

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):	986
% Milking Area Irrigated:	Not Irrigated		
Farm Dairy Type:	R36		

Stock	
Predominant dairy breed:	Crossbred
Peak Cows Milked:	405
Stocking rate (Cows/ha):	2.8
Replacement Calves Reared:	96

Land Area (ha)	
Total Dairying area:	168.7
less Ungrazeable area:	23.7
Effective Dairying area:	145.0
Support block effective area:	6.0
Defined Young Stock area:	0
Non-dairy effective area:	10.4

Labour	
Full time paid labour equivalents:	2.5
Full time unpaid labour equivalents:	0.0
FTE unpaid management:	0.0
Total FTEs:	2.5
Milking Cups per FTE	14.4

Production	Total	Per ha	Per cow	Composition
Milk Litres:	1,890,744	13,040	4,669	
Fat kg:	102,235	705	252	5.4%
Protein kg:	75,800	523	187	4.0%
Financial year - Milksolids kg:	178,125	1,228	440	9.4%
Production year - Milksolids kg:	178,125	1,228	440	

Number in Benchmark Group:	1 (DairyNZ Estimate)	
Benchmark Group Selected by:	Profitability analysis	Farm business type : 1- Owner operator
Benchmark Group Ranked by:	Region : Waikato	

Data entered by:	Financial: DairyBase Support Centre (JH)	Extended Physical: DairyBase Support Centre (JH)
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Validation Messages:	None
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FARM PHYSICAL KPI's	2020-21		2019-20		2018-19	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Cows/ha	2.8	3.0	2.7	2.8	2.8	2.8
Kg Milksolids/ha	1,228	1,152	1,134	1,062	1,149	1,047
Kg Milksolids/cow	440	390	413	380	417	376
Cows/FTE	162	151	169	157	135	160
Kg MS/FTE	71,250	58,859	69,660	59,682	56,453	60,023

PROFITABILITY Dairy	2020-21		2019-20		2018-19	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Gross Farm Revenue/ha	9,752	9,129	8,595	8,076	7,859	7,513
Operating Expenses/ha	6,270	6,400	6,190	5,850	5,712	5,658
Operating Profit (EFS)/ha	3,482	2,729	2,405	2,226	2,147	1,855
Gross Farm Revenue/kg MS	7.94	7.93	7.58	7.60	6.84	7.17
Operating Expenses/kg MS	5.10	5.56	5.46	5.51	4.97	5.40
Operating Profit (EFS)/kg MS	2.83	2.37	2.12	2.10	1.87	1.77
FWE/kg MS	4.60	4.75	4.96	4.76	4.66	4.69
Operating Profit Margin %	35.7%	29.9%	28.0%	27.6%	27.3%	24.7%

LIQUIDITY	2020-21		2019-20		2018-19	
	Net Cash Income	1,423,638		1,259,567		1,158,292
Farm Working Expenses	819,768		829,494		789,005	
Cash Operating Surplus	603,870		430,073		369,287	

Profitability Cash Flow

CASH	\$/KG MS	\$	NON CASH ADJUSTMENTS	\$	CASH + NON CASH	\$
DAIRY SALES					DAIRY GFR	
Net Milk	7.47	1,331,232	+ Value of Change in Dairy Livestock	-9,580	Net Milk	1,331,232
Net Livestock	0.52	92,406			Net Livestock	82,826
Other Dairy	0.00	0			Other Dairy	0
NET CASH INCOME	7.99	1,423,638			DAIRY GFR	1,414,058

CASH FWE	\$/KG MS	\$	NON CASH ADJUSTMENTS	\$	OPERATING EXPENSES	\$
Wages	0.93	166,081	+ Labour Adj	0	Labour Expenses	166,081
Stock Expenses	0.64	113,913			Stock Expenses	113,913
Supplementary Feed	0.99	177,081	- Feed Inventory Adj	2,380	Total Supplement Expenses	174,701
Grazing and Support block	0.40	71,677	+Ownd Supp block Adj	0	Total Grazing and Support block	71,677
Other Working Expenses	1.31	234,038			Other Working Expenses	234,038
Overheads	0.32	56,978	+Depreciation	91,741	Total Overheads	148,719
FARM WORKING EXPENSES	4.60	819,768			OPERATING EXPENSES	909,129

CASH OPERATING SURPLUS	3.39	603,870	NET ADJUSTMENTS	-98,941	DAIRY OPERATING PROFIT (EFS)	504,929
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