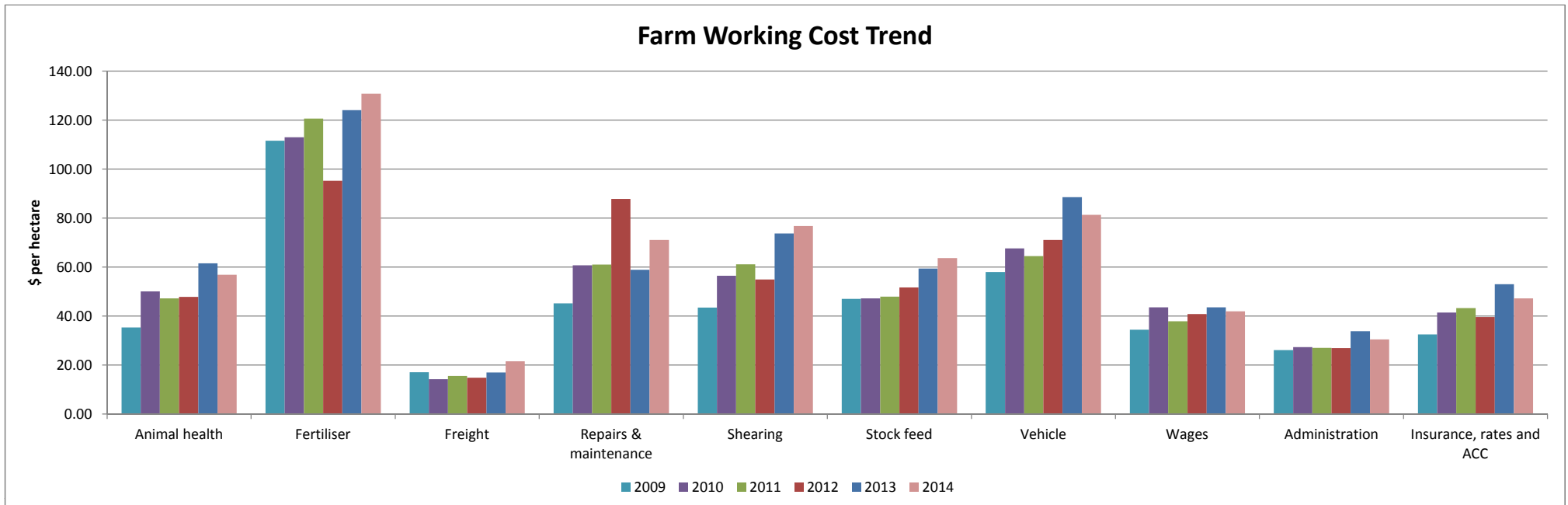
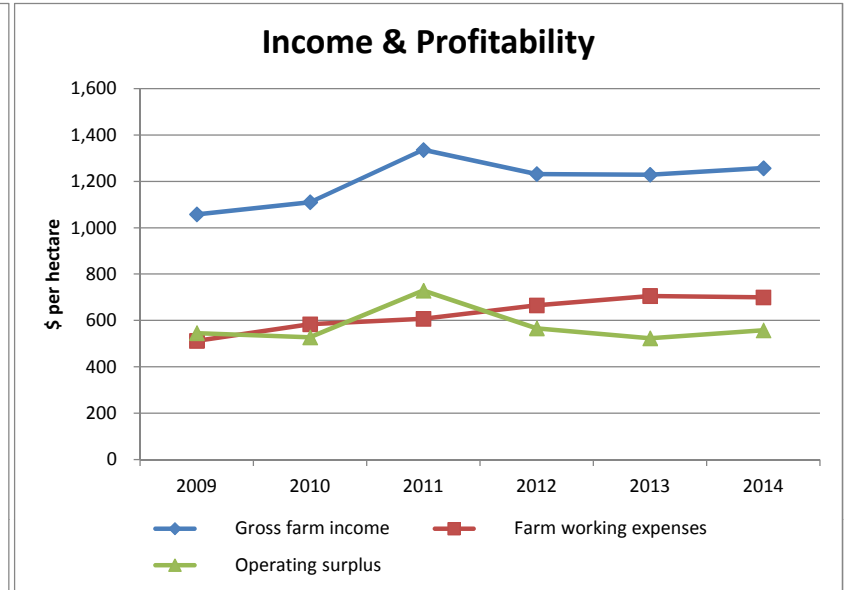
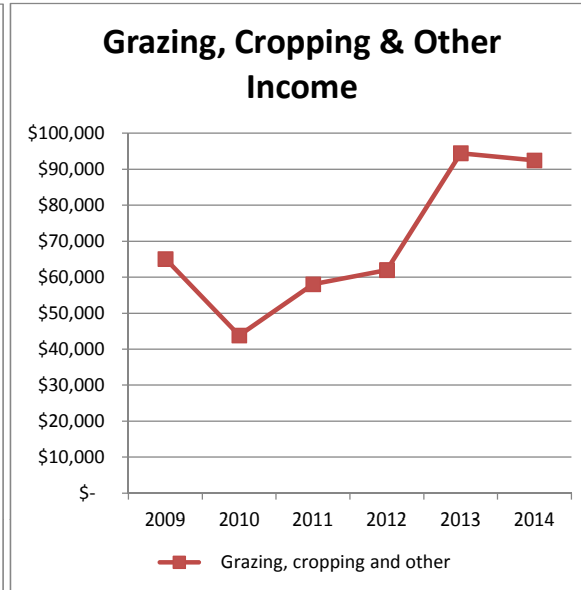
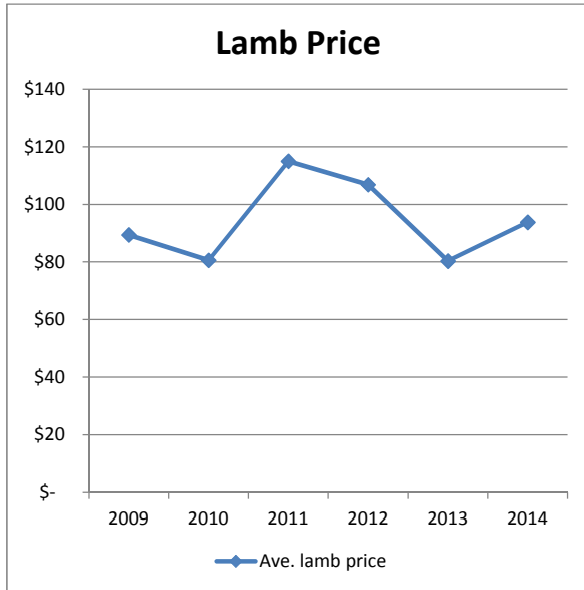


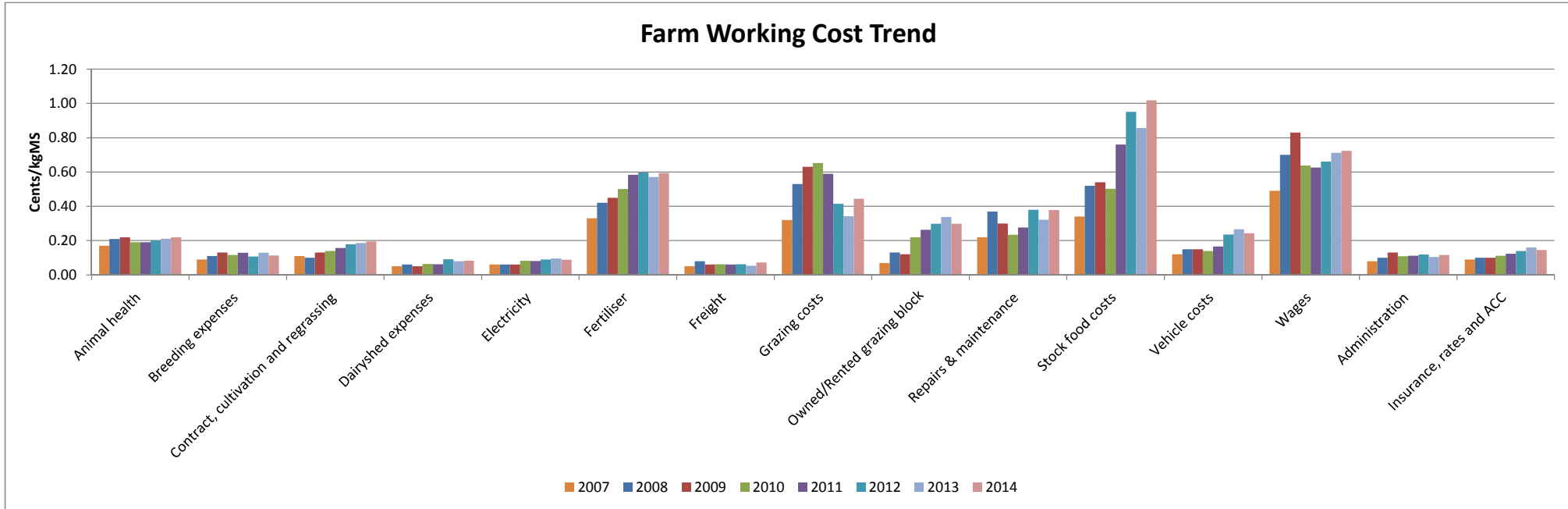
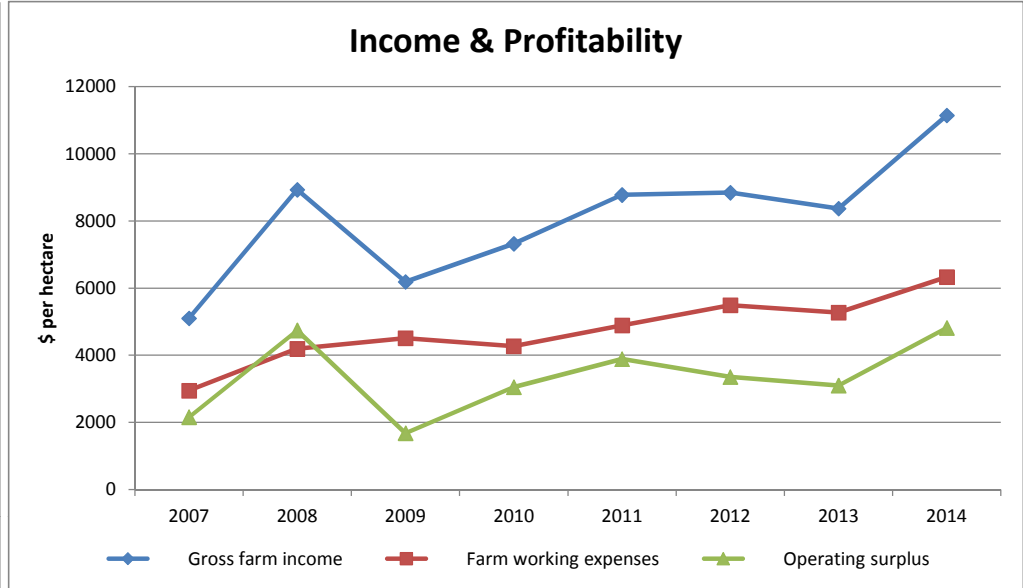
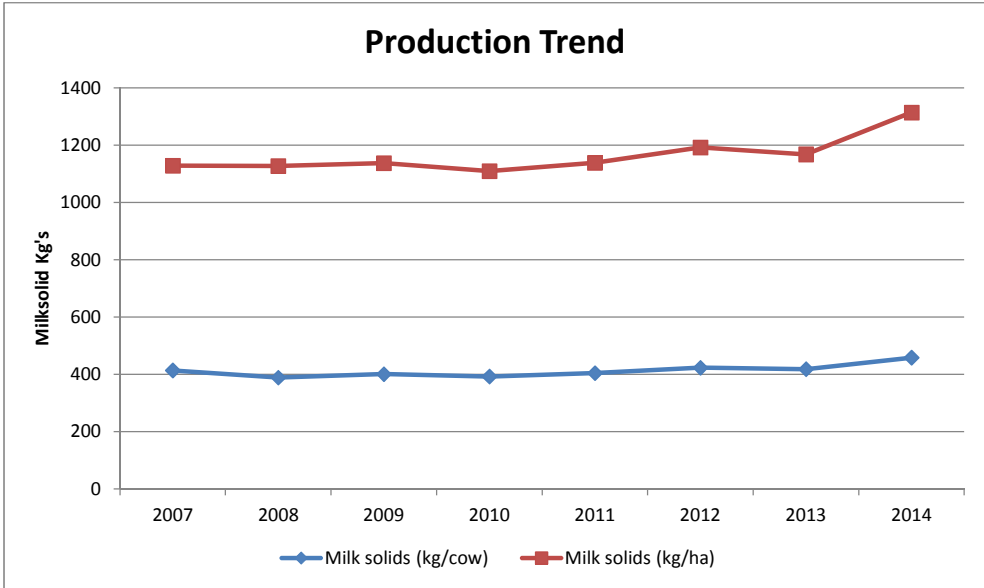
2014 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	221	201	194	181	216	215	255
Runoff hectares	104	122	48	24	34	46	64
Cattle on hand at year end	967	927	783	787	64	25	1,004
Peak cows milked	634	638	563	555	606	652	730
Cows per milking hectare	2.86	3.17	2.90	3.07	2.80	3.04	2.86
Milk solids (kg)	290,633	304,301	241,468	254,168	256,373	304,621	317,267
Milk solids (kg/cow)	459	477	429	458	423	467	434
Milk solids (kg/ha)	1,314	1,511	1,244	1,408	1,184	1,420	1,243
Milk solids price (\$/kg)	7.79	7.90	3.91	3.78	1.55	4.01	7.67
Average calf price (\$)	46	43	37	44	63	0	39
Average cull cow price (\$)	572	663	544	529	1,012	0	578
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	11,147	13,140	5,683	6,531	1,996	6,008	10,076
Farm working expenses	6,329	7,013	3,267	3,446	974	2,704	6,422
Operating surplus	4,818	6,127	2,416	3,085	1,022	3,303	3,654
Economic farm surplus	4,211	5,557	1,843	2,379	671	2,976	3,367
Per Cow							
Gross farm income	3,892	4,150	1,960	2,124	713	1,977	3,520
Farm working expenses	2,210	2,215	1,127	1,121	348	890	2,244
Operating surplus	1,682	1,935	833	1,003	365	1,087	1,276
Per Milk solids (kg)							
Gross farm income	8.48	8.70	4.57	4.64	1.69	4.23	8.10
Farm working expenses	4.82	4.64	2.63	2.45	.82	1.90	5.17
Operating surplus	3.67	4.06	1.94	2.19	.86	2.33	2.94
PROFITABILITY							
Milk sales income	2,263,010	2,405,179	943,665	960,719	397,514	1,222,459	2,431,941
Cattle trading ⁺	162,296	170,451	129,835	182,559	26,367	25,717	136,097
Gross farm income	2,465,487	2,646,946	1,102,933	1,178,851	432,079	1,289,041	2,570,997
Farm working expenses	1,399,904	1,412,660	634,035	621,993	210,803	580,206	1,638,755
Interest	454,755	360,121	99,992	133,117	18,226	198,190	376,956
Net farm trading profit*	610,828	874,164	368,906	423,741	203,050	510,645	555,286
Personal expenses	107,308	140,940	76,618	75,989	83,615	60,272	68,062
Net plant purchases	108,210	101,980	76,695	55,425	44,195	46,186	68,149
EXPENSES (\$/kgms)							
Animal health	.22	.22	.23	.26	.01	.01	.24
Breeding expenses	.11	.12	.15	.14	.00	.00	.14
Contract, cultivation and regrassing	.19	.13	.10	.02	.00	.11	.12
Dairyshed expenses	.08	.08	.04	.04	.03	.00	.03
Electricity	.09	.08	.08	.07	.08	.03	.02
Fertiliser	.59	.50	.16	.12	.00	.40	.49
Freight	.07	.06	.04	.02	.00	.02	.06
Grazing costs	.44	.43	.42	.26	.04	.28	.87
Owned/Rented grazing block	.30	.37	.07	.08	.00	.11	.18
Repairs & maintenance	.38	.36	.12	.13	.03	.31	.33
Stock food costs	1.02	1.14	.34	.43	.03	.35	.83
Vehicle costs	.24	.19	.19	.23	.10	.04	.12
Wages	.72	.59	.48	.44	.37	.05	1.31
Administration	.12	.09	.08	.08	.06	.06	.23
Insurance, rates and ACC	.15	.16	.06	.06	.04	.12	.11
Farm working expenses	4.82	4.64	2.63	2.45	.82	1.90	5.17
Farm working expenses as % of GFI	57%	53%	57%	53%	49%	45%	64%
Interest	1.46	1.19	.28	.34	.04	.62	1.20
Interest paid as % of GFI	17%	14%	6%	7%	2%	15%	15%
OTHER DATA							
Total farm assets (land, stock & plant)	12,778,396	13,377,505	1,991,675	2,544,101	188,561	11,155,643	13,346,750
Return on total farm assets	7.4%	8.6%	21.5%	27.0%	266.9%	6.0%	6.6%
Increase (decrease) in term liabilities	369,194	(149,585)	72,894	(27,445)	8,325	(121,798)	322,861
Term liabilities per kgms	22.97	19.88	3.63	4.43	.48	10.69	19.03
Min farm trading profit req. for viability	411,241	380,717	134,841	135,685	119,532	194,421	199,453

2014 Sheep, Beef & Deer Farm Statistics	Average < 3000 su	Top 20% < 3000 su	Average 3000 su > 5000 su	Top 20% 3000 su > 5000 su	Average > 5000 su	Top 20% > 5000 su
PRODUCTION DATA						
Effective Area (ha)	185	168	444	289	1,344	745
Sheep on hand at year end	1,827	2,015	3,488	2,797	6,717	6,711
Cattle on hand at year end	40	6	74	73	286	175
Deer on hand at year end	115	0	167	0	483	320
Ave. stock units carried	2,035	1,808	4,197	3,879	8,769	7,669
Ave. stock units per ha	11.0	10.8	9.4	13.4	6.5	10.3
Lambing %	144%	145%	137%	134%	137%	152%
Ave. lamb price	97.14	100.37	93.80	98.87	92.20	102.29
Ave. ewe price	87.81	93.51	85.08	93.78	84.35	86.23
Total wool production (kg)	8,744	10,253	18,199	18,647	33,446	45,124
Wool production per sheep stock unit (kg)	5.4	5.5	5.6	6.4	5.5	7.2
Average wool price per kg	3.58	3.64	3.47	3.40	3.57	3.40
FINANCIAL ANALYSIS						
Per hectare						
Gross farm income	1,502	1,956	1,257	2,057	758	1,506
Farm working expenses	784	835	700	1,031	412	686
Operating surplus	718	1,121	557	1,027	346	820
Economic farm surplus	317	705	356	743	269	702
Per stock unit						
Sheep - Gross Profit	125.60	146.92	123.89	134.92	119.79	147.36
Cattle - Gross Profit	64.97	55.90	79.24	125.34	101.03	69.16
Deer - Gross Profit	21.73	0.00	27.49	0.00	24.13	30.95
Gross farm income	136.73	181.15	133.05	153.27	116.19	146.25
Farm working expenses	71.40	77.31	74.10	76.78	63.19	66.60
Operating surplus	65.33	103.84	58.95	76.49	53.00	79.65
PROFITABILITY						
Sheep trading ⁺	179,621	220,730	345,209	335,809	600,195	765,089
Wool sales	31,348	37,294	63,126	63,476	119,277	153,280
Cattle trading ⁺	24,922	16,910	31,950	36,252	88,962	86,812
Deer trading ⁺	20,762	0	25,586	0	63,107	67,977
Grazing, cropping and other	21,579	52,644	92,493	158,975	147,283	48,523
Gross farm income	278,232	327,578	558,365	594,511	1,018,824	1,121,680
Farm working expenses	145,296	139,800	310,992	297,821	554,072	510,797
Interest and rent	45,932	53,529	91,810	96,121	173,195	141,971
Net farm trading profit*	71,914	115,293	126,241	178,488	253,222	444,559
Personal expenses	56,640	43,696	70,309	85,250	107,932	81,875
Net plant purchases	25,478	29,668	29,775	18,946	50,270	22,811
EXPENSES (\$/su)						
Animal health	5.18	5.05	6.01	5.63	5.12	6.29
Fertiliser	13.51	14.69	13.84	12.45	14.57	15.21
Freight	1.97	1.44	2.28	4.36	1.11	1.36
Repairs & maintenance	8.10	9.61	7.52	6.94	5.51	4.46
Shearing	6.47	8.05	8.13	7.76	7.13	7.89
Stock feed	4.98	5.97	6.73	9.10	3.30	3.64
Vehicle	7.94	9.28	8.60	8.63	7.82	6.09
Wages	2.34	.76	4.44	9.99	7.16	9.37
Administration	5.34	6.34	3.23	3.08	2.27	2.34
Insurance, rates and ACC	6.54	7.20	4.99	5.56	3.64	4.48
Farm working expenses	71.40	77.31	74.10	76.78	63.19	66.60
Farm working expenses as % of GFI	52%	43%	56%	50%	54%	46%
Interest & rent	22.57	29.60	21.88	24.78	19.75	18.51
Interest and rent paid as % of GFI	17%	16%	16%	16%	17%	12%
OTHER DATA						
Total farm assets (land, stock & plant)	3,558,163	2,915,524	5,661,067	7,085,000	10,292,293	10,036,030
Return on total farm assets	4.6%	16.4%	3.8%	3.6%	3.5%	4.9%
Increase (decrease) in term liabilities	(8,047)	(34,003)	27,517	100,026	(103,217)	89,200
Term debt as % of total farm assets	16%	16%	21%	21%	20%	18%
Min farm trading profit req. for viability	99,619	67,407	120,145	140,000	238,530	167,633



Dairy Owner Operator - Eight Year Trend

Date updated: 15/07/15



Farm Stats Interpretation Guide

FINANCIAL ANALYSIS

Operating surplus = gross farm income – farm working expenses

Economic farm surplus = net farm trading profit – (interest and rent + labour adjustment)

- The labour adjustment is added when farmer is an owner operator and is included where working owners are not paid for their labour. It is calculated as follows:-

Peak cows milked x \$140 labour rate

If *less than* \$30,800 use \$30,800

If *between* \$30,801 and \$69,999 calculate peak cows milked x \$140

If *greater than* \$70,000 use \$70,000 as maximum labour adjustment

PROFITABILITY

Milk sales income = total milk income – Dairy Insight fee + Fonterra dividend (if any)

Cattle account surplus = cash surplus from accounts +/- change in value of livestock on hand

- Bear in mind this change in value is always based on herd values, never national standard cost which is why it could be different to accounts.
- Farm working expenses are as per accounts but not including depreciation.
- Interest expenses should match up to accounts. If any inter entity interest is paid then this is backed out.

Net farm trading profit = gross farm income (GFI) – farm working expenses – interest – plant and machinery depreciation – owned runoff adjustment

- The owned runoff adjustment is calculated as if the runoff was leased so that it is comparable to other entities that lease their run off and there is a separate line for this in expenses section of our stats.

Owned runoff adjustment = market value of runoff land x 5%

Personal expenses = drawings + private share expenses

- Current account items that are non cash are not included in this line as it represents the actual money withdrawn from the entity throughout the year.
- Net plant purchases exclude land and land development asset purchases.

OTHER DATA

- Total farm assets – This is a combination of land, plant and stock valued at balance date.
 - Land – Current market value based on location and size
 - Stock – Herd value
 - Plant – Closing book value from asset schedule in accounts

Return on farm assets = (economic farm surplus per Ha x effective Ha) ÷ total farm assets

- Increase (decrease) in term liabilities is change from last year to this year in term liabilities not including inter entity loans.
- Minimum farm trading profit required for viability is calculated to show the profit before tax required so that the farm can meet tax of 25% and debt obligations over 20 years. It is calculated as follows:-

= [(Term liabilities ÷ 20 years) + total drawings] ÷ 75%