

*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	344	35	92	101	80	36
Milk sold	4,897.00	3,307.75	4,021.86	4,293.37	4,887.90	5,395.19
Dairy Calves sold	42.27	28.46	50.18	32.04	35.36	50.47
Transferred out	47.19	64.15	53.17	51.41	41.63	47.63
Cull sales	197.06	144.43	191.80	209.73	207.05	187.49
Insurance income	24.98	17.55	31.68	20.30	38.49	15.97
Government payments	558.71	457.56	493.83	520.77	645.94	527.99
Other income	50.15	31.48	75.43	70.41	66.69	25.07
Purchased	-62.54	-75.23	-34.18	-52.80	-18.40	-104.22
Transferred in	-35.54	-33.22	-90.65	-33.36	-29.08	-29.91
Inventory change	73.54	71.01	11.86	38.61	30.56	132.33
Dairy repl net cost	-631.70	-410.40	-557.99	-665.52	-662.93	-618.09
Gross margin	5,161.11	3,603.55	4,247.00	4,484.95	5,243.22	5,629.91
Direct Expenses						
Protein Vit Minerals	790.94	422.70	642.57	676.21	776.60	893.58
Complete Ration	379.65	171.67	209.51	278.76	465.88	401.63
Corn	234.84	184.90	200.82	215.13	212.93	267.94
Corn Silage	341.21	246.25	251.70	277.08	360.31	376.03
Hay, Alfalfa	234.42	258.98	223.56	265.58	225.73	229.05
Other feed stuffs	250.66	391.91	484.33	332.38	207.43	194.70
Breeding fees	51.06	34.31	43.50	40.64	50.22	58.21
Veterinary	112.64	69.37	81.47	80.87	110.43	135.57
Supplies	148.48	126.17	136.54	118.98	144.81	166.80
Repairs	198.20	137.39	175.15	183.00	205.53	206.19
Custom hire	87.43	17.88	42.27	55.05	67.99	127.04
Hired labor	347.21	31.75	91.43	132.48	348.11	500.73
Utilities	41.55	71.29	52.13	43.83	45.19	34.66
Hauling and trucking	88.26	115.17	82.82	74.62	80.51	99.75
Bedding	75.74	38.60	69.50	82.60	98.43	58.96
Miscellaneous	192.70	155.30	170.08	154.87	187.37	218.46
Total direct expenses	3,574.98	2,473.65	2,957.39	3,012.09	3,587.47	3,969.30
Return over direct expense	1,586.13	1,129.90	1,289.61	1,472.86	1,655.74	1,660.61
Overhead Expenses						
Hired labor	131.95	33.46	65.34	116.54	132.76	155.17
Building leases	53.63	43.70	20.76	26.01	78.72	54.01
Utilities	57.81	57.74	70.76	68.06	55.89	52.25
Interest	103.74	107.54	90.19	120.32	110.06	94.83
Mach & bldg depreciation	190.62	185.13	194.04	205.71	198.77	177.85
Miscellaneous	120.13	101.65	127.77	135.49	113.30	117.79
Total overhead expenses	657.88	529.21	568.84	672.14	689.50	651.90
Total dir & ovhd expenses	4,232.86	3,002.86	3,526.23	3,684.23	4,276.97	4,621.21
Net return	928.25	600.68	720.77	800.72	966.24	1,008.71
Labor & management charge	194.76	390.62	324.14	242.92	206.49	132.16
Net return over lbr & mgt	733.49	210.06	396.63	557.80	759.75	876.55
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit	14.40	15.20	14.91	14.13	14.29	14.46
Total dir & ovhd expense per unit	17.05	18.45	17.78	17.28	17.03	16.84
With other revenue adjustments	16.07	16.75	16.79	16.51	15.70	16.04
With labor and management	16.85	19.15	18.42	17.65	16.53	16.52
Est. labor hours per unit	38.59	45.84	36.77	33.91	38.94	40.40
Other Information						
Number of cows	242.2	36.8	77.9	144.4	318.0	967.7
Milk produced per cow	24,833	16,279	19,831	21,325	25,107	27,446
Lb. of milk sold per FTE	1,790,301	985,749	1,495,589	1,747,471	1,794,661	1,891,252
Culling percentage	28.5	22.8	25.9	29.2	29.7	28.0
Turnover rate	35.2	29.6	33.1	36.8	36.3	34.2
Cow death loss percent	6.2	6.2	5.9	6.7	6.2	6.2
Cows per milking unit	21	9	11	14	22	33
Feed cost per cwt. of milk	8.99	10.30	10.15	9.59	8.96	8.61
Feed cost per cow	2,231.72	1,676.42	2,012.49	2,045.14	2,248.89	2,362.93
Hired labor per cow	479.16	65.21	156.77	249.02	480.87	655.90
Avg. milk price per cwt.	19.85	20.50	20.48	20.29	19.59	19.77
Milk price / feed margin	10.86	10.20	10.33	10.70	10.63	11.16

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

Dairy -- Average Per Cow

Data Source(s):

Mn State College & University North, 157 farms
Mn State College & University South, 141 farms
Wisconsin Technical College System, 36 farms
Other Contributors, 5 farms
Southwest Minnesota Farm Business Management Association, 3 farms
Nebraska Farm Business, Inc, 1 farms
Utah Farm/Ranch Business Management, 1 farms

Report Summary

1. Report number	354230
2. Location	
State:	All
3. Farm Characteristics	
Year(s):	2020
Livestock unit:	Per Cow

Suggested citation:

FINBIN (2021). Center for Farm Financial Management: University of Minnesota.
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