for calves sold (\$)	\$2		\$9		\$22		\$21	
Average price for cull cows sold (\$)	\$118		\$201		\$123		\$37	
STOCK DETAILS								
	Values at (Herd Scheme \$)							
MA Cows	\$28,883	21	\$39,020	24	\$35,706	23	\$29,996	20
R2 Heifers	\$14,863	14	\$14,895	10	\$11,205	9	\$9,214	7
R1 Heifers	\$4,288	8	\$11,565	14	\$6,070	9	\$4,142	6
R1 Bulls	\$1,347	2	\$1,993	3	\$1,122	2	\$641	1
MA Bulls	\$771	0	\$250	0	\$774	0	\$895	1
Total Value (\$)	\$50,151		\$67,722		\$54,877		\$44,888	
Increase / (Decrease) in Value (\$)	\$12,929		-\$4,878		\$14,716		\$23,495	