

*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	362	34	90	115	86	37
Milk sold	4,501.22	3,046.15	3,674.38	4,194.89	4,514.99	4,883.54
Dairy Calves sold	42.32	45.75	25.98	59.31	40.98	37.95
Transferred out	33.69	65.19	54.64	42.05	32.99	24.20
Cull sales	199.79	179.38	202.12	204.51	204.42	193.84
Insurance income	19.28	15.58	14.07	26.20	23.77	13.23
Government payments	82.53	88.98	114.50	93.46	98.25	56.80
Other income	30.90	45.30	46.76	38.64	40.05	15.34
Purchased	-36.52	-59.02	-29.52	-26.62	-39.22	-39.98
Transferred in	-52.34	-79.04	-105.68	-62.78	-61.61	-26.85
Inventory change	31.73	-77.36	-33.72	-19.67	40.37	69.57
Dairy repl net cost	-611.42	-391.52	-504.80	-591.14	-596.96	-665.55
Gross margin	4,241.18	2,879.38	3,458.74	3,958.85	4,298.03	4,562.09
Direct Expenses						
Protein Vit Minerals	784.54	419.16	647.31	669.03	769.42	901.05
Complete Ration	272.93	109.05	180.44	250.60	298.49	289.63
Corn	217.04	157.01	197.62	177.02	210.87	249.49
Corn Silage	306.41	203.70	241.83	280.76	316.12	329.56
Hay, Alfalfa	192.10	226.65	309.29	229.70	215.63	126.83
Haylage, Alfalfa	100.61	105.97	79.93	100.90	93.25	110.73
Other feed stuffs	163.27	300.13	203.57	253.10	173.78	93.82
Breeding fees	46.96	31.83	46.01	42.68	45.56	51.15
Veterinary	102.44	49.89	85.02	83.27	105.85	115.40
Supplies	121.93	117.27	125.89	104.25	128.11	125.34
Fuel & oil	83.73	63.65	63.17	84.05	85.35	87.39
Repairs	155.54	116.73	124.24	166.45	159.66	154.69
Custom hire	60.32	30.17	27.33	38.37	52.53	86.39
Hired labor	295.66	12.21	47.61	130.59	278.08	460.03
Hauling and trucking	107.33	116.00	104.16	89.05	97.94	124.93
Bedding	74.66	27.04	44.42	75.75	84.66	74.16
Miscellaneous	149.74	188.97	135.69	147.88	160.38	143.24
Total direct expenses	3,235.21	2,275.42	2,663.55	2,923.46	3,275.68	3,523.83
Return over direct expense	1,005.97	603.97	795.19	1,035.39	1,022.35	1,038.26
Overhead Expenses						
Hired labor	140.52	32.46	69.29	136.15	187.99	122.93
Utilities	61.59	60.16	85.71	74.62	60.84	50.40
Interest	110.11	128.95	94.97	126.20	120.22	95.83
Mach & bldg depreciation	198.42	150.21	165.68	232.98	199.41	188.59
Miscellaneous	164.16	133.06	130.93	170.16	178.90	157.13
Total overhead expenses	674.80	504.84	546.57	740.11	747.37	614.88
Total dir & ovhd expenses	3,910.02	2,780.26	3,210.12	3,663.56	4,023.05	4,138.71
Net return	331.17	99.13	248.62	295.28	274.99	423.38
Labor & management charge	177.71	407.49	281.65	229.11	177.38	119.89
Net return over lbr & mgt	153.45	-308.36	-33.03	66.17	97.61	303.49
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit	13.49	14.33	13.34	13.14	13.52	13.62
Total dir & ovhd expense per unit	16.30	17.51	16.08	16.47	16.60	16.00
With other revenue adjustments	17.46	18.78	17.30	17.62	17.57	17.29
With labor and management	18.20	21.34	18.71	18.65	18.30	17.75
Est. labor hours per unit	39.07	46.12	35.34	36.22	39.94	40.34
Other Information						
Number of cows	235.2	39.5	77.0	147.6	315.7	884.5
Milk produced per cow	23,987	15,875	19,966	22,244	24,236	25,868
Lb. of milk sold per FTE	1,709,204	955,248	1,567,193	1,708,645	1,688,417	1,788,261
Culling percentage	30.5	31.0	28.5	30.8	30.9	30.3
Turnover rate	36.8	41.5	36.0	37.6	36.9	36.3
Cow death loss percent	6.1	9.5	6.7	6.3	5.7	6.0
Cows per milking unit	27	12	14	18	30	45
Feed cost per cwt. of milk	8.49	9.59	9.32	8.82	8.57	8.12
Feed cost per cow	2,036.91	1,521.66	1,860.00	1,961.11	2,077.57	2,101.11
Hired labor per cow	436.17	44.67	116.89	266.74	466.07	582.95
Avg. milk price per cwt.	18.87	19.36	18.58	18.98	18.75	18.96
Milk price / feed margin	10.38	9.78	9.26	10.16	10.18	10.83

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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 South, 147 farms  
Mn State College & University North, 140 farms  
Wisconsin Technical College System, 31 farms  
Penn State Extension, 27 farms  
Other groups, 10 farms  
Southwest Minnesota Farm Business Management Association, 3 farms  
Utah Farm/Ranch Business Management, 2 farms  
Nebraska Farm Business, Inc, 1 farms  
ND South Central 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):	2019
Livestock unit:	Per Cow

Suggested citation:

FINBIN (2020). Center for Farm Financial Management: University of Minnesota.  
Retrieved from <http://finbin.umn.edu> (originally created August 20, 2020).

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