



2024 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	208	210	207	287	274	235	296
Runoff hectares	140	165	19	0	41	57	151
Cattle on hand at year end	894	1,012	866	1,322	65	111	1,130
Peak cows milked	591	645	628	955	806	726	828
Cows per milking hectare	2.84	3.07	3.03	3.33	2.95	3.08	2.79
Milk solids (kg)	299,366	343,359	328,700	535,803	378,963	384,866	413,145
Milk solids (kg/cow)	507	533	524	561	470	530	499
Milk solids (kg/ha)	1,438	1,635	1,587	1,867	1,384	1,635	1,394
Milk solids price (\$/kg)	8.31	8.50	3.93	3.85	1.48	4.45	8.34
Average calf price (\$)	79	65	62	51	39	8	47
Average cull cow price (\$)	809	808	741	804	0	211	694
Cattle account profit as % of GFI	7%	8%	7%	6%	0%	2%	5%
Milk income as % of GFI	92%	92%	92%	94%	95%	95%	92%
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	12,939	15,179	6,777	7,617	2,163	7,689	12,593
Farm working expenses	8,814	8,886	4,821	5,222	1,497	4,169	7,919
Operating surplus	4,125	6,293	1,956	2,394	666	3,519	4,674
Economic farm surplus	3,085	4,964	1,250	1,731	265	3,145	4,056
Per Cow							
Gross farm income	4,560	4,945	2,236	2,289	734	2,494	4,507
Farm working expenses	3,106	2,895	1,590	1,569	508	1,352	2,835
Operating surplus	1,454	2,050	645	720	226	1,141	1,673
Per Milk solids (kg)							
Gross farm income	9.00	9.28	4.27	4.08	1.56	4.70	9.03
Farm working expenses	6.13	5.43	3.04	2.80	1.08	2.55	5.68
Operating surplus	2.87	3.85	1.23	1.28	.48	2.15	3.35
PROFITABILITY							
Milk sales income	2,487,761	2,919,416	1,290,836	2,061,746	560,102	1,714,172	3,444,981
Cattle trading*	190,099	244,863	96,391	122,931	1,407	35,298	174,782
Gross farm income	2,693,133	3,187,549	1,403,776	2,185,987	592,117	1,809,918	3,732,541
Farm working expenses	1,834,537	1,865,991	998,543	1,498,800	409,904	981,432	2,347,252
Interest	458,122	490,664	88,811	124,348	22,675	411,017	618,714
Net farm trading profit*	400,473	830,894	316,422	562,839	159,538	417,468	766,575
Personal expenses	122,379	172,323	86,212	86,012	95,264	97,338	159,129
Net plant purchases	113,191	160,485	75,076	87,402	57,522	71,735	39,727
EXPENSES (\$/kgms)							
Animal health	.30	.37	.26	.27	.01	.02	.25
Breeding expenses	.16	.12	.12	.04	.00	.00	.16
Contract, cultivation and regrassing	.24	.26	.08	.06	.02	.05	.12
Dairyshed expenses	.08	.06	.05	.04	.03	.03	.06
Electricity	.11	.10	.08	.05	.10	.00	.02
Fertiliser	.58	.79	.12	.08	.00	.32	.52
Freight	.03	.03	.03	.04	.00	.01	.06
Grazing costs	.42	.30	.60	.62	.00	.34	.61
Rental grazing block	.08	.23	.00	.00	.00	.00	.05
Owned grazing block adjustment	.41	.00	.00	.00	.00	.19	.16
Owned/Rented grazing block	.49	.23	.00	.00	.00	.19	.21
Repairs & maintenance	.68	.45	.10	.07	.02	.35	.37
Stock food costs	1.43	1.36	.68	.78	.00	.77	1.06
Vehicle costs	.28	.20	.17	.10	.09	.06	.15
Wages	.75	.70	.50	.45	.70	.15	1.63
Administration	.11	.08	.06	.02	.06	.04	.12
Insurance, rates and ACC	.21	.17	.06	.05	.04	.11	.15
Farm working expenses	6.13	5.43	3.04	2.80	1.08	2.55	5.68
Farm working expenses as % of GFI	68%	59%	71%	69%	69%	54%	63%
Interest	1.61	1.18	.14	.14	.03	1.14	1.50
Interest paid as % of GFI	18%	13%	3%	3%	2%	24%	17%
Net farm profit as % of GFI	15%	26%	23%	26%	27%	23%	21%
OTHER DATA							
Total farm assets (land, stock & plant)	12,067,681	11,561,969	1,534,524	2,270,058	210,090	11,028,536	15,433,092
Return on total farm assets	5.9%	10.1%	16.9%	21.9%	45.5%	6.8%	8.1%
Increase (decrease) in term liabilities	113,330	(379,488)	(89,760)	(207,501)	171,297	(743,535)	(620,261)
Term liabilities per kgms	19.46	14.41	1.36	1.20	.43	12.43	16.58
Min farm trading profit req. for viability	543,239	578,039	142,552	159,949	140,154	455,593	648,584