

Operating Profit Per Cow - Dairy
Jim & Jill Smith
J. & J. Smith Aus Ltd



	2011/12 Actual	2011/12 South-West Average	2011/12 South-West Top 10%
REVENUE			
Manufacturing Milk Sales	\$ 2,438	\$ 2,599	\$ 2,792
Quota/Contract/Dividends for Milk	\$ 0	\$ 4	\$ 5
Livestock Revenue	\$ 179	\$ 188	\$ 202
Other Revenue	\$ 7	\$ 16	\$ 15
Gross Revenue	\$ 2,624	\$ 2,808	\$ 3,015
EXPENSES			
Administration	\$ 24	\$ 42	\$ 38
Animal Health	\$ 67	\$ 65	\$ 66
Breeding & Herd Testing	\$ 44	\$ 48	\$ 50
Dairy Shed Expenses	\$ 33	\$ 29	\$ 26
Electricity	\$ 49	\$ 38	\$ 36
Feeds / Supplements (Total)	\$ 803	\$ 893	\$ 829
- Grazing / Support Area	\$ 102	\$ 159	\$ 178
- Cropping (green feed)	\$ 17	\$ 3	\$ 3
- Grains, Pellets & Concentrates	\$ 438	\$ 511	\$ 448
- Forages (incl. hay, silages, byproducts)	\$ 246	\$ 220	\$ 199
Fertiliser (Total)	\$ 228	\$ 266	\$ 243
- Nitrogen	\$ 146	\$ 154	\$ 143
- Phosphate & All Other Fertiliser	\$ 82	\$ 112	\$ 101
Freight	\$ 7	\$ 7	\$ 8
Irrigation	\$ 0	\$ 29	\$ 41
Other Expenses	\$ 9	\$ 5	\$ 3
Pasture Maintenance & Renovation	\$ 16	\$ 67	\$ 46
Repairs & Maintenance	\$ 91	\$ 102	\$ 97
Standing charges	\$ 55	\$ 69	\$ 64
Vehicle Expenses (including fuel & oil)	\$ 47	\$ 56	\$ 49
Management & Staff Expenses	\$ 465	\$ 448	\$ 405
- Wages, Salaries & Employment Exp.	\$ 253	\$ 299	\$ 238
- Imputed Labour & Management	\$ 212	\$ 150	\$ 168
Depreciation	\$ 140	\$ 123	\$ 121
Gross Expenses	\$ 2,079	\$ 2,288	\$ 2,123
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 1,728	\$ 2,015	\$ 1,834
Core per Cow Cost	\$ 476	\$ 525	\$ 529
OPERATING PROFIT (LOSS)	\$ 545	\$ 520	\$ 892