

SOUTHLAND DAIRY STATISTICS SURVEY 2014

TOP 20%

	2010	2011	2012	2013	2014	2014
AREA						
Total Farm Hectares	325.71	308.93	310.97	369.30	427.85	652.00
Milking Hectares	241.50	233.03	228.03	251.10	279.85	333.20
STOCK UNITS CARRIED						
Cows Milked	630	645	600	731	818	1071
Cows Per Milking Hectare	2.58	2.72	2.64	2.89	2.90	3.21
PRODUCTION ANALYSIS						
Milk Solids (kg)	249,818	245,259	247,157	303,746	372,063	526,810
Milk Solids (kg/cow)	388	383	409	415	474	490
Milk Solids (kg/ha)	1,009	1,043	1,065	1,201	1,321	1,569
Milk Fat (kg)	137,057	139,138	136,216	170,581	208,613	295,783
Milk Fat (kg/cow)	211	216	224	233	266	276
Milk Fat (kg/ha)	546	586	584	676	741	883
Protein (kg)	107,370	109,227	106,000	133,165	163,450	231,028
Protein (kg/cow)	166	170	175	182	208	215
Protein (kg/ha)	430	462	454	525	580	686
Milk (Litres)	2,751,619	2,702,345	2,760,372	3,404,661	4,114,480	5,912,816
Milk (Litres/Cow)	4,283	4,224	4,579	4,634	5,242	5,401
Milk (Litres/Ha)	11,075	11,472	11,865	13,389	14,538	17,235
Milk Fat Price (\$/kg)	3.25	4.47	4.18	4.13	5.93	5.93
Protein Price (\$/kg)	9.87	11.47	8.52	7.95	11.63	11.63
Milk Solids Price (\$/kg)	6.10	7.50	6.05	5.80	8.40	8.40
Overall Death Rate (%)	3.36	3.96	3.59	2.98	2.66	2.76
Average Calf Price (\$)	51.31	50.99	54.57	69.65	59.30	33.51
Average Cow Price (\$)	459.05	620.49	571.28	519.70	553.33	523.24
FINANCIAL ANALYSIS						
Per Milking Hectare						
Gross Income	6,554.97	8,248.81	7,148.23	7,536.09	10,361.29	12,557.01
Less Working Expenses	3,211.60	4,057.81	3,534.63	4,852.72	5,618.51	5,637.98
NET FARMING SURPLUS	3,343.37	4,191.00	3,613.60	2,683.37	4,742.78	6,919.03
Per Cow						
Gross Income	2,588.37	3,032.75	2,763.93	2,607.35	3,725.60	3,928.28
Less Working Expenses	1,260.30	1,497.08	1,671.44	1,675.39	2,009.69	1,751.91
NET FARMING SURPLUS	1,328.07	1,535.67	1,092.49	931.96	1,715.91	2,176.37
Per Kgms						
Gross Income	7.50	8.35	6.75	6.27	7.85	8.00
Less Working Expenses	3.60	4.08	4.09	4.05	4.27	3.59
NET FARMING SURPLUS	3.90	4.27	2.66	2.22	3.58	4.41
Working Expenses % of Gross Income	0.49	0.50	0.61	0.65	0.55	0.45
FINANCIAL ANALYSIS BASED ON AVERAGE COWS MILKED						
Cows Milked	630	645	600	731	818	1071
Gross Income	1,631,690	1,956,333	1,657,252	1,906,147	3,048,783	4,205,617
Working Expenses	794,484	965,720	1,002,195	1,224,822	1,644,596	1,875,595
Debt Servicing						
Interest	421,140	408,084	356,036	390,273	482,326	727,944
Rent	11,070	8,579	12,286	14,906	18,036	2,826
Rates and Insurance	36,945	37,835	41,540	50,078	58,233	69,708
NET FARM CASH SURPLUS	368,050	536,115	245,194	226,068	845,592	555,064
Other Expenditure						
Taxation	8,246	8,277	16,119	13,213	22,479	81,143
Life and Health Insurance	4,551	8,031	2,436	8,275	3,960	2,415
Personal Expenses	55,229	90,274	87,066	103,246	72,535	56,990
	68,027	106,582	105,621	124,734	98,974	140,549
Principal	54,977	73,480	60,200	47,563	90,082	319,467
Depreciation	146,131	133,362	118,883	142,814	176,441	188,372
Net Capital Expenditure	50,036	77,943	122,318	201,947	122,506	226,380

Top 20% is based on Net Farm Surplus per Milking Ha

	2010	2011	2012	2013	2014	2014
EXPENSE ANALYSIS (\$/Milking Ha)						
FARM WORKING EXPENSES						
AB & Herd Improvement	96.67	121.58	115.88	138.53	144.90	153.05
Dairy Shed Expenses	56.84	55.92	76.00	79.78	86.60	75.17
Animal Health	186.16	228.46	227.00	251.86	305.54	289.53
Contracting & Cultivation	82.11	144.50	103.43	89.39	143.58	104.66
Fertiliser & Lime	441.39	526.04	559.20	558.73	662.17	790.65
Cartage & Spreading	73.41	96.54	115.93	115.65	155.31	121.49
Stock Feed	976.81	1252.49	1525.17	1859.03	1972.80	2025.32
Fuel & Oil	85.00	106.50	130.25	131.43	130.09	175.04
Repairs & Maintenance	285.40	399.28	366.51	312.63	526.89	411.42
Power	84.12	85.16	98.23	100.01	116.58	125.49
Wages	517.37	655.95	634.16	788.42	880.00	777.56
Vehicle	91.11	115.91	106.93	129.92	123.54	107.40
Other Expenses	235.21	269.48	291.94	297.34	370.51	481.20
TOTAL FARM WORKING EXPENSES	3,211.60	4,057.81	4,350.63	4,852.72	5,618.51	5,637.98
DEBT SERVICING						
Interest	1,710.64	1,712.13	1,505.67	1,551.78	1,630.55	2,215.45
Principal	244.66	315.57	245.69	195.91	330.71	914.34
Rent	44.11	37.90	50.35	54.37	61.46	9.44
TOTAL DEBT SERVICING	1,999.41	2,065.60	1,656.97	1,802.06	2,022.72	3,139.23
RATES AND INSURANCE	141.16	150.92	171.98	203.32	195.97	207.00
DEPRECIATION	583.77	569.50	515.83	559.08	604.48	571.40
EXPENSE ANALYSIS (\$/Cow)						
FARM WORKING EXPENSES						
AB & Herd Improvement	37.88	46.22	45.36	48.16	51.87	47.96
Dairy Shed Expenses	23.59	21.15	27.64	28.06	30.90	22.92
Animal Health	72.62	86.09	87.01	88.79	109.24	90.84
Contracting & Cultivation	32.94	54.81	42.42	33.36	53.07	32.95
Fertiliser & Lime	175.10	196.45	220.51	193.29	244.97	250.35
Cartage & Spreading	28.59	36.05	44.35	40.11	55.98	38.60
Stock Feed	378.66	441.80	568.24	632.48	678.55	622.05
Fuel & Oil	34.33	40.11	51.66	45.05	46.12	54.53
Repairs & Maintenance	111.77	147.92	140.56	110.44	193.73	126.71
Power	34.43	32.40	37.15	34.80	42.56	38.82
Wages	198.81	248.84	253.12	274.25	321.49	246.67
Vehicle	38.22	44.56	42.36	44.92	45.77	33.12
Other Expenses	93.36	100.68	111.06	101.68	135.44	146.39
TOTAL FARM WORKING EXPENSES	1,260.30	1,497.08	1,671.44	1,675.39	2,009.69	1,751.91
DEBT SERVICING						
Interest	668.06	632.62	593.79	533.84	589.40	679.94
Principal	87.21	113.91	100.40	65.06	110.08	298.40
Rent	17.56	13.30	20.49	20.39	22.04	2.64
TOTAL DEBT SERVICING	772.83	759.83	714.68	619.29	721.51	980.98
RATES AND INSURANCE	58.61	58.65	69.28	68.50	71.16	65.11
DEPRECIATION	231.81	206.74	198.27	195.35	215.61	175.95
EXPENSE ANALYSIS (\$/kgms)						
FARM WORKING EXPENSES						
AB & Herd Improvement	0.12	0.12	0.11	0.12	0.11	0.10
Dairy Shed Expenses	0.07	0.06	0.07	0.07	0.07	0.05
Animal Health	0.20	0.23	0.21	0.21	0.23	0.18
Contracting & Cultivation	0.08	0.15	0.10	0.08	0.11	0.06
Fertiliser & Lime	0.51	0.56	0.53	0.47	0.50	0.51
Cartage & Spreading	0.08	0.10	0.11	0.10	0.12	0.08
Stock Feed	1.11	1.15	1.39	1.52	1.49	1.26
Fuel & Oil	0.10	0.11	0.13	0.11	0.10	0.11
Repairs & Maintenance	0.31	0.40	0.35	0.26	0.40	0.27
Power	0.10	0.09	0.09	0.09	0.09	0.08
Wages	0.54	0.72	0.62	0.66	0.68	0.51
Vehicle	0.11	0.11	0.10	0.11	0.09	0.07
Other Expenses	0.27	0.28	0.28	0.25	0.28	0.31
TOTAL FARM WORKING EXPENSES	3.60	4.08	4.09	4.05	4.27	3.59
DEBT SERVICING						
Interest	1.74	1.67	1.42	1.30	1.23	1.40
Principal	0.21	0.28	0.24	0.15	0.23	0.57
Rent	0.04	0.03	0.05	0.05	0.05	0.01
TOTAL DEBT SERVICING	1.99	1.98	1.71	1.49	1.51	1.98
RATES AND INSURANCE	0.18	0.16	0.17	0.17	0.15	0.13
DEPRECIATION	0.74	0.54	0.48	0.48	0.46	0.36