

Summary Farm Performance - Total

South West Victoria Benchmarks

South West Farm Monitor Project



	2002/03 South West Average	2002/03 South West Top 10%
PHYSICAL PARAMETERS		
Total Units of Stock	13,742	17,310
Effective Hectares	862.0	884.8
Stocking Rate (Stock Units per Hectare)	15.9	19.6
Average Carcass Weight of Lamb Sold	15.73	17.96
Average Value of Lamb Sold per Unit of Stock	\$ 11.52	\$ 21.98
Total Weight of Lamb Produced per Hectare	55.5	113.5
Weight of Wool Produced per Unit of Stock	2.90	2.85
Total Value of Wool Sold per Hectare	\$ 294.32	\$ 331.26
Total Liveweight of Beef Sold per Unit of Stock	8.4	8.4
Total Weight of Beef Sold per Hectare	138.7	185.0
Pasture Dry Matter Harvested (tDM/ha)	5.1	6.6
REVENUE		
Wool Sales	\$ 202,433	\$ 244,237
Lamb Sales	\$ 160,098	\$ 369,269
Beef Livestock Sales	\$ 64,287	\$ 87,853
Grain Revenue	\$ 48,614	\$ 117,458
Small Seeds Revenue	\$ 0	\$ 0
Forage Revenue	\$ 0	\$ 0
Other Crop Revenue	\$ 0	\$ 0
Total Operating Revenue (TOR)	\$ 470,955	\$ 821,998
GROSS REVENUE (GR)	\$ 470,880	\$ 810,698
Gross Revenue per Hectare	\$ 546	\$ 916
Gross Revenue per Unit of Stock	\$ 30.71	\$ 40.02
EXPENSES		
Total Operating Expenses (TOE)	\$ 234,492	\$ 247,428
GROSS OPERATING EXPENSES (GOE)	\$ 332,055	\$ 340,261
Gross Operating Expenses per Hectare	\$ 385	\$ 385
Gross Operating Expenses per Unit of Stock	\$ 22.42	\$ 17.59
Debt Servicing & Non-Operating Expenses		
Total Debt Servicing & Non-Operating Exp	\$ 286,024	\$ 428,388
Operating Surplus (TOR - TOE)	\$ 236,463	\$ 574,570
Change in Working Capital	\$ 45,620	\$ 277,456
KEY PERFORMANCE INDICATORS		
OPERATING PROFIT (GR - GOE)	\$ 138,825	\$ 470,438
Operating Profit per Hectare	\$ 161	\$ 532
Operating Profit per Unit of Stock	\$ 8.29	\$ 22.43
Total Assets at End of Year at 4-Yr Av Values	\$ 3,157,073	\$ 3,765,125
Total Liabilities at End of Year	\$ 303,855	\$ 364,050
EQUITY at 4-Yr Av Values at End of Year	\$ 2,853,218	\$ 3,401,075
EQUITY % at 4-Yr Av Values	90.4 %	90.3 %
Change in Equity at 4-Yr Av Values	\$ 350,884	\$ 398,475
RETURN ON ASSETS (ROA) at 4-Yr Av Values	4.6 %	13.8 %
ROA including Capital Gain at 4-Yr Av Values	17.2 %	26.1 %
RETURN ON CAPITAL (ROC) at 4-Yr Av Values	5.0 %	14.0 %
ROC including Capital Gain at 4-Yr Av Values	17.5 %	26.3 %
RETURN ON EQUITY (ROE) at 4-Yr Av Values	3.0 %	10.6 %
ROE including Capital Gain at 4-Yr Av Values	16.1 %	24.9 %
OPERATING PROFIT MARGIN	29.5 %	58.0 %
Financing Costs as % Gross Revenue	6.6 %	3.9 %
Management + Staff Costs per Unit of Stock	\$ 5.72	\$ 4.45
Units of Stock per Full Time Staff Equivalent	6,990	9,470
Pasture as % of Total Consumed	98.5 %	98.8 %
Pasture Cost (Per tDM)	\$ 44	\$ 35

