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DAIRY STATISTICS	Owners		Owners		Sharemilkers		Sharemilkers		Contract		Contract		
FARM and PRODUCTION DETAILS	2012-2013		2013-2014		2012-2013		2013-2014		2012-2013		2013-2014		
Milking Platform (ha's)	230		252		189		201		232		228		
Run Off (ha's)	63		75		20		24		21		17		
Total Cows Milked (mid December)	621		698		540		584		674		656		
Average Cows per milked area (ha)	2.70		2.79		2.76		2.90		2.92		2.84		
Milksolids Production (kg)	250,664		307,687		209,820		237,952		271,565		292,731		
Milksolids Production (kg) per average cow milked (kg)	386		445		373		406		403		439		
Milksolids Production (kg) per milked hectare (kg)	1,086		1,245		1,076		1,175		1,176		1,247		
INCOME			_						_		_	1	
Cattle Income (Sales-Purchases + Increase / Decrease in Stock) Milk Sales	\$169,824 \$1,495,801	10% 89%	\$198,488 \$2,192,968	8% 91%	\$187,054 \$651,214	22% 76%	\$122,036 \$842,144	12% 85%	\$29,121 \$322,746	8% 87%	\$24,716 \$404,998	6% 91%	
GROSS FARM INCOME (GFI)	\$1,686,142	09%	\$2,416,406	9176	\$854,230	70%	\$986.736	0370	\$371,060	0176	\$446,355	9176	
Gross farm income per milked area	\$7,420		\$9,713		\$4,205		\$5,007		\$1,597		\$1,914		
Gross farm income per average cow	\$2,604		\$3,479		\$1,453		\$1,726		\$553		\$667		
FARM EXPENDITURE (excluding depn)	\$1,010,711		\$1,290,548		\$522,659		\$570,644		\$202,832		\$220,860		
Wages per kgms and per cow milked	\$0.43	\$169	\$1,290,546	\$196	\$0.39	\$149	\$0.42	\$169	\$0.33	\$134	\$0.33	\$144	
Animal Health "	\$0.20	\$79	\$0.22		\$0.19		\$0.19		\$0.01	\$2	\$0.01	\$3	
Breeding Expenses "	\$0.14	\$54	\$0.15		\$0.13		\$0.11		\$0.01	\$2	\$0.00	\$1	
Dairy Shed Expenses "	\$0.06	\$21	\$0.06	\$28	\$0.06		\$0.06	\$24	\$0.03	\$11	\$0.03	\$12	
Electricity "	\$0.08	\$32	\$0.07	\$31	\$0.09	\$34	\$0.10	\$40	\$0.08	\$30	\$0.07	\$30	
Stockfood "	\$0.81	\$336	\$0.85	\$372	\$0.38	\$153	\$0.34	\$139	\$0.02	\$11	\$0.03	\$11	
Grazing "	\$0.65	\$246	\$0.56	\$240	\$0.38		\$0.49	\$199		\$8	\$0.03	\$14	
Fertiliser "	\$0.53	\$206	\$0.57		\$0.14		\$0.16	\$64		\$5	\$0.01	\$4	
Contract and Cultivation "	\$0.14	\$54	\$0.19	\$84	\$0.07		\$0.11	\$47		\$3	\$0.00	\$2 \$1	
Freight " Vehicle "	\$0.10 \$0.21	\$37 \$79	\$0.07 \$0.21	\$32 \$90	\$0.06 \$0.15		\$0.06 \$0.16	\$25 \$66		\$1 \$35	\$0.00 \$0.09	\$1 \$36	
Repairs and Maintenance "	\$0.41	\$159	\$0.54	\$230	\$0.15		\$0.16	\$55	\$0.03	\$13	\$0.03	\$15	
Administration "	\$0.15	\$56	\$0.14		\$0.11		\$0.11	\$45		\$22	\$0.06	\$26	
Standing Charges "	\$0.16	\$62	\$0.15	\$63	\$0.06		\$0.06	\$23	\$0.04	\$18	\$0.03	\$14	
Other: "	\$0.05	\$19	\$0.08	\$34	\$0.01	\$5	\$0.01	\$3	\$0.01	\$2	\$0.01	\$3	
TOTAL FARM WORK EXP (TFWE) per kgms and per cow	\$4.12	\$1,610	\$4.29	\$1,863	\$2.33	\$912	\$2.53	\$1,021	\$0.75	\$300	\$0.74	\$317	
TOTAL FARM WORK EXP (TFWE) as % of GFI	64%		56%		64%		59%		49%		49%		
TOTAL FARM WORK EXP (TFWE) per milked ha	\$4,504		\$5,182		\$2,635		\$2,959		\$875		\$924		
Grazing Block Allowance @ \$500	\$50,413		\$74,655		\$15,712		\$24,316		\$16,771		\$16,500		
FARM WORK EXP per kgms and per cow (including run off allowance)	\$4.37	\$1,709	\$4.61	\$2,004	\$2.40	\$941	\$2.64	\$1,069	\$0.82	\$330	\$0.80	\$344	
OPERATING SURPLUS (EBIT)	\$675,431		\$1,125,858		\$331,571		\$416,092		\$168,228		\$225,495		
(Includes lift in stock no's)													
OPERATING SURPLUS (EBIT) per ha OPERATING SURPLUS (EBIT) per kgms	\$2,916 \$2.54		\$4,531 \$3.60		\$1,570 \$1.37		\$2,048 \$1.73		\$722 \$0.63		\$991 \$0.80		
Interest and Rent as % of GFI	27%		20%		9%		9%		2%		3%		
Interest and Rent per kg of Milksolid	\$1.76		\$1.54		\$0.33		\$0.36		\$0.07		\$0.06		
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OTHER DATA Assets													
Land	\$7,943,652		\$8,148,001		\$604.639		\$276,998		\$116,722		\$218,624		
Shares Values	\$1,754,645		\$1,846,122		\$0		\$0		\$0		\$0		
Run Off at \$ Ha	\$1,324,581		\$1,909,518		\$231,640		\$398,676		\$145,500		\$63,036		
Stock Values	\$1,430,177		\$1,548,645		\$1,018,381		\$941,711		\$83,247		\$92,329		
Plant (Closing Book Value)	\$227,880		\$284,518		\$140,508		\$174,834		\$78,426		\$92,173		
Total Assets	\$12,680,936		\$13,736,805		\$1,995,167		\$1,792,218		\$423,896		\$466,163		
less Liabilities	\$6,856,119		\$7,023,706		\$1,174,671		\$1,049,316		\$300,954		\$304,820		
EQUITY (Assets - Liabilities)	\$5,824,817		\$6,713,099		\$820,497		\$742,903		\$122,942		\$161,342		
Equity (%)	46%		49%		41%		41%		29%		35%		
Increase in Term Liabilities	\$504,615		\$403,354		\$140,876		\$103,885		\$6,082		\$61,805		
Term Liabilities per kgms	\$24.86		\$21.86		\$4.15		\$3.85		\$0.83		\$0.95		
Interest Earned on TFC (ex. int. but inc. Management Salary)	5.35%		10.26%		20.98%		25.40%		121.54%		199.91%		
Net Farm Trading Profit	\$23,155		\$483,341		\$106,498		\$274,609		\$119,426		\$201,857		
Net Farm Trading Profit as % of GFI	-1%		19%		14%		27%		36%		50%		
Taxable Income	\$39,079		\$413,565 \$135,815		\$61,733 \$79,248		\$232,209 \$111,157		\$85,493 \$99,938		\$144,305 \$102,146		
Minimum Net Farm Trading Profit required for viability Drawings (excluding personal proportion of business costs)	\$127,074 \$99,392		\$135,815 \$93,685		\$79,248 \$61,777		\$111,157 \$76,799		\$99,938 \$66,885		\$102,146 \$73,017		
Net Plant Purchases	\$78,230		\$113,612		\$35,710		\$45,708		\$30,522		\$40,997		
Plant Efficiency Ratio (GFI / Book Value of Plant)	8.7		11.3		6.4		7.0		12.1		10.1		
Average price per kgms (\$)	\$5.94			\$7.28		\$2.93		\$3.67		\$1.19		\$1.39	
Average price for calves sold (\$)	\$42		\$49		\$37		\$36		\$8		\$5		
Average price for cull cows sold (\$)	\$620		\$613		\$517		\$558		\$47		\$115		
			4	564	\$767,406	410	\$647,997	330	\$46,089	25	\$53,026	27	
STOCK DETAILS Values at (Herd Scheme \$) MA Cows	\$1.036.101	553	\$1 107 917			710	Ψυ - 1,331	000	ψ+υ,υυσ	20	ψυυ,υΖυ	41	
MA Cows	\$1,036,101 \$236,566	553 152	\$1,107,917 \$261.557			87	\$181.077	112	\$19.779	13	\$27,617	17	
	\$1,036,101 \$236,566 \$148,748	553 152 167	\$1,107,917 \$261,557 \$162,316	162 172	\$135,595 \$112,784	87 126	\$181,077 \$109,487	112 116	\$19,779 \$15,419	13 17	\$27,617 \$10,515	17 11	
MA Cows R2 Heifers	\$236,566	152	\$261,557	162	\$135,595								
MA Cows R2 Heifers R1 Heifers R1 Bulls MA Bulls	\$236,566 \$148,748 \$2,745 \$6,017	152 167 6 5	\$261,557 \$162,316 \$3,078 \$13,777	162 172 7 10	\$135,595 \$112,784 \$884 \$1,711	126 2 1	\$109,487 \$1,163 \$1,987	116 3 1	\$15,419 \$274 \$1,687	17 1 1	\$10,515 \$884 \$287	11 2 0	
MA Cows R2 Heifers R1 Heifers R1 Bulls	\$236,566 \$148,748 \$2,745	152 167 6	\$261,557 \$162,316 \$3,078	162 172 7	\$135,595 \$112,784 \$884	126 2	\$109,487 \$1,163	116 3	\$15,419 \$274	17	\$10,515 \$884	11 2	

(10/12/15)