

**Livestock Enterprise Analysis
(Farms Sorted By Years)**

Dairy -- Average Per Cow

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of farms	683	676	556	613	532	555	556	579	557	575	499	509	527	468	427	402	408	392	418	405
Milk sold	2,872.2	2,800.2	2,409.2	2,945.2	2,927.2	2,495.2	2,822.2	2,625.2	2,850.2	2,950.4	1,352.8	2,869.9	2,513.4	2,375.4	2,373.4	2,633.5	2,690.4	2,232.5	2,001.4	2,381.0
Dairy Calves sold	20.3	16.5	15.7	21.7	23.4	25.2	28.0	26.3	30.7	55.9	75.8	74.3	65.3	52.1	35.5	52.1	68.1	81.3	42.6	67.3
Transferred out	37.5	53.5	59.6	82.8	81.6	81.0	69.0	56.0	31.9	23.2	22.5	36.8	49.9	74.1	96.4	32.4	58.3	65.5	35.4	58.4
Cull sales	106.9	14.0	27.2	28.3	30.0	11.9	32.1	53.9	56.7	40.7	41.1	46.2	29.3	54.7	6.3	22.9	5.2	72.8	28.2	69.5
Insurance income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Government payments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.53	0.71	2.08
Other income	21.0	36.6	30.7	65.1	19.8	69.8	89.3	31.4	6.0	17.1	17.9	88.2	7.9	13.7	33.0	63.3	50.6	30.1	44.1	46.7
Purchased	-98.4	99.8	30.1	0.6	32.2	18.1	-67.2	12.9	18.6	98.9	48.8	19.1	31.4	0.2	47.7	40.3	43.6	34.1	25.8	25.8
Transferred in	-317.7	13.0	28.5	32.7	35.3	23.7	83.8	9.5	21.0	9.3	36.5	7.6	14.9	9.3	82.4	48.5	45.6	34.5	31.0	18.8
Inventory change	69.3	85.4	46.4	8.7	56.8	35.2	35.8	76.6	0.8	10.4	70.1	1.1	95.8	1.8	27.9	34.7	19.5	76.5	49.3	77.2
Dairy repl net cost	-	-	-	-	-	-	-	-	-	-	-391.1	-	436.8	-	1.3	29.7	-	580.5	-	33.0
Gross margin	2,711.2	2,661.2	2,348.2	2,976.2	2,977.2	2,634.2	2,914.2	2,685.2	2,829.2	2,826.2	1,385.2	2,877.2	2,077.2	1,927.2	1,635.2	1,822.2	1,895.2	1,557.2	1,489.2	1,785.2
Direct Expenses																				
Protein Vit Minerals	345.3	27.5	32.5	44.0	8.2	25.7	6.9	17.2	49.0	8.8	68.4	25.9	43.9	1.5	20.1	3.8	83.0	5.0	6.8	85.3
Complete Ration	85.6	87.3	49.0	73.0	21.1	39.9	53.4	62.5	69.5	72.7	4.2	22.2	32.1	3.2	33.6	30.7	26.3	1.8	31.0	55.6
Corn	162.1	141.2	28.3	7.9	36.8	45.0	45.7	68.6	1.2	38.3	34.2	82.9	7.2	34.2	29.7	5.2	18.4	27.1	13.4	3.9
Corn Silage	120.8	40.9	30.1	12.0	15.7	27.3	36.3	11.3	7.0	40.9	14.8	50.9	6.3	24.2	25.5	2.0	34.0	8.0	5.2	6.5
Hay, Alfalfa	149.1	21.8	18.5	25.8	32.1	31.8	5.9	65.1	18.3	7.0	34.9	7.0	2.2	0.5	5.3	84.9	1.6	2.2	3.3	9.2
Haylage, Alfalfa	113.0	19.6	32.0	27.3	1.4	40.1	82.9	6.7	3.1	13.8	12.2	33.3	7.1	28.0	2.0	49.0	9.5	40.9	7.5	20.5
Other feed stuffs	52.0	9.5	60.4	46.4	5.0	94.5	79.5	11.5	56.0	94.5	22.7	4.3	12.1	7.3	15.7	38.1	5.7	31.9	4.8	63.1
Breeding fees	26.3	27.8	27.1	15.2	27.7	29.2	30.0	36.4	36.7	39.2	29.4	6.6	42.2	36.5	37.9	34.4	47.4	79.4	85.0	66.5
Veterinary	88.2	20.9	34.8	18.9	5.0	96.0	7.9	49.0	3.9	70.7	6.2	0.9	14.2	6.1	4.4	99.0	7.0	3.5	0.8	7.0
Supplies	225.0	43.8	49.3	27.3	1.5	21.7	25.0	4.2	5.3	25.4	4.2	5.1	1.2	7.2	8.5	10.5	2.7	3.4	9.6	8.3
Fuel & oil	19.7	20.9	32.9	38.3	38.2	29.4	35.0	9.4	26.5	48.6	56.7	7.9	10.3	1.5	64.4	46.7	74.9	75.9	7.9	0.6
Repairs	99.9	30.8	32.9	1.5	10.5	92.9	53.9	84.1	1.9	4.8	20.6	0.9	34.7	3.0	8.9	0.4	6.8	18.4	9.3	7.5
Custom hire	22.1	11.2	13.2	13.1	18.5	23.4	19.1	10.2	7.5	23.6	1.2	7.1	30.4	1.4	5.6	34.8	9.3	15.5	3.7	4.7
Hired labor	23.7	4.2	3.0	27.1	15.6	3.4	4.3	16.2	23.9	6.0	2.1	3.8	16.4	1.2	0.4	4.4	11.6	6.2	1.6	7.0
Bedding	2.5	4.0	3.4	8.2	12.0	9.1	8.9	32.7	5.4	0.8	48.9	5.3	8.1	48.9	27.5	48.6	9.8	60.5	64.3	52.8
Total direct expenses	1,535.8	1,501.8	1,348.9	1,580.7	1,569.1	1,645.0	1,813.4	1,797.8	1,810.2	1,777.3	2,355.2	2,953.2	2,436.3	1,020.5	1,343.0	1,495.3	1,659.5	1,585.2	1,485.4	1,82.8
Return over direct expense	1,175.4	1,160.5	1,029.3	1,396.5	1,412.0	1,289.2	1,100.7	1,287.8	1,119.0	1,054.8	1,201.5	1,123.0	664.1	1,041.5	368.4	790.0	1,039.7	540.4	290.0	1,444.4
Overhead Expenses																				
Hired labor	107.8	33.8	24.4	20.3	5.2	27.6	20.4	6.2	29.0	2.6	67.4	2.9	2.9	3.8	2.9	8.2	9.6	84.9	9.3	48.1
Utilities	51.2	25.4	5.7	5.2	8.6	5.7	6.8	6.0	18.6	19.6	1.6	6.5	6.6	6.8	18.7	1.4	9.5	3.3	6.0	2.2
Interest	115.0	21.1	44.2	20.5	12.7	14.2	8.9	0.9	1.9	0.8	6.4	0.7	2.0	19.4	2.7	7.9	14.2	70.9	6.5	9.5
Mach & bldg depreciation	104.5	104.6	20.6	5.0	15.3	19.1	22.1	2.0	3.2	3.4	3.7	18.8	3.2	9.8	3.2	0.0	3.1	9.1	34.3	3.7
Miscellaneous	87.9	7.9	9.5	9.3	9.2	5.3	0.9	9.9	19.8	14.5	24.2	2.8	44.5	5.0	36.8	0.5	5.8	4.5	9.3	2.7
Total overhead expenses	466.5	504.8	85.1	2.6	6.4	14.2	6.3	3.6	10.5	4.3	9.2	9.8	9.7	10.3	7.8	3.6	2.9	1.9	80.1	1.9
Total dir & ovhd expenses	2,002.2	2,006.6	1,434.0	1,795.2	1,720.6	1,755.2	1,757.2	1,896.2	1,920.2	1,761.3	2,343.2	2,978.2	2,665.2	1,000.2	1,393.4	1,504.4	1,730.2	1,672.2	1,468.2	1,709.2
Net return	708.7	655.7	683.8	1,401.4	1,427.1	1,437.8	1,576.8	1,088.9	808.8	836.4	95.1	14.1	201.5	1.5	11.8	53.5	249.3	329.0	322.6	931.7
Labor & management charge	188.0	78.4	74.9	30.8	17.8	1.5	28.8	9.9	94.2	20.5	2.2	25.8	2.3	7.2	0.1	2.2	30.4	1.2	2.7	1.9
Net return over lbr & mgt	520.6	470.9	447.8	1,370.6	1,409.3	1,426.3	1,567.3	1,069.0	714.6	814.2	92.9	12.9	44.0	2.4	7.7	11.6	83.1	30.8	90.6	292.2
Cost of Production Per Cwt. Of Milk																				
Total direct expense per unit	8.21	7.78	7.52	8.02	7.75	8.16	8.91	8.63	8.45	10.22	12.44	11.07	11.21	13.69	14.90	15.26	15.62	13.40	12.27	12.92
Total dir & ovhd expense per unit	10.70	10.39	10.10	11.13	10.91	11.18	12.07	11.99	11.76	13.90	15.66	14.01	14.11	16.31	17.54	17.92	18.48	16.29	14.99	15.34
With other revenue adjustments	10.94	10.86	10.09	11.06	10.81	10.80	12.64	12.35	11.90	14.56	17.04	14.51	15.27	17.51	18.30	19.08	18.16	15.91	16.00	16.45
With labor and management	12.63	12.13	11.40	12.90	12.08	11.97	13.60	13.34	12.86	15.62	18.09	15.46	16.19	18.44	19.20	19.94	20.13	17.50	16.79	17.22
Est. labor hours per unit	38.10	36.94	36.02	37.43	42.13	41.18	41.56	40.73	41.00	42.16	41.90	40.89	44.79	40.76	40.38	39.86	40.49	40.98	41.01	41.46
Other Information																				
Number of cows	74.3	81.9	88.6	98.2	103.8	104.8	114.3	118.8	124.3	128.5	140.7	136.4	137.0	158.1	166.7	177.6	179.4	183.6	192.5	204.2
Milk produced per cow	18,712	9,310	9,149	7,120	23,220	16,203	36,202	21,432	21,302	1,342	2,641	7,322	0,722	4,322	9,053	4,223	7,754	3,324	6,044	6,044
Total milk sold	1,381.6	2,619.5	2,895.6	6,329.2	2,093.2	2,586.2	2,920.2	2,466.2	2,554.2	2,074.2	2,790.2	2,826.2	2,260.2	2,264.2	2,479.2	3,404.2	4,875.2	4,229.2	4,347.2	4,293.2
Pounds of milk sold per FTE	1,366.8	1,123.0	1,534.1	1,046.9	1,359.9	1,986.6	1,356.8	1,542.6	1,885.9	1,707.8	2,420.5	2,278.5	1,781.1	1,505.9	1,924.4	2,998.7	6,669.6	1,650.1	1,654.8	1,443.0
Culling percentage	26.8	27.6	27.8	27.8	26.5	27.7	26.3	25.6	24.6	24.1	24.3	25.4	27.8	27.7	30.5	31.0	30.2	30.4	28.5	29.9
Turnover rate	34.4	34.9	36.1	36.9	35.6	36.5	34.7	33.7	32.3	32.8	32.5	33.4	35.8	35.9	37.5	38.5	37.3	37.2	35.5	36.5
Cow death loss percent	6.7	6.6	7.5	8.4	8.5	8.1	7.8	7.5	7.1	8.3	7.8	7.5	7.5	7.6	6.4	6.9	6.4	6.4	6.5	6.2
Percent of barn capacity	107.7	108.6	106.4	104.0	106.5	105.3	105.7	104.6	107.8	108.6	108.1	106.								

Livestock Enterprise Analysis (continued)
(Farms Sorted By Years)

Dairy -- Average Per Cow

Data Source(s):

Mn State College & University South, 6141 farms
Mn State College & University North, 3783 farms
Southeast Minnesota Farm Business Management Association, 204 farms
Other groups, 110 farms
Southwest Minnesota Farm Business Management Association, 93 farms
ND Red River Valley Farm and Ranch Business Management, 5 farms
Mn State College & University Red River Valley, 1 farms

Report Summary

1. Report number	448089
2. Location	
State:	Minnesota
3. Farm Characteristics	
Year(s):	2017, 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2008, 2007, 2006, 2005, 2004, 2003, 2002, 2001
Livestock unit:	Per Cow

Suggested citation:

FINBIN (2019). Center for Farm Financial Management: University of Minnesota.
Retrieved from <http://finbin.umn.edu> (originally created March 26, 2019).

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