



2011 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	197	177	205	142	234	177	231
Runoff hectares	81	81	91	56	74	20	53
Cattle on hand at year end	885	754	818	535	143	0	743
Peak cows milked	552	522	599	457	667	499	676
Cows per milking hectare	2.81	2.95	2.93	3.22	2.85	2.81	2.92
Milk solids (kg)	222,710	229,337	229,943	186,120	254,339	217,660	268,103
Milk solids (kg/cow)	403	440	384	408	381	436	397
Milk solids (kg/ha)	1,132	1,298	1,123	1,314	1,088	1,227	1,161
Milk solids price (\$/kg)	7.42	7.43	3.65	3.71	1.61	3.76	7.41
Average calf price (\$)	28	33	24	23	21	0	27
Average cull cow price (\$)	587	563	618	689	149	0	420
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	9,018	10,527	5,080	6,095	1,888	4,621	9,137
Farm working expenses	5,040	5,024	2,874	3,109	865	1,970	5,296
Operating surplus	3,977	5,503	2,206	2,986	1,022	2,651	3,841
Economic farm surplus	3,526	4,822	1,696	2,157	714	2,434	3,369
Per Cow							
Gross farm income	3,212	3,567	1,737	1,891	662	1,643	3,124
Farm working expenses	1,795	1,702	982	964	303	700	1,811
Operating surplus	1,417	1,865	754	926	358	943	1,313
Per Milk solids (kg)							
Gross farm income	7.96	8.11	4.52	4.64	1.73	3.77	7.87
Farm working expenses	4.45	3.87	2.56	2.37	.80	1.61	4.56
Operating surplus	3.51	4.24	1.97	2.27	.94	2.16	3.31
PROFITABILITY							
Milk sales income	1,651,525	1,703,268	838,635	690,828	409,049	817,916	1,986,327
Cattle trading ⁺	108,140	142,740	149,190	98,809	19,224	0	119,060
Gross farm income	1,773,449	1,860,344	1,040,485	863,420	441,198	819,748	2,110,621
Farm working expenses	991,259	887,804	588,638	440,404	202,231	349,422	1,223,396
Interest	369,582	387,337	99,077	129,460	14,839	256,779	437,944
Net farm trading profit*	412,608	585,203	352,771	293,555	224,128	213,548	449,281
Personal expenses	72,951	72,729	62,624	79,194	80,346	90,287	58,557
Net plant purchases	41,927	36,925	63,414	30,821	58,122	13,699	42,216
EXPENSES (\$/kgms)							
Animal health	.19	.14	.26	.29	.01	.00	.17
Breeding expenses	.14	.11	.11	.11	.01	.00	.12
Contract, cultivation and regrassing	.18	.14	.11	.04	.00	.03	.10
Dairyshed expenses	.07	.06	.06	.06	.03	.00	.01
Electricity	.08	.06	.09	.09	.08	.00	.02
Fertiliser	.54	.52	.17	.23	.01	.43	.53
Freight	.07	.07	.04	.02	.00	.02	.06
Grazing costs	.58	.45	.28	.14	.02	.35	.75
Owned/Rented grazing block	.28	.24	.16	.16	.00	.07	.15
Repairs & maintenance	.29	.30	.09	.13	.03	.27	.29
Stock food costs	.74	.81	.30	.36	.02	.30	.50
Vehicle costs	.18	.13	.20	.22	.09	.01	.07
Wages	.67	.52	.51	.40	.37	.00	1.60
Administration	.12	.08	.08	.11	.06	.05	.06
Insurance, rates and ACC	.13	.13	.05	.07	.03	.08	.10
Farm working expenses	4.45	3.87	2.56	2.37	.80	1.61	4.56
Farm working expenses as % of GFI	56%	48%	57%	51%	46%	43%	58%
Interest	1.76	1.78	.32	.54	.03	1.12	1.53
Interest paid as % of GFI	22%	22%	7%	12%	2%	30%	19%
OTHER DATA							
Total farm capital (land, stock & plant)	10,142,832	10,462,429	2,120,030	2,319,782	294,714	7,207,233	11,633,194
Return on total farm capital	6.9%	8.2%	20.6%	26.2%	134.7%	6.0%	6.9%
Increase (decrease) in term liabilities	115,366	(210,572)	38,312	(72,588)	73,762	(26,000)	(9,381)
Term liabilities per kgms	24.63	24.50	3.11	3.05	.65	16.90	23.63
Min farm trading profit req. for viability	209,029	110,500	113,688	133,974	115,802	247,454	145,446