

This information was collected in the level-1 questionnaire. It is used to generate adjustments and KPI's in both Financial and Physical Detail reports. Please check that it is correct.

Dairy Co Supplied:	Fonterra	Balance Month:	May
Production System:	2 Feed imported for dry cows 1-10%	Milking Interval:	Twice a day
Business Type:	Owner operator	Organic:	organic_status:null
Calving Season:	Spring only	District	Waipa
Winter Milk:	No	Season's rainfall (mm):	
Region:	Waikato	NIWA 10 Yr Av Rainfall (mm):	999
% Milking Area Irrigated:	Not Irrigated		
Farm Dairy Type:	R36		

Stock	
Predominant dairy breed:	Crossbred
Peak Cows Milked:	405
Stocking rate (Cows/ha):	2.7
Replacement Calves Reared:	112

Land Area (ha)	
Total Dairying area:	169.1
less Ungrazeable area:	21.7
Effective Dairying area:	147.4
Support block effective area:	6.0
Defined Young Stock area:	3.7
Non-dairy effective area:	0.0

Labour	
Full time paid labour equivalents:	2.4
Full time unpaid labour equivalents:	0.0
FTE unpaid management:	0.0
Total FTEs:	2.4
Milking Cups per FTE	14.8

Production	Total	Per ha	Per cow	Composition
Milk Litres:	0	0	0	
Fat kg:	0	0	0	
Protein kg:	0	0	0	
Financial year - Milksolids kg:	167,184	1,134	413	%
Production year - Milksolids kg:	167,184	1,134	413	

Number in Benchmark Group:	48	
Benchmark Group Selected by:	Profitability analysis	Farm business type : 1- Owner operator
Benchmark Group Ranked by:	Region : Waikato	
	Top 20% in Dairy Operating Profit \$ Per Ha	

Data entered by:	Financial: DairyBase Support Centre (JH)	Extended Physical: Owl Farm
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Validation Messages:	None
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FARM PHYSICAL KPI's	2019-20		2018-19		2017-18	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Cows/ha	2.7	3.3	2.8	3.1	2.8	3.5
Kg Milksolids/ha	1,134	1,537	1,149	1,322	1,136	1,535
Kg Milksolids/cow	413	465	417	431	402	439
Cows/FTE	169	154	135	161	144	144
Kg MS/FTE	69,660	71,874	56,453	69,525	57,989	62,985

PROFITABILITY Dairy	2019-20		2018-19		2017-18	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Gross Farm Revenue/ha	8,595	11,882	7,859	9,980	8,139	11,696
Operating Expenses/ha	6,190	7,487	5,712	6,447	5,043	7,350
Operating Profit (EFS)/ha	2,405	4,395	2,147	3,533	3,096	4,346
Gross Farm Revenue/kg MS	7.58	7.73	6.84	7.55	7.16	7.62
Operating Expenses/kg MS	5.46	4.87	4.97	4.88	4.44	4.79
Operating Profit (EFS)/kg MS	2.12	2.86	1.87	2.67	2.72	2.83
FWE/kg MS	4.96	4.12	4.66	4.39	4.20	4.15
Operating Profit Margin %	28.0%	37.0%	27.3%	35.4%	38.0%	37.2%

LIQUIDITY	2019-20	2018-19	2017-18
Net Cash Income	1,259,567	1,158,292	1,226,971
Farm Working Expenses	829,494	789,005	706,229
Cash Operating Surplus	430,073	369,287	520,742

Profitability Cash Flow

CASH	\$/KG MS	\$	NON CASH ADJUSTMENTS	\$	CASH + NON CASH	\$
DAIRY SALES					DAIRY GFR	
Net Milk	7.11	1,188,991			Net Milk	1,188,991
Net Livestock	0.37	61,152	+ Value of Change in Dairy Livestock	7,296	Net Livestock	68,448
Other Dairy	0.06	9,424			Other Dairy	9,424
NET CASH INCOME	7.53	1,259,567			DAIRY GFR	1,266,863

CASH FWE	\$/KG MS	\$	NON CASH ADJUSTMENTS	\$	OPERATING EXPENSES	\$
Wages	1.01	169,367	+ Labour Adj	0	Labour Expenses	169,367
Stock Expenses	0.66	111,021			Stock Expenses	111,021
Supplementary Feed	1.06	177,971	- Feed Inventory Adj	-23,030	Total Supplement Expenses	201,001
Grazing and Support block	0.45	76,045	+Ownd Supp block Adj	0	Total Grazing and Support block	76,045
Other Working Expenses	1.30	217,134			Other Working Expenses	217,134
Overheads	0.47	77,956	+Depreciation	59,828	Total Overheads	137,784
FARM WORKING EXPENSES	4.96	829,494			OPERATING EXPENSES	912,352

CASH OPERATING SURPLUS	2.57	430,073	NET ADJUSTMENTS	-75,562	DAIRY OPERATING PROFIT (EFS)	354,511
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