



DAIRY STATISTICS		Owners		Owners		Sharemilkers		Sharemilkers		Contract		Contract	
FARM and PRODUCTION DETAILS		2014-2015		2015-2016		2014-2015		2015-2016		2014-2015		2015-2016	
Milking Platform (ha's)		242		239		191		181		221		242	
Run Off (ha's)		71		89		21		17		21		39	
Total Cows Milked (mid December)		672		664		531		489		635		701	
Average Cows per milked area (ha)		2.79		2.82		2.78		2.71		2.82		2.89	
Milk solids Production (kg)		270,907		269,305		212,176		196,229		259,994		283,694	
Milk solids Production (kg) per average cow milked (kg)		395		408		400		401		404		401	
Milk solids Production (kg) per milked hectare (kg)		1,118		1,152		1,113		1,094		1,156		1,164	
INCOME													
Cattle Income (Sales-Purchases + Increase / Decrease in Stock)		\$124,246	8%	\$139,099	12%	\$89,652	12%	\$81,885	18%	\$17,078	5%	\$12,362	4%
Milk Sales		\$1,497,479	90%	\$972,641	84%	\$641,313	85%	\$356,493	77%	\$311,266	89%	\$281,490	90%
GROSS FARM INCOME (GFI)		\$1,655,621		\$1,154,132		\$758,524		\$461,015		\$351,617		\$312,646	
Gross farm income per milked area		\$6,836		\$5,090		\$3,955		\$2,645		\$1,543		\$1,293	
Gross farm income per average cow		\$2,420		\$1,802		\$1,410		\$968		\$531		\$445	
FARM EXPENDITURE (excluding deapn)		\$1,152,779		\$939,489		\$554,244		\$423,892		\$210,555		\$221,055	
Wages per kgms and per cow milked		\$0.42	\$168	\$0.41	\$165	\$0.41	\$169	\$0.35	\$137	\$0.39	\$156	\$0.37	\$149
Animal Health		\$0.23	\$91	\$0.17	\$69	\$0.21	\$85	\$0.16	\$64	\$0.01	\$3	\$0.01	\$2
Breeding Expenses		\$0.14	\$56	\$0.12	\$48	\$0.15	\$58	\$0.13	\$51	\$0.00	\$1	\$0.00	\$2
Dairy Shed Expenses		\$0.06	\$22	\$0.05	\$20	\$0.05	\$21	\$0.05	\$20	\$0.03	\$12	\$0.03	\$11
Electricity		\$0.08	\$30	\$0.08	\$31	\$0.10	\$38	\$0.11	\$43	\$0.08	\$32	\$0.09	\$35
Stockfood		\$0.92	\$388	\$0.73	\$312	\$0.35	\$145	\$0.28	\$112	\$0.02	\$8	\$0.02	\$6
Grazing		\$0.65	\$261	\$0.41	\$163	\$0.47	\$181	\$0.50	\$196	\$0.02	\$8	\$0.03	\$13
Fertiliser		\$0.49	\$194	\$0.50	\$202	\$0.15	\$63	\$0.12	\$46	\$0.01	\$4	\$0.01	\$4
Contract and Cultivation		\$0.17	\$65	\$0.20	\$80	\$0.08	\$33	\$0.07	\$28	\$0.01	\$3	\$0.00	\$1
Freight		\$0.07	\$31	\$0.06	\$25	\$0.08	\$33	\$0.06	\$23	\$0.00	\$2	\$0.00	\$1
Vehicle		\$0.20	\$78	\$0.18	\$73	\$0.16	\$65	\$0.15	\$60	\$0.09	\$35	\$0.08	\$33
Repairs and Maintenance		\$0.39	\$153	\$0.30	\$122	\$0.13	\$54	\$0.09	\$34	\$0.04	\$15	\$0.03	\$14
Administration		\$0.16	\$61	\$0.14	\$55	\$0.11	\$42	\$0.10	\$38	\$0.05	\$21	\$0.05	\$20
Standing Charges		\$0.16	\$63	\$0.17	\$69	\$0.06	\$24	\$0.06	\$23	\$0.04	\$17	\$0.04	\$15
Other:		\$0.03	\$13	\$0.02	\$8	\$0.01	\$5	\$0.01	\$3	\$0.00	\$2	\$0.00	\$2
TOTAL FARM WORK EXP (TFWE) per kgms and per cow		\$4.16	\$1,673	\$3.53	\$1,443	\$2.52	\$1,013	\$2.22	\$878	\$0.79	\$318	\$0.77	\$307
TOTAL FARM WORK EXP (TFWE) as % of GFI		69%		80%		74%		92%		60%		71%	
TOTAL FARM WORK EXP (TFWE) per milked ha		\$4,728		\$4,089		\$2,843		\$2,407		\$927		\$892	
Grazing Block Allowance @ \$500		\$71,466		\$89,326		\$20,840		\$17,176		\$21,089		\$38,768	
FARM WORK EXP per kgms and per cow (including run off allowance)		\$4.46	\$1,789	\$3.86	\$1,575	\$2.62	\$1,055	\$2.33	\$925	\$0.86	\$348	\$0.88	\$353
OPERATING SURPLUS (EBIT) (Includes lift in stock no's)		\$504,070		\$214,643		\$204,280		\$37,124		\$141,062		\$91,592	
OPERATING SURPLUS (EBIT) per ha		\$2,120		\$1,001		\$1,112		\$237		\$616		\$401	
OPERATING SURPLUS (EBIT) per kgms		\$1.89		\$0.88		\$0.96		\$0.21		\$0.51		\$0.34	
Interest and Rent as % of GFI		30%		37%		9%		15%		4%		5%	
Interest and Rent per kg of Milk solid		\$1.77		\$1.63		\$0.34		\$0.37		\$0.06		\$0.06	
OTHER DATA													
Assets													
Land		\$8,531,939		\$8,439,242		\$589,676		\$265,347		\$142,986		\$157,359	
Shares Values		\$1,311,191		\$1,575,435		\$0		\$0		\$0		\$0	
Run Off at \$ Ha		\$1,521,318		\$1,776,933		\$330,608		\$212,645		\$61,199		\$251,160	
Stock Values		\$1,266,334		\$998,327		\$799,399		\$686,913		\$65,918		\$65,127	
Plant (Closing Book Value)		\$275,204		\$252,550		\$192,670		\$179,724		\$121,059		\$83,975	
Total Assets		\$12,905,986		\$13,042,487		\$1,912,353		\$1,344,628		\$391,163		\$557,621	
less Liabilities		\$7,156,120		\$7,398,451		\$1,228,278		\$1,140,223		\$307,497		\$355,452	
EQUITY (Assets - Liabilities)		\$5,749,867		\$5,644,036		\$684,076		\$204,406		\$83,665		\$202,169	
Equity (%)		45%		43%		36%		15%		21%		36%	
Increase in Term Liabilities		\$388,939		\$254,717		-\$121,085		\$253,634		\$60,684		\$79,170	
Term Liabilities per kgms		\$23.33		\$24.56		\$4.23		\$5.18		\$0.84		\$0.92	
Interest Earned on TFC (ex. int. but inc. Management Salary)		10.73%		1.59%		25.04%		-1.08%		90.23%		66.28%	
Net Farm Trading Profit		-\$54,219		-\$236,690		\$95,300		\$17,794		\$106,280		\$68,935	
Net Farm Trading Profit as % of GFI		-4%		-21%		14%		4%		31%		22%	
Taxable Income		-\$106,849		-\$256,622		\$49,129		-\$15,640		\$70,923		\$55,708	
Minimum Net Farm Trading Profit required for viability		\$149,951		\$122,682		\$106,476		\$118,308		\$98,333		\$143,662	
Drawings (excluding personal proportion of business costs)		\$95,961		\$76,140		\$67,365		\$46,894		\$68,739		\$60,742	
Net Plant Purchases		\$54,591		\$23,478		\$30,026		\$38,566		\$30,375		\$23,914	
Plant Efficiency Ratio (GFI / Book Value of Plant)		8.0		5.7		4.9		2.9		7.1		7.0	
Average price per kgms (\$)		\$5.46		\$3.64		\$2.96		\$1.90		\$1.15		\$1.01	
Average price for calves sold (\$)		\$56		\$43		\$36		\$44		\$14		\$3	
Average price for cull cows sold (\$)		\$675		\$653		\$721		\$798		\$68		\$140	
STOCK DETAILS		Values at (Herd Scheme \$)											
MA Cows		\$931,137	563	\$716,233	528	\$575,079	347	\$478,748	353	\$37,495	23	\$39,638	29
R2 Heifers		\$209,854	159	\$177,096	164	\$134,465	102	\$143,748	133	\$14,299	11	\$18,965	18
R1 Heifers		\$114,443	168	\$89,052	168	\$86,787	127	\$57,895	109	\$11,872	17	\$4,739	9
R1 Bulls		\$2,496	5	\$5,535	9	\$902	2	\$0	0	\$629	1	\$713	1
MA Bulls		\$8,403	5	\$10,411	6	\$2,166	1	\$6,523	4	\$1,623	1	\$1,071	1
Total Value (\$)		\$1,266,334	899	\$998,327	876	\$799,399	580	\$686,913	600	\$65,918	53	\$65,127	58
Increase / (Decrease) in Value (\$)		\$28,463		\$7,191		-\$37,986		\$33,104		\$26,591		\$15,807	



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Sheep, Beef & Deer Statistics		2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012 - 2013	2013 - 2014	2014 -2015	2015 - 2016													
FARM and STOCK UNIT DETAILS																											
Effective Area (ha's)		314	379	323	323	263	362	405	316	322	292	294	315	372													
Hill Ground (ha's)		0	8	0	0	0	7	0	42	0	54	0	47	0													
Average Stock Units Carried		3735	3999	3769	3757	3381	3949	4556	3573	3214	3536	4189	3330	4036													
Average Stock Units Carried per effective ha		11.89	11.39	11.67	12.36	12.81	11.75	11.92	12.31	12.12	13.55	14.57	15.15	12.15													
Lambing Percentage		134%	133%	138%	144%	138%	141%	140%	139%	141%	146%	142%	138%	142%													
INCOME																											
Total Wool Sales Income		\$51,280	14%	\$44,454	14%	\$54,068	20%	\$31,141	12%	\$21,673	10%	\$22,147	9%	\$26,204	3%	\$36,169	9%	\$40,444	9%	\$32,293	8%	\$27,742	7%	\$41,568	9%	\$52,533	11%
Gross Profit from Sheep (+/- Stock)		\$181,183	49%	\$161,992	53%	\$152,374	56%	\$149,745	53%	\$65,550	30%	\$231,984	87%	\$258,231	32%	\$231,516	56%	\$261,643	56%	\$204,422	52%	\$148,752	35%	\$215,553	48%	\$241,979	47%
Gross Profit from Cattle (+/- Stock)		\$32,970	9%	\$40,727	12%	\$30,679	11%	\$30,846	12%	\$63,809	17%	\$42,231	14%	\$42,136	20%	\$26,993	8%	\$29,254	6%	\$33,155	10%	\$63,315	23%	\$55,622	16%	\$83,665	27%
Gross Profit from Deer (+/- Stock)		\$42,219	11%	\$2,698	1%	\$27,860	10%	\$33,460	6%	\$100,690	16%	\$55,318	18%	\$154,968	33%	\$21,179	1%	\$82,115	17%	\$37,694	4%	\$127,961	23%	\$14,839	3%	\$38,142	4%
Grazing Income		\$0	0%	\$58,114	14%	\$0	0%	\$20,272	12%	\$33,725	27%	\$102,624	29%	\$14,190	7%	\$65,561	22%	\$39,011	8%	\$54,541	14%	\$81,219	19%	\$73,717	16%	\$14,478	4%
Other Income		\$24,901	7%	\$15,461	5%	\$8,146	3%	\$22,691	8%	\$10,599	4%	\$17,030	5%	\$13,702	5%	\$29,905	7%	\$21,161	4%	\$57,460	12%	\$66,349	20%	\$56,777	12%	\$34,922	9%
GROSS FARM INCOME (GFI)		\$368,322		\$323,446		\$273,127		\$288,154		\$296,046		\$471,334		\$509,430		\$449,276		\$473,627		\$419,565		\$515,338		\$458,075		\$465,718	
Gross farm income per stock unit		\$99		\$81		\$72		\$79		\$83		\$119		\$110		\$133		\$147		\$146		\$135		\$144		\$133	
Gross farm income per hectare		\$1,173		\$854		\$845		\$1,002		\$1,092		\$1,449		\$1,320		\$1,696		\$1,766		\$1,919		\$1,910		\$1,772		\$1,804	
Gross Profit from Sheep and Wool per sheep stock unit		\$84.00		\$74.70		\$67.54		\$68.15		\$63.07		\$115.55		\$110.00		\$134.12		\$141.24		\$184.03		\$108.88		\$110.29		\$121.60	
Gross Profit from Cattle per cattle stock unit		\$117.00		\$64.55		\$138.92		\$88.89		\$114.32		\$67.05		\$71.20		\$130.51		\$230.73		\$102.38		\$73.17		\$380.16		\$144.02	
Gross Profit from Deer per deer stock unit		\$85.00		\$10.11		\$0.00		\$87.05		\$132.19		\$113.26		\$102.08		\$97.07		\$100.77		\$60.95		\$102.13		\$85.33		\$69.51	
FARM EXPENDITURE (excluding depn)		\$208,036		\$214,586		\$211,855		\$169,487		\$186,690		\$209,830		\$215,170		\$211,140		\$243,599		\$228,000		\$271,667		\$261,126		\$315,021	
Fertiliser	per stock unit and % of FWE	\$10.29	10%	\$9.80	18%	\$8.07	14%	\$7.77	17%	\$12.20	22%	\$11.97	21%	\$13.52	23%	\$12.87	20%	\$14.64	19%	\$13.94	19%	\$15.70	18%	\$16.17	20%	\$18.48	20%
Vehicle	per stock unit and % of FWE	\$8.32	8%	\$5.99	11%	\$9.14	17%	\$6.91	14%	\$5.39	10%	\$8.67	15%	\$6.87	12%	\$8.51	14%	\$9.55	12%	\$8.30	12%	\$17.19	16%	\$10.13	12%	\$10.86	11%
Repairs and Maintenance	per stock unit and % of FWE	\$6.76	7%	\$5.79	10%	\$6.24	12%	\$4.99	10%	\$4.56	8%	\$6.78	12%	\$6.52	12%	\$7.25	11%	\$13.18	16%	\$7.63	10%	\$18.92	14%	\$10.72	13%	\$11.09	11%
Stock Food and Grazing	per stock unit and % of FWE	\$5.79	6%	\$8.24	15%	\$5.88	8%	\$4.17	8%	\$6.24	12%	\$4.90	9%	\$5.70	8%	\$10.96	17%	\$12.05	15%	\$21.18	19%	\$18.99	16%	\$15.23	18%	\$23.58	21%
Animal Health	per stock unit and % of FWE	\$3.76	4%	\$3.76	7%	\$6.22	12%	\$3.62	8%	\$4.75	9%	\$3.65	6%	\$4.58	7%	\$4.83	8%	\$6.27	8%	\$5.87	8%	\$6.46	9%	\$6.64	8%	\$7.11	8%
Shearing	per stock unit and % of FWE	\$4.56	5%	\$4.26	8%	\$6.58	12%	\$4.08	9%	\$3.08	6%	\$3.82	6%	\$2.09	6%	\$3.64	6%	\$4.18	5%	\$4.19	6%	\$1.47	2%	\$4.99	6%	\$6.20	7%
Freight	per stock unit and % of FWE	\$1.31	1%	\$1.25	2%	\$1.11	2%	\$1.84	4%	\$2.54	5%	\$1.84	3%	\$2.92	5%	\$2.16	4%	\$2.80	4%	\$2.06	3%	\$2.55	4%	\$2.12	3%	\$1.92	2%
Wages	per stock unit and % of FWE	\$3.68	4%	\$2.35	4%	\$0.59	2%	\$1.42	3%	\$2.13	4%	\$1.95	4%	\$2.60	7%	\$2.75	4%	\$4.14	5%	\$3.08	5%	\$8.66	6%	\$3.40	4%	\$2.77	4%
Administration	per stock unit and % of FWE	\$3.91	4%	\$2.96	6%	\$5.66	9%	\$3.62	7%	\$2.89	5%	\$3.19	6%	\$2.47	4%	\$3.07	5%	\$3.77	5%	\$3.44	5%	\$3.88	4%	\$3.87	5%	\$4.03	4%
Standing Charges	per stock unit and % of FWE	\$4.74	5%	\$3.72	7%	\$4.90	10%	\$4.10	8%	\$3.44	6%	\$4.38	7%	\$4.36	6%	\$4.87	8%	\$5.57	7%	\$6.78	9%	\$10.41	8%	\$5.82	7%	\$6.90	7%
Other:	per stock unit and % of FWE	\$0.00	0%	\$6.50	12%	\$1.84	3%	\$5.57	12%	\$6.62	13%	\$6.90	12%	\$5.85	9%	\$3.29	5%	\$2.90	3%	\$2.80	4%	\$2.35	2%	\$2.69	4%	\$3.53	4%
TOTAL FARM WORK EXP (TFWE) per stock unit		\$59.40		\$54.62	100%	\$56.21	100%	\$48.08	100%	\$53.84	100%	\$58.05	100%	\$57.50	100%	\$64.18	100%	\$79.07	100%	\$80.70	100%	\$70.10	100%	\$81.79	100%	\$88.43	100%
TOTAL FARM WORK EXP (TFWE) as % of GFI		56%		66%		78%		62%		76%		51%		53%		59%		55%		57%		55%		60%		71%	
TOTAL FARM WORK EXP (TFWE) per ha		\$663		\$618		\$589		\$604		\$691		\$684		\$704		\$785		\$931		\$1,064		\$958		\$1,013		\$1,185	
OPERATING SURPLUS (EBIT)		\$160,286		\$108,860		\$61,272		\$118,668		\$109,356		\$281,503		\$294,260		\$238,375		\$230,028		\$191,565		\$243,671		\$196,949		\$150,697	
(Includes lift in stock no's)																											
OPERATING SURPLUS (EBIT) per ha		\$510		\$411		\$189		\$399		\$401		\$765		\$616		\$908		\$836		\$855		\$952		\$759		\$618	
OPERATING SURPLUS (EBIT) per stock unit		\$43		\$33		\$16		\$31		\$29		\$64		\$53		\$68		\$68		\$65		\$70		\$63		\$50	
Interest and Rent as % of GFI		17%		21%		23%		26%		34%		24%		21%		26%		18%		19%		17%		22%		22%	
Interest and Rent per stock unit		\$15.55		\$17.19		\$16.67		\$19.56		\$22.77		\$27.17		\$23.55		\$22.37		\$24.61		\$22.22		\$27.21		\$29.37		\$27.85	
OTHER DATA																											
Assets																											
Farm at \$ Ha		\$0		\$2,871,298		\$3,609,000		\$3,200,927		\$4,080,675		\$3,777,072		\$5,399,000		\$3,247,372		\$3,605,600		\$3,284,035		\$4,271,380		\$3,773,199		\$4,753,057	
Hill Ground at \$ Ha		\$0		\$34,286		\$0		\$0		\$0		\$72,222		\$83,761		\$427,778		\$0		\$562,918		\$0		\$486,447		\$0	
Stock Values		\$0		\$324,235		\$354,453		\$308,294		\$306,365		\$384,370		\$411,325		\$345,706		\$399,023		\$399,127		\$514,901		\$344,613		\$535,941	
Plant (Closing Book Value)		\$0		\$130,462		\$133,013		\$119,529		\$91,850		\$142,590		\$152,062		\$114,140		\$139,992		\$137,747		\$220,404		\$141,382		\$129,263	
Total Assets		\$2,578,235		\$3,360,281		\$4,096,465		\$3,628,750		\$4,478,890		\$4,376,255		\$6,046,148		\$4,134,996		\$4,144,615		\$4,383,826		\$5,006,686		\$4,745,641		\$5,418,262	
less Liabilities		\$489,865		\$809,566		\$546,505		\$718,687		\$847,759		\$1,061,921		\$784,013		\$922,023		\$971,520		\$953,422		\$1,239,515		\$1,188,387		\$1,647,745	
EQUITY (Assets - Liabilities)		\$2,088,370		\$2,550,715		\$3,549,960		\$2,910,063		\$3,631,131		\$3,314,334		\$5,262,135		\$3											