



| Farm DataSet Details | | <u>Drought Year</u> | | |
|---|---------------------------|-------------------------------------|-------------------|-------------------|
| <u>Name</u> | | <u>High Production Example Farm</u> | <u>All Data</u> | <u>Top 25%</u> |
| DairyBase Farm Id | | Northern Victoria | Northern Victoria | Northern Victoria |
| Financial Year | | 18/19 | 18/19 | 18/19 |
| DataSet Type | | 1 Dataset | 23 Datasets | 6 Datasets |
| Physical Summary | | | | |
| Annual Stocking Rate | Milking cows / Milking ha | 0.7 | 2.9 | 3.1 |
| Annual Stocking Rate | Milking cows / Usable ha | 0.7 | 1.7 | 1.8 |
| Cow Liveweight | kgs | 680 | 541 | 556 |
| Milk Production | | | | |
| Fat % | % w/v | 4.26% | 4.29% | 4.37% |
| Protein % | % w/v | 3.32% | 3.47% | 3.51% |
| Milksolids per Cow | kg / Cow | 757 | 524 | 537 |
| Litres per Cow | Litres / Cow | 9,988 | 6,804 | 6,868 |
| Milksolids as % of Cow Liveweight | kg MS / Cow Liveweight | 111% | 97% | 96% |
| Homegrown Feed Production | | | | |
| Proportion of Homegrown Feed | % of Diet | 67% | 55% | 59% |
| Grazed Feed per Milking Hectare | t DM / Milking ha | 1.0 | 7.2 | 8.4 |
| Conserved Feed per Milking Hectare | t DM / Milking ha | 4.4 | 1.5 | 1.6 |
| Total Homegrown Feed per Milking Hectare | t DM / Milking ha | 5.4 | 8.7 | 10.0 |
| Grazed Feed per Usable Hectare | t DM / Usable ha | 1.0 | 4.9 | 5.8 |
| Conserved Feed per Usable Hectare | t DM / Usable ha | 4.4 | 2.4 | 2.8 |
| Total Homegrown Feed per Usable Hectare | t DM / Usable ha | 5.4 | 7.2 | 8.6 |

Pasture and Feed Consumption (Milking Area)

| | | | | |
|---------------------------|-------------------|-------------|------------|------------|
| Grazed Feed Fed | t DM / Cow | 1.5 | 2.6 | 2.8 |
| Homegrown Fodder Fed | t DM / Cow | 5.4 | 1.0 | 1.0 |
| Purchased Fodder Fed | t DM / Cow | 2.4 | 1.3 | 1.3 |
| Homegrown Concentrate Fed | t DM / Cow | 0.5 | 0.0 | 0.0 |
| Purchased Concentrate Fed | t DM / Cow | 1.8 | 1.8 | 1.7 |
| Other Feed Fed | t DM / Cow | 0.2 | 0.1 | 0.1 |
| Total Feed Fed | t DM / Cow | 11.7 | 6.6 | 6.9 |

Feed Costs

| | | | | |
|--------------------------------------|-----------|-----|-----|-----|
| Homegrown Feed - Direct Costs | \$ / t DM | 218 | 207 | 169 |
| Grazed Feed - Direct Costs | \$ / t DM | 181 | 180 | 137 |
| Conserved Feed - Direct Costs | \$ / t DM | 228 | 277 | 242 |
| Concentrate Purchased - Direct Costs | \$ / t DM | 537 | 516 | 469 |
| Fodder Purchased - Direct Costs | \$ / t DM | 86 | 326 | 314 |

Labour and Management

| | | | | |
|----------------------------|-------------|--------|--------|--------|
| Milksolids per Labour Unit | kg MS / FTE | 52,115 | 52,776 | 66,782 |
|----------------------------|-------------|--------|--------|--------|

Rainfall and Irrigation

| | | | | |
|--------------------------------|--------------------------|------|------|------|
| Annual Rainfall | mm / annum | 300 | 294 | 284 |
| Total Water Use / Irrigated ha | mm / Irrigated ha | 696 | 873 | 904 |
| Total Water Use Efficiency | t DM/ 100 mm / Usable ha | 1.31 | 0.96 | 1.12 |

Income**\$ Per kg Milksolids**

| | | | |
|--------------------------|-------------|-------------|-------------|
| Milk Income (net) | 6.86 | 6.27 | 6.46 |
| Livestock Trading Profit | 0.78 | 0.44 | 0.40 |
| Feed & Water Sales | 0.73 | 0.05 | 0.11 |
| Other Farm Income | 0.00 | 0.03 | 0.02 |
| Gross Farm Income | 8.36 | 6.78 | 6.99 |

Variable Costs**\$ Per kg Milksolids**

| | | | |
|----------------|------|------|------|
| Herd Costs | 0.29 | 0.33 | 0.31 |
| Shed Costs | 0.20 | 0.21 | 0.18 |
| Homegrown Feed | 2.22 | 1.72 | 1.54 |
| Purchased Feed | 1.77 | 2.72 | 2.15 |

| | | | |
|-----------------------------|-------------|-------------|-------------|
| Feed Inventory Change | 0.86 | (0.07) | (0.09) |
| Water Inventory Change | 0.05 | 0.18 | 0.02 |
| Feed Costs | 4.90 | 4.55 | 3.62 |
| Total Variable Costs | 5.40 | 5.10 | 4.10 |
| GROSS MARGIN | 2.97 | 1.68 | 2.90 |

Overhead Costs \$ Per kg Milksolids

| | | | |
|---|-------------|---------------|-------------|
| Employed Labour Cost | 1.25 | 0.59 | 0.69 |
| Farm Insurance | 0.05 | 0.07 | 0.06 |
| Repairs & Maintenance | 0.48 | 0.33 | 0.35 |
| Other Overhead Costs | 0.18 | 0.22 | 0.17 |
| Imputed Labour Cost | 0.24 | 0.89 | 0.41 |
| Depreciation | 0.23 | 0.18 | 0.17 |
| Total Overhead Costs | 2.43 | 2.28 | 1.85 |
| TOTAL OPERATING COSTS (Variable & Overhead) | 7.83 | 7.38 | 5.95 |
| EARNINGS BEFORE INTEREST & TAX (EBIT) | 0.54 | (0.60) | 1.05 |
| COST OF PRODUCTION (COP) - EXCLUDING INVENTORY CHANGES | 6.91 | 7.26 | 6.02 |
| Livestock Inventory Change less Purchases | (0.27) | 0.12 | (0.05) |
| Feed & Water Inventory Change | 0.91 | 0.12 | (0.07) |
| COST OF PRODUCTION (COP) - INCLUDING INVENTORY CHANGES | 7.56 | 7.50 | 5.89 |

Wealth Report \$ Per kg Milksolids

| | | | |
|--------------------------------------|---------------|---------------|---------------|
| RETURN ON TOTAL ASSETS (ROTA) | 2.5% | - 2.2% | 3.0% |
| RETURN ON EQUITY | - 3.9% | - 8.3% | 3.1% |
| CHANGE IN NET WORTH | (0.32) | (0.52) | (0.17) |