

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

Dairy -- Average Per Cow

	<i>Avg. Of All Farms</i>	<i>Up to 50</i>	<i>50 100</i>	<i>100 200</i>	<i>200 500</i>	<i>Over 500</i>
Number of farms	412	46	145	116	73	32
Milk sold	4,006.00	2,869.62	3,350.59	3,767.54	4,049.43	4,419.87
Dairy Calves sold	69.51	59.88	57.67	60.00	67.15	81.81
Transferred out	42.16	63.62	69.64	37.88	44.04	31.62
Cull sales	243.65	173.99	221.03	242.06	247.07	254.46
Other income	44.91	47.04	38.10	33.81	60.20	41.40
Purchased	-35.83	-124.21	-73.42	-55.93	-20.46	-17.30
Transferred in	-80.20	-77.21	-97.13	-58.74	-86.73	-81.16
Inventory change	51.18	75.42	68.42	56.30	29.21	57.98
Dairy repl net cost	-542.49	-516.32	-486.56	-512.91	-537.26	-585.91
Gross margin	3,802.67	2,575.08	3,152.64	3,578.02	3,856.83	4,203.65
Direct Expenses						
Protein Vit Minerals	644.58	335.41	605.22	604.04	637.54	706.90
Complete Ration	342.29	278.80	187.95	319.92	376.72	388.57
Corn	223.41	162.91	199.76	209.73	250.30	222.16
Corn Silage	294.39	212.03	259.01	260.72	290.89	334.57
Hay, Alfalfa	144.87	272.41	227.49	199.62	140.91	78.35
Haylage, Alfalfa	140.62	26.29	97.85	96.96	151.35	179.82
Other feed stuffs	118.53	161.30	134.70	143.88	111.81	100.84
Breeding fees	48.03	32.42	45.72	43.83	46.60	53.39
Veterinary	114.55	67.70	97.64	105.32	120.80	123.95
BST	46.21	3.21	10.58	16.43	50.69	75.49
Supplies	224.45	207.93	213.79	208.20	209.76	250.44
Fuel & oil	61.72	50.90	46.53	51.32	59.51	75.73
Repairs	143.41	114.10	122.79	142.07	140.12	156.24
Custom hire	55.99	19.77	38.66	46.29	58.77	67.94
Hired labor	238.66	20.26	44.81	122.64	300.13	340.91
Hauling and trucking	41.02	66.90	62.05	47.07	35.55	32.58
Marketing	49.93	33.59	40.52	42.44	50.74	58.06
Bedding	68.24	27.35	45.66	70.65	81.60	67.04
Total direct expenses	3,000.92	2,093.28	2,480.72	2,731.12	3,113.79	3,312.97
Return over direct expense	801.75	481.80	671.92	846.89	743.03	890.68
Overhead Expenses						
Hired labor	196.28	25.50	87.38	137.17	201.16	276.95
Building leases	52.71	29.78	17.61	46.53	65.38	60.49
Farm insurance	46.36	50.89	51.32	55.53	47.12	38.40
Utilities	67.77	102.60	89.14	71.21	61.86	60.49
Interest	86.39	85.08	76.85	117.36	94.84	65.53
Mach & bldg depreciation	167.22	105.55	153.45	197.94	174.20	152.97
Miscellaneous	58.06	65.57	60.91	59.55	58.54	55.30
Total overhead expenses	674.79	464.97	536.65	685.28	703.10	710.14
Total dir & ovhd expenses	3,675.70	2,558.25	3,017.38	3,416.41	3,816.89	4,023.11
Net return	126.97	16.83	135.26	161.61	39.94	180.54
Labor & management charge	191.63	361.87	296.06	228.17	169.49	139.38
Net return over lbr & mgt	-64.67	-345.04	-160.80	-66.56	-129.56	41.16
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit	12.29	12.73	12.30	11.97	12.53	12.26
Total dir & ovhd expense per unit	15.06	15.55	14.97	14.98	15.35	14.89
With other revenue adjustments	16.01	17.55	16.04	15.90	16.29	15.79
With labor and management	16.79	19.75	17.51	16.90	16.97	16.31
Est. labor hours per unit	41.29	42.88	37.76	35.56	41.72	45.42
Other Information						
Number of cows	197.4	38.6	74.1	142.9	318.1	906.4
Milk produced per cow	24,409	16,450	20,162	22,807	24,859	27,025
Total milk sold	4,779,113	626,937	1,485,368	3,241,927	7,819,342	24,309,421
Pounds of milk sold per FTE	1,642,035	1,060,054	1,486,315	1,787,015	1,649,484	1,653,322
Culling percentage	28.6	23.4	27.5	28.0	28.7	29.5
Turnover rate	35.5	32.4	35.2	34.9	35.7	35.9
Cow death loss percent	6.4	7.3	6.7	6.3	6.4	6.4
Percent of barn capacity	110.9	87.4	107.4	108.3	115.0	112.5
Feed cost per day	5.23	3.97	4.69	5.03	5.37	5.51
Feed cost per cwt of milk	7.82	8.81	8.49	8.05	7.88	7.44
Feed cost per cow	1,908.70	1,449.14	1,711.98	1,834.87	1,959.53	2,011.20
Avg. milk price per cwt.	16.55	17.68	16.72	16.60	16.48	16.48

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

Dairy -- Average Per Cow

Data Source(s):

Mn State College & University North, 202 farms
Mn State College & University South, 185 farms
Other groups, 16 farms
Southwest Minnesota Farm Business Management Association, 4 farms
Nebraska Farm Business, Inc, 2 farms
ND South Central Farm and Ranch Business Management, 2 farms
ND Western Missouri Slope Farm and Ranch Business Management, 1 farms

Report Summary

1. Report number	354230
2. Location	
State:	All
3. Farm Characteristics	
Year(s):	2016
Livestock unit:	Per Cow

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