

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

*Dairy -- Average Per Cow*

|  | <i>Avg. Of<br/>All Farms</i> | <i>Up to<br/>50</i> | <i>50<br/>100</i> | <i>100<br/>200</i> | <i>200<br/>500</i> | <i>Over<br/>500</i> |
|--|------------------------------|---------------------|-------------------|--------------------|--------------------|---------------------|
| Number of farms                            | 396                          | 47                  | 126               | 115                | 75                 | 33                  |
| Milk sold                                  | 4,387.85                     | 2,906.82            | 3,688.34          | 4,020.32           | 4,437.39           | 4,853.18            |
| Dairy Calves sold                          | 45.33                        | 32.51               | 41.82             | 36.87              | 57.69              | 41.96               |
| Transferred out                            | 35.85                        | 53.28               | 66.26             | 36.94              | 34.19              | 26.13               |
| Cull sales                                 | 233.83                       | 181.28              | 224.43            | 218.29             | 229.09             | 252.08              |
| Other income                               | 47.18                        | 46.49               | 38.34             | 34.77              | 49.49              | 54.80               |
| Purchased                                  | -31.95                       | -157.69             | -63.43            | -42.09             | -23.34             | -15.87              |
| Transferred in                             | -60.77                       | -46.75              | -89.22            | -61.17             | -78.33             | -38.74              |
| Inventory change                           | 51.26                        | 58.50               | 49.65             | 47.85              | 37.00              | 64.45               |
| Dairy repl net cost                        | -574.59                      | -473.89             | -534.60           | -557.04            | -563.53            | -611.32             |
| Gross margin                               | 4,134.11                     | 2,601.65            | 3,421.58          | 3,735.26           | 4,179.64           | 4,626.66            |
| <b>Direct Expenses</b>                     |                              |                     |                   |                    |                    |                     |
| Protein Vit Minerals                       | 686.73                       | 343.00              | 633.58            | 597.85             | 655.75             | 796.66              |
| Complete Ration                            | 335.86                       | 184.25              | 190.81            | 352.31             | 350.87             | 369.14              |
| Corn                                       | 207.07                       | 139.76              | 188.55            | 179.92             | 226.90             | 215.82              |
| Corn Silage                                | 290.01                       | 184.57              | 231.71            | 240.00             | 309.51             | 325.95              |
| Hay, Alfalfa                               | 159.81                       | 211.88              | 244.61            | 194.94             | 149.74             | 119.53              |
| Haylage, Alfalfa                           | 134.48                       | 62.93               | 99.01             | 98.58              | 160.96             | 148.15              |
| Other feed stuffs                          | 122.59                       | 212.14              | 146.92            | 164.46             | 131.77             | 79.77               |
| Breeding fees                              | 47.94                        | 29.94               | 48.07             | 42.69              | 48.17              | 51.65               |
| Veterinary                                 | 114.70                       | 69.61               | 98.02             | 97.37              | 119.76             | 127.92              |
| BST  | 37.97                        | -                   | 5.98              | 9.87               | 38.68              | 64.72               |
| Supplies                                   | 236.90                       | 223.92              | 227.95            | 203.74             | 230.91             | 263.05              |
| Fuel & oil                                 | 69.67                        | 56.06               | 52.85             | 59.89              | 67.21              | 82.90               |
| Repairs                                    | 153.08                       | 120.75              | 134.37            | 153.32             | 149.00             | 163.93              |
| Custom hire                                | 71.03                        | 19.69               | 44.93             | 48.25              | 76.43              | 90.21               |
| Hired labor                                | 355.95                       | 20.55               | 64.34             | 152.10             | 381.02             | 556.35              |
| Utilities                                  | 38.52                        | 54.51               | 37.73             | 52.32              | 41.67              | 27.86               |
| Hauling and trucking                       | 51.52                        | 66.42               | 69.25             | 57.12              | 44.78              | 47.47               |
| Bedding                                    | 80.81                        | 31.80               | 54.86             | 69.51              | 89.11              | 91.34               |
| Total direct expenses                      | 3,194.63                     | 2,031.78            | 2,573.56          | 2,774.23           | 3,272.25           | 3,622.42            |
| Return over direct expense                 | 939.48                       | 569.87              | 848.01            | 961.03             | 907.40             | 1,004.24            |
| <b>Overhead Expenses</b>                   |                              |                     |                   |                    |                    |                     |
| Hired labor                                | 98.81                        | 32.74               | 67.96             | 101.82             | 113.32             | 99.26               |
| Building leases                            | 57.83                        | 15.61               | 21.71             | 51.84              | 65.92              | 68.37               |
| Farm insurance                             | 46.98                        | 58.40               | 50.76             | 56.89              | 46.33              | 40.29               |
| Utilities                                  | 60.93                        | 85.11               | 92.83             | 66.11              | 55.86              | 50.82               |
| Interest                                   | 88.80                        | 89.63               | 83.94             | 109.57             | 96.79              | 72.72               |
| Mach & bldg depreciation                   | 168.06                       | 112.90              | 157.45            | 200.63             | 173.16             | 153.14              |
| Miscellaneous                              | 58.39                        | 67.90               | 63.88             | 64.28              | 57.48              | 53.67               |
| Total overhead expenses                    | 579.79                       | 462.30              | 538.54            | 651.13             | 608.87             | 538.27              |
| Total dir & ovhd expenses                  | 3,774.42                     | 2,494.07            | 3,112.10          | 3,425.36           | 3,881.11           | 4,160.70            |
| Net return                                 | 359.70                       | 107.58              | 309.47            | 309.90             | 298.53             | 465.96              |
| Labor & management charge                  | 191.23                       | 393.60              | 294.57            | 238.38             | 185.80             | 125.84              |
| Net return over lbr & mgt                  | 168.47                       | -286.02             | 14.91             | 71.52              | 112.73             | 340.13              |
| <b>Cost of Production Per Cwt. Of Milk</b> |                              |                     |                   |                    |                    |                     |
| Total direct expense per unit              | 12.97                        | 12.78               | 12.26             | 12.33              | 13.06              | 13.36               |
| Total dir & ovhd expense per unit          | 15.32                        | 15.69               | 14.82             | 15.23              | 15.49              | 15.34               |
| With other revenue adjustments             | 16.44                        | 17.83               | 16.22             | 16.60              | 16.64              | 16.24               |
| With labor and management                  | 17.22                        | 20.31               | 17.62             | 17.66              | 17.38              | 16.70               |
| Est. labor hours per unit                  | 41.62                        | 43.33               | 36.30             | 32.90              | 40.84              | 48.45               |
| <b>Other Information</b>                   |                              |                     |                   |                    |                    |                     |
| Number of cows                             | 205.6                        | 39.5                | 73.7              | 141.1              | 318.5              | 913.6               |
| Milk produced per cow                      | 24,637                       | 15,893              | 20,993            | 22,495             | 25,057             | 27,119              |
| Total milk sold                            | 5,034,455                    | 619,237             | 1,536,858         | 3,156,232          | 7,914,518          | 24,676,984          |
| Pounds of milk sold per FTE                | 1,647,545                    | 1,014,138           | 1,607,301         | 1,903,150          | 1,703,358          | 1,560,957           |
| Culling percentage                         | 29.9                         | 26.4                | 28.7              | 27.3               | 28.8               | 32.8                |
| Turnover rate                              | 36.6                         | 36.2                | 36.9              | 34.4               | 35.7               | 38.4                |
| Cow death loss percent                     | 6.2                          | 9.0                 | 7.1               | 6.2                | 6.4                | 5.6                 |
| Percent of barn capacity                   | 113.4                        | 91.8                | 108.4             | 110.4              | 116.0              | 116.3               |
| Feed cost per day                          | 5.31                         | 3.67                | 4.75              | 5.01               | 5.44               | 5.63                |
| Feed cost per cwt of milk                  | 7.86                         | 8.42                | 8.27              | 8.13               | 7.92               | 7.58                |
| Feed cost per cow                          | 1,936.55                     | 1,338.53            | 1,735.19          | 1,828.06           | 1,985.49           | 2,055.02            |
| Avg. milk price per cwt.                   | 17.92                        | 18.52               | 17.70             | 17.98              | 17.86              | 17.97               |

---

*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, 174 farms  
Other groups, 16 farms  
Southwest Minnesota Farm Business Management Association, 4 farms

---

Report Summary

|                         |         |
|-------------------------|---------|
| 1. Report number        | 354230  |
| 2. Location             |         |
| State:                  | All     |
| 3. Farm Characteristics |         |
| Year(s):                | 2017    |
| Livestock unit:         | Per Cow |

[Click to open CSV file.](#)