

# Operating Profit Per MilkSolids

Jim & Jill Smith

J. & J. Smith Aus Ltd

**DAIRY BUSINESS**  
OF THE YEAR 

	2011/12 Actual	2011/12 South-West Average	2011/12 South-West Top 10%
<b>REVENUE</b>			
Manufacturing Milk Sales	\$ 5.30	\$ 5.36	\$ 5.54
Quota/Contract/Dividends for Milk	\$ 0.00	\$ 0.01	\$ 0.01
Livestock Revenue	\$ 0.39	\$ 0.39	\$ 0.40
Other Revenue	\$ 0.02	\$ 0.03	\$ 0.03
<b>Gross Revenue</b>	<b>\$ 5.70</b>	<b>\$ 5.79</b>	<b>\$ 5.98</b>
<b>EXPENSES</b>			
Administration	\$ 0.05	\$ 0.09	\$ 0.08
Animal Health	\$ 0.15	\$ 0.13	\$ 0.13
Breeding & Herd Testing	\$ 0.10	\$ 0.10	\$ 0.10
Dairy Shed Expenses	\$ 0.07	\$ 0.06	\$ 0.05
Electricity	\$ 0.11	\$ 0.08	\$ 0.07
Feeds / Supplements (Total)	\$ 1.75	\$ 1.84	\$ 1.65
- Grazing / Support Area	\$ 0.22	\$ 0.33	\$ 0.35
- Cropping (green feed)	\$ 0.04	\$ 0.01	\$ 0.01
- Grains, Pellets & Concentrates	\$ 0.95	\$ 1.05	\$ 0.89
- Forages (incl. hay, silages, byproducts)	\$ 0.53	\$ 0.45	\$ 0.40
Fertiliser (Total)	\$ 0.50	\$ 0.55	\$ 0.48
- Nitrogen	\$ 0.32	\$ 0.32	\$ 0.28
- Phosphate & All Other Fertiliser	\$ 0.18	\$ 0.23	\$ 0.20
Freight	\$ 0.02	\$ 0.02	\$ 0.02
Irrigation	\$ 0.00	\$ 0.06	\$ 0.08
Other Expenses	\$ 0.02	\$ 0.01	\$ 0.01
Pasture Maintenance & Renovation	\$ 0.04	\$ 0.14	\$ 0.09
Repairs & Maintenance	\$ 0.20	\$ 0.21	\$ 0.19
Standing charges	\$ 0.12	\$ 0.14	\$ 0.13
Vehicle Expenses (including fuel & oil)	\$ 0.10	\$ 0.12	\$ 0.10
Management & Staff Expenses	\$ 1.01	\$ 0.92	\$ 0.80
- Wages, Salaries & Employment Exp.	\$ 0.55	\$ 0.62	\$ 0.47
- Imputed Labour & Management	\$ 0.46	\$ 0.31	\$ 0.33
Depreciation	\$ 0.30	\$ 0.25	\$ 0.24
<b>Gross Expenses</b>	<b>\$ 4.52</b>	<b>\$ 4.72</b>	<b>\$ 4.21</b>
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 3.76	\$ 4.16	\$ 3.64
Core Cost Structure per kg MilkSolid	\$ 2.71	\$ 2.83	\$ 2.56
<b>OPERATING PROFIT (LOSS)</b>	<b>\$ 1.18</b>	<b>\$ 1.07</b>	<b>\$ 1.77</b>