

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



	2011/12 Actual	2011/12 South-West Average	2011/12 South-West Top 10%
<b>REVENUE</b>			
Manufacturing Milk Sales	\$ 7,928	\$ 5,289	\$ 6,522
Quota/Contract/Dividends for Milk	\$ 0	\$ 9	\$ 13
Livestock Revenue	\$ 581	\$ 383	\$ 472
Other Revenue	\$ 23	\$ 32	\$ 34
<b>Gross Revenue</b>	<b>\$ 8,532</b>	<b>\$ 5,713</b>	<b>\$ 7,042</b>
<b>EXPENSES</b>			
Administration	\$ 77	\$ 85	\$ 89
Animal Health	\$ 218	\$ 132	\$ 154
Breeding & Herd Testing	\$ 143	\$ 98	\$ 116
Dairy Shed Expenses	\$ 107	\$ 59	\$ 60
Electricity	\$ 160	\$ 78	\$ 84
Feeds / Supplements (Total)	\$ 2,612	\$ 1,817	\$ 1,937
- Grazing / Support Area	\$ 330	\$ 324	\$ 416
- Cropping (green feed)	\$ 56	\$ 5	\$ 8
- Grains, Pellets & Concentrates	\$ 1,426	\$ 1,040	\$ 1,048
- Forages (incl. hay, silages, byproducts)	\$ 800	\$ 448	\$ 466
Fertiliser (Total)	\$ 743	\$ 542	\$ 569
- Nitrogen	\$ 475	\$ 313	\$ 333
- Phosphate & All Other Fertiliser	\$ 268	\$ 228	\$ 235
Freight	\$ 23	\$ 15	\$ 18
Irrigation	\$ 0	\$ 60	\$ 96
Other Expenses	\$ 29	\$ 10	\$ 8
Pasture Maintenance & Renovation	\$ 53	\$ 136	\$ 107
Repairs & Maintenance	\$ 296	\$ 208	\$ 227
Standing charges	\$ 180	\$ 140	\$ 150
Vehicle Expenses (including fuel & oil)	\$ 154	\$ 114	\$ 115
Management & Staff Expenses	\$ 1,512	\$ 912	\$ 946
- Wages, Salaries & Employment Exp.	\$ 823	\$ 608	\$ 555
- Imputed Labour & Management	\$ 689	\$ 304	\$ 391
Depreciation	\$ 454	\$ 250	\$ 283
<b>Gross Expenses</b>	<b>\$ 6,761</b>	<b>\$ 4,656</b>	<b>\$ 4,959</b>
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 5,618	\$ 4,101	\$ 4,285
Core per Hectare Cost	\$ 1,013	\$ 847	\$ 861
<b>OPERATING PROFIT (LOSS)</b>	<b>\$ 1,771</b>	<b>\$ 1,057</b>	<b>\$ 2,083</b>