

Summary Farm Performance - Dairy

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%
PHYSICAL PARAMETERS			
Number of Cows in Herd	349	414	488
Total Effective Dairy Hectares	110.8	213.9	216.1
Effective Milking Hectares	107.3	203.5	208.9
Cows per Milking Hectare	3.25	2.03	2.34
Litres per Cow	5,290	6,308	6,570
Milksolids per Cow	460	485	504
Litres per Milking Hectare	17,202	12,836	15,347
Milksolids per Milking Hectare	1,496	987	1,177
Litre Price (cents/Litre)	46.11	41.22	42.49
Milksolids Price (\$/kgMS)	\$ 5.30	\$ 5.36	\$ 5.54
Pasture Dry Matter Harvested (tDM/Ha)	9.8	6.8	8.2
KEY PERFORMANCE INDICATORS			
Operating Profit per Hectare	\$ 1,771	\$ 1,057	\$ 2,083
Operating Profit per Cow	\$ 545	\$ 520	\$ 892
Total Assets per Ha at Start of Year (4-Yr Av Values)	\$ 20,417	\$ 22,798	\$ 22,212
EQUITY % at 4-Yr Av Values	58.8 %	69.3 %	66.7 %
RETURN ON CAPITAL (ROC) at 4-Yr Av Values	8.5 %	5.2 %	9.8 %
Return on Assets (ROA) at 4-Yr Av Values	8.5 %	5.4 %	10.5 %
ROA including Capital Gain at 4-Yr Av Values	4.0 %	2.8 %	12.8 %
RETURN ON EQUITY (ROE) at 4-Yr Av Values	8.8 %	3.6 %	11.6 %
ROE including Capital Gain at 4-Yr Av Values	1.5 %	0.0 %	15.2 %
OPERATING PROFIT MARGIN	20.8 %	18.5 %	29.6 %
Cost of Production per Litre	35.8	33.0	29.0
Financing Costs per Litre	3.8	5.7	4.5
Cost of Prod'n + Financing Cost per Litre	39.5	37.2	32.4
Cost of Production per kg Milksolids	\$ 4.12	\$ 4.30	\$ 3.78
Financing Costs per kg Milksolids	\$ 0.44	\$ 0.74	\$ 0.59
Cost of Prod'n + Financing Cost per kgMS	\$ 4.55	\$ 4.84	\$ 4.22
Total Operating Expenses as % Gross Revenue	65.9 %	75.3 %	63.2 %
Financing Costs as % Gross Revenue	7.7 %	12.8 %	9.8 %
Core per Cow Cost	\$ 476	\$ 525	\$ 529
Core per Hectare Cost	\$ 1,013	\$ 847	\$ 861
Core per Hectare Cost per tDM Pasture Harvest	\$ 103	\$ 124	\$ 105
Management + Staff Costs per Cow	\$ 465	\$ 448	\$ 405
Cows per Full Time Staff Equivalent	134	141	171
Total Feed/Supplement Costs per Cow	\$ 803	\$ 893	\$ 829
Pasture as % of Total Consumed	50.1 %	57.5 %	59.7 %
Average Cost of All Consumed Feed (/tDM)	\$ 256	\$ 277	\$ 250
Pasture Cost (Per tDM)	\$ 208	\$ 269	\$ 237
Forage Cost (/tDM Consumed incl.wastage)	\$ 290	\$ 219	\$ 219
Concentrate Cost (/tDM Consumed incl.wastage)	\$ 315	\$ 320	\$ 293