

*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	457	52	161	133	77	34
Milk sold	3,992.00	2,870.99	3,351.68	3,754.53	4,032.38	4,415.62
Dairy Calves sold	67.15	53.44	55.16	58.16	65.68	79.09
Transferred out	39.65	61.97	66.60	34.90	42.27	28.93
Cull sales	245.21	168.29	220.21	249.93	244.98	256.84
Other income	44.40	51.60	38.08	33.75	58.57	41.76
Purchased	-32.84	-118.15	-66.16	-48.65	-19.35	-15.83
Transferred in	-74.71	-68.25	-94.50	-54.35	-82.02	-74.27
Inventory change	49.98	92.36	73.55	45.51	30.22	56.43
Dairy repl net cost	-522.88	-512.79	-485.19	-502.66	-540.59	-536.16
Gross margin	3,811.49	2,602.31	3,163.30	3,578.48	3,836.09	4,253.21
<b>Direct Expenses</b>						
Protein Vit Minerals	668.53	367.95	607.65	606.88	651.52	760.78
Complete Ration	315.45	246.47	169.38	287.41	362.01	355.58
Corn	221.99	169.24	209.32	206.62	252.42	215.78
Corn Silage	296.03	207.54	258.95	255.32	289.76	344.97
Hay, Alfalfa	151.63	287.95	245.59	227.43	139.12	71.69
Haylage, Alfalfa	139.53	23.24	94.68	88.40	146.24	189.35
Other feed stuffs	125.23	201.00	135.10	162.76	115.45	101.68
Breeding fees	48.34	31.71	45.97	43.86	47.82	53.37
Veterinary	114.87	66.71	96.33	100.99	119.96	129.31
BST	42.65	2.84	10.88	16.02	47.93	69.08
Supplies	235.76	214.08	221.49	220.73	212.44	269.61
Fuel & oil	59.05	50.55	46.98	50.80	58.78	69.30
Repairs	142.83	118.37	119.87	140.58	139.85	156.68
Custom hire	54.44	18.82	37.10	44.14	57.89	66.75
Hired labor	251.10	18.41	47.08	129.74	305.73	373.34
Hauling and trucking	43.82	67.50	59.77	44.55	34.90	42.80
Marketing	50.35	32.83	40.01	43.66	50.16	59.53
Bedding	67.46	28.05	43.97	68.07	78.99	69.49
Total direct expenses	3,029.06	2,153.26	2,490.13	2,737.95	3,110.98	3,399.10
Return over direct expense	782.43	449.05	673.17	840.52	725.11	854.12
<b>Overhead Expenses</b>						
Hired labor	182.63	26.05	85.34	132.18	190.48	253.44
Building leases	49.11	26.33	16.62	41.34	64.73	55.35
Farm insurance	46.36	48.22	51.61	55.16	45.94	39.30
Utilities	63.87	97.15	86.09	67.56	58.50	55.35
Interest	86.07	82.60	78.72	114.04	95.75	64.73
Mach & bldg depreciation	169.34	105.48	158.05	196.95	170.98	159.73
Miscellaneous	61.17	64.42	63.25	62.84	63.62	57.29
Total overhead expenses	658.56	450.26	539.67	670.08	689.99	685.20
Total dir & ovhd expenses	3,687.62	2,603.51	3,029.80	3,408.03	3,800.97	4,084.30
Net return	123.88	-1.21	133.50	170.45	35.12	168.91
Labor & management charge	191.59	363.36	299.13	229.37	172.07	132.64
Net return over lbr & mgt	-67.72	-364.57	-165.63	-58.93	-136.95	36.28
<b>Cost of Production Per Cwt. Of Milk</b>						
Total direct expense per unit	12.47	13.15	12.38	12.17	12.60	12.54
Total dir & ovhd expense per unit	15.19	15.90	15.06	15.14	15.40	15.07
With other revenue adjustments	16.05	17.80	16.10	16.02	16.35	15.76
With labor and management	16.84	20.01	17.59	17.04	17.05	16.25
Est. labor hours per unit	41.29	43.12	38.72	35.78	41.44	45.33
<b>Other Information</b>						
Number of cows	195.3	38.6	74.1	143.5	318.9	932.3
Milk produced per cow	24,281	16,370	20,119	22,507	24,683	27,106
Total milk sold	4,705,522	623,419	1,480,563	3,211,055	7,784,222	25,093,525
Pounds of milk sold per FTE	1,633,726	1,047,590	1,445,661	1,751,666	1,649,183	1,662,516
Culling percentage	28.3	22.5	27.4	28.4	28.6	28.6
Turnover rate	35.0	31.2	35.3	35.0	35.7	34.5
Cow death loss percent	6.3	7.2	6.9	6.1	6.6	5.8
Percent of barn capacity	111.1	89.8	108.2	108.6	115.5	112.0
Feed cost per day	5.26	4.12	4.71	5.03	5.36	5.59
Feed cost per cwt of milk	7.90	9.18	8.55	8.15	7.93	7.53
Feed cost per cow	1,918.39	1,503.39	1,720.68	1,834.82	1,956.52	2,039.83
Avg. milk price per cwt.	16.57	17.80	16.77	16.78	16.52	16.40

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

Dairy -- Average Per Cow

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Data Source(s):

Mn State College & University North, 202 farms  
Mn State College & University South, 185 farms  
Other groups, 29 farms  
Wisconsin Technical College System, 27 farms  
Southwest Minnesota Farm Business Management Association, 4 farms  
Utah Farm/Ranch Business Management, 3 farms  
Michigan State University Extension, 2 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

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Report Summary

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

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