

A quick look at the:

# Ohio Farm Business Analysis

2011 Dairy Farm Enterprise Analysis



For information on participating in the Dairy Farm Business Analysis program analyzing your farm's 2012 performance, visit our web site at: <http://farmprofitability.osu.edu/>

This handout contains summary information for 32 farms participating in the 2011 Ohio Dairy Farm Business Summary. These farms provided detailed financial and production data in order to complete a whole-farm and detailed enterprise analysis for their dairy and crop enterprises. Confidentiality of individual farm data is of utmost importance, so some reports may not include all 32 farms if individual farms might be identified through the presentation of the data.

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A quick look at the Ohio dairy farms:

Average, range and top 20% average for selected 2011 farm data. 32 Ohio dairy farms.

2011	Average of 32 farms	Range	Top 20% Average
Number of Cows	226	46 - 600	323
Milk sold Per cow	24,250	12,367 to 29,978	26,183
Feed cost per cwt. of milk <sup>1</sup>	\$12.68	\$9.17 to >\$20.00	\$11.18
Total cost per cwt. <sup>2</sup>	\$21.69	\$15.11 to >\$30.00	\$18.98
Net farm income/cow <sup>3</sup>	\$317	(\$1,600) to >\$1,700	\$1,290

<sup>1</sup> Feed costs are calculated using Ohio 2011 average costs for homegrown feeds.

<sup>2</sup> Includes direct and indirect costs before a labor and management charge

<sup>3</sup> Before labor and management charge

**Livestock Enterprise Analysis**  
**(Farms Sorted By Net Return Per Unit)**

**Dairy -- Average Per Cwt. Of Milk**

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	32		7	
	Quantity	Value	Quantity	Value
Number of farms				
Milk sold (hd)	99.95	21.52	99.88	21.77
Dairy Calves sold (hd)	0.00	0.19	0.00	0.15
Transferred out (hd)	0.00	-	-	-
Cull sales (hd)	0.00	0.86	0.00	0.94
Other income		0.01		0.04
Purchased (hd)	0.00	0.00	-	-
Transferred in (hd)	0.00	-	0.00	-
Inventory change (hd)	0.00	0.41	0.00	1.01
Gross margin		22.99		23.91
<b>Direct Expenses</b>				
Protein Vit Minerals (lb.)	7.45	4.99	0.01	4.40
Complete Ration (lb.)	585.37	0.87	-	1.37
Corn (bu.)	0.17	1.12	0.06	0.38
Corn Silage (lb.)	96.57	2.89	85.40	2.56
Hay, Alfalfa (lb.)	9.40	0.81	4.27	0.37
Hay, Grass (lb.)	5.74	0.39	1.05	0.16
Haylage, Alfalfa (lb.)	18.78	0.73	36.41	1.31
Other feed stuffs (lb)	10.78	0.89	5.92	0.63
Breeding fees		0.33		0.29
Veterinary		0.58		0.44
Supplies		0.96		0.67
Contract production exp.		0.33		0.28
Fuel & oil		0.43		0.32
Repairs		0.48		0.24
Custom hire		0.33		0.47
Hired labor		2.35		2.14
Utilities		0.40		0.37
Hauling and trucking		0.43		0.38
Marketing		0.27		0.31
Bedding		0.36		0.36
Total direct expenses		19.94		17.46
Return over direct expense		3.05		6.44
<b>Overhead Expenses</b>				
Farm insurance		0.15		0.13
Interest		0.34		0.14
Mach & bldg depreciation		0.89		0.92
Miscellaneous		0.37		0.32
Total overhead expenses		1.74		1.52
Total dir & ovhd expenses		21.69		18.98
Net return		1.31		4.93
Labor & management charge		1.20		1.13
Net return over lbr & mgt		0.10		3.79
<b>Cost of Production Per Cwt. Of Milk</b>				
Total direct expense per unit		19.94		17.46
Total dir & ovhd expense per unit		21.69		18.98
With other revenue adjustments		20.23		16.88
With labor and management		21.43		18.01
Est. labor hours per unit		0.18		0.10
<b>Other Information</b>				
Number of cows		226.7		323.4
Milk produced per cow		24,250		26,183
Total milk sold	5,493,656		8,457,879	
Lb. of milk sold per FTE	1,573,439		2,878,765	
Culling percentage		27.0		28.7
Turnover rate		33.6		34.3
Cow death loss percent		6.5		5.4
Percent of barn capacity		102.3		100.6
Feed cost per day		8.42		8.02
Feed cost per cwt. of milk		12.68		11.18
Feed cost per cow	3,074.79		2,927.93	
Avg. milk price per cwt.		21.53		21.79

**Livestock Enterprise Analysis**  
**(Farms Sorted By Net Return Per Unit)**

**Dairy -- Average Per Cow**

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
	32		7	
	Quantity	Value	Quantity	Value
Number of farms				
Milk sold (hd)	24,237.8	5,218.62	26,150.7	5,698.74
Dairy Calves sold (hd)	0.4	46.46	0.4	40.46
Transferred out (hd)	0.0	-	-	-
Cull sales (hd)	0.3	209.05	0.3	245.24
Other income		3.10		9.36
Purchased (hd)	0.0	-0.39	-	-
Transferred in (hd)	0.1	-	0.3	-
Inventory change (hd)	0.1	98.38	0.2	265.59
Gross margin		5,575.21		6,259.38
<b>Direct Expenses</b>				
Protein Vit Minerals (lb.)	1,805.8	1,211.05	1.4	1,151.87
Complete Ration (lb.)	141,950.1	211.16	-	358.80
Corn (bu.)	40.2	270.80	14.6	99.55
Corn Silage (lb.)	23,418.4	700.18	22,358.7	670.76
Hay, Alfalfa (lb.)	2,278.4	195.24	1,117.5	96.66
Hay, Grass (lb.)	1,392.7	94.27	273.6	40.69
Haylage, Alfalfa (lb.)	4,554.5	176.11	9,531.8	344.13
Other feed stuffs (lb)	2,615.3	215.97	1,550.5	165.48
Breeding fees		79.85		76.59
Veterinary		141.38		115.95
Supplies		232.85		175.57
Contract production exp.		79.37		73.63
Fuel & oil		105.15		83.88
Repairs		116.49		63.83
Custom hire		80.79		124.02
Hired labor		569.73		559.46
Utilities		97.44		96.02
Hauling and trucking		105.08		100.66
Marketing		66.22		80.28
Bedding		86.96		94.91
Total direct expenses		4,836.10		4,572.73
Return over direct expense		739.12		1,686.65
<b>Overhead Expenses</b>				
Farm insurance		35.46		34.55
Interest		81.35		37.29
Mach & bldg depreciation		215.81		240.43
Miscellaneous		89.99		84.71
Total overhead expenses		422.61		396.98
Total dir & ovhd expenses		5,258.70		4,969.72
Net return		316.51		1,289.66
Labor & management charge		292.11		296.83
Net return over lbr & mgt		24.40		992.83
<b>Cost of Production Per Cwt. Of Milk</b>				
Total direct expense per unit		19.94		17.46
Total dir & ovhd expense per unit		21.69		18.98
With other revenue adjustments		20.23		16.88
With labor and management		21.43		18.01
Est. labor hours per unit		43.13		25.44
<b>Other Information</b>				
Number of cows		226.7		323.4
Milk produced per cow		24,250		26,183
Total milk sold		5,493,656		8,457,879
Lb. of milk sold per FTE		1,573,439		2,878,765
Culling percentage		27.0		28.7
Turnover rate		33.6		34.3
Cow death loss percent		6.5		5.4
Percent of barn capacity		102.3		100.6
Feed cost per day		8.42		8.02
Feed cost per cwt. of milk		12.68		11.18
Feed cost per cow		3,074.79		2,927.93
Avg. milk price per cwt.		21.53		21.79

**Livestock Enterprise Analysis**  
**(Farms Sorted By Enterprise Size)**

**Dairy -- Average Per Cwt. Of Milk**

	<u>Avg. Of All Farms</u>		<u>51 - 100</u>		<u>101 - 200</u>		<u>201 - 500</u>	
Number of farms	32		7		11		10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.95	21.52	99.34	22.27	99.96	21.55	100.00	21.45
Dairy Calves sold (hd)	0.00	0.19	0.00	0.32	0.00	0.21	0.00	0.20
Transferred out (hd)	0.00	-	0.00	-	0.00	-	-	-
Cull sales (hd)	0.00	0.86	0.00	1.09	0.00	1.03	0.00	0.78
Other income		0.01		0.19		0.00		0.00
Purchased (hd)	0.00	0.00	-	-	0.00	-0.01	-	-
Transferred in (hd)	0.00	-	0.00	-	0.00	-	0.00	-
Inventory change (hd)	0.00	0.41	0.00	-0.02	0.00	0.09	0.00	0.19
Gross margin		22.99		23.86		22.87		22.62
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	7.45	4.99	115.73	4.59	1.46	5.11	-	5.12
Complete Ration (lb.)	585.37	0.87	9,453.64	0.92	0.13	0.71	-	1.33
Corn (bu.)	0.17	1.12	0.14	0.83	0.37	2.48	0.14	0.93
Corn Silage (lb.)	96.57	2.89	102.22	3.07	105.98	3.13	87.28	2.62
Hay, Alfalfa (lb.)	9.40	0.81	13.91	1.20	18.14	1.57	8.92	0.76
Hay, Grass (lb.)	5.74	0.39	5.84	0.49	6.88	0.43	6.59	0.47
Haylage, Alfalfa (lb.)	18.78	0.73	18.79	0.82	5.50	0.24	14.71	0.64
Haylage, Grass (lb.)	5.37	0.20	20.26	0.77	10.19	0.32	4.11	0.18
Sorghum Silage (lb.)	0.57	0.02	-	-	-	-	0.88	0.04
Other feed stuffs (lb)	4.84	0.67	15.61	1.12	10.05	0.63	1.93	0.51
Veterinary		0.58		0.74		0.65		0.57
Supplies		1.52		1.77		1.46		1.69
Contract production exp.		0.33		-		-		0.63
Fuel & oil		0.43		0.73		0.53		0.40
Repairs		0.48		0.46		0.74		0.54
Custom hire		0.33		0.20		0.24		0.31
Hired labor		2.35		1.21		1.94		2.54
Utilities		0.40		0.50		0.50		0.35
Hauling and trucking		0.43		0.33		0.51		0.44
Bedding		0.36		0.16		0.27		0.41
Operating interest		0.04		0.10		0.04		0.04
Total direct expenses		19.94		20.02		21.48		20.54
Return over direct expense		3.05		3.84		1.38		2.08
<b>Overhead Expenses</b>								
Interest		0.34		0.27		0.41		0.33
Mach & bldg depreciation		0.89		0.73		0.87		0.81
Miscellaneous		0.52		0.54		0.70		0.52
Total overhead expenses		1.74		1.54		1.98		1.66
Total dir & ovhd expenses		21.69		21.55		23.47		22.20
Net return		1.31		2.31		-0.60		0.42
Labor & management charge		1.20		4.36		1.76		0.81
Net return over lbr & mgt		0.10		-2.06		-2.36		-0.39
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		19.94		20.02		21.48		20.54
Total dir & ovhd expense per unit		21.69		21.55		23.47		22.20
With other revenue adjustments		20.23		20.16		22.15		21.03
With labor and management		21.43		24.53		23.91		21.84
Est. labor hours per unit		0.18		0.24		0.22		0.19
<b>Other Information</b>								
Number of cows		226.7		74.4		140.5		348.3
Milk produced per cow		24,250		20,902		21,870		25,120
Total milk sold		5,493,656		1,545,433		3,072,551		8,749,384
Lb. of milk sold per FTE		1,573,439		1,165,019		1,295,863		1,466,877
Culling percentage		27.0		23.6		28.4		27.5
Turnover rate		33.6		27.3		32.7		36.8
Cow death loss percent		6.5		3.6		4.3		9.2
Percent of barn capacity		102.3		77.0		103.8		105.2
Feed cost per day		8.42		7.91		8.76		8.68
Feed cost per cwt. of milk		12.68		13.81		14.62		12.61
Feed cost per cow		3,074.79		2,886.97		3,197.33		3,166.96
Avg. milk price per cwt.		21.53		22.42		21.55		21.45

**Livestock Enterprise Analysis**  
**(Farms Sorted By Enterprise Size)**

**Dairy -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>51 - 100</u>		<u>101 - 200</u>		<u>201 - 500</u>	
Number of farms	32		7		11		10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	24,237.8	5,218.62	20,764.0	4,656.03	21,861.6	4,711.97	25,120.3	5,387.78
Dairy Calves sold (hd)	0.4	46.46	0.5	67.85	0.3	46.06	0.4	49.80
Transferred out (hd)	0.0	-	0.0	-	0.0	-	-	-
Cull sales (hd)	0.3	209.05	0.2	227.10	0.3	224.36	0.3	197.04
Other income		3.10		40.65		0.22		0.28
Purchased (hd)	0.0	-0.39	-	-	0.0	-1.84	-	-
Transferred in (hd)	0.1	-	0.2	-	0.0	-	0.0	-
Inventory change (hd)	0.1	98.38	0.0	-4.42	0.1	20.63	0.0	46.80
Gross margin		5,575.21		4,987.21		5,001.40		5,681.69
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	1,805.8	1,211.05	24,190.4	959.59	318.2	1,117.27	-	1,287.30
Complete Ration (lb.)	141,950.1	211.16	1,976,046.1	191.87	28.5	155.08	-	335.09
Corn (bu.)	40.2	270.80	28.6	172.68	79.8	542.99	35.9	234.41
Corn Silage (lb.)	23,418.4	700.18	21,366.6	641.00	23,178.5	684.21	21,925.4	657.76
Hay, Alfalfa (lb.)	2,278.4	195.24	2,907.9	251.53	3,966.5	343.10	2,241.7	190.08
Hay, Grass (lb.)	1,392.7	94.27	1,220.5	103.36	1,505.6	93.44	1,654.9	117.43
Haylage, Alfalfa (lb.)	4,554.5	176.11	3,927.1	170.83	1,203.1	52.34	3,695.7	160.76
Haylage, Grass (lb.)	1,302.0	48.76	4,234.2	161.75	2,227.5	70.41	1,031.9	44.89
Sorghum Silage (lb.)	139.3	5.87	-	-	-	-	221.1	10.50
Other feed stuffs (lb)	1,174.0	161.34	3,263.1	234.36	2,198.5	138.49	484.0	128.73
Breeding fees		79.85		59.48		61.97		84.36
Veterinary		141.38		154.27		142.44		143.32
Supplies		299.08		332.37		265.32		351.70
Contract production exp.		79.37		-		-		158.82
Fuel & oil		105.15		151.78		116.28		99.25
Repairs		116.49		97.12		161.11		136.73
Custom hire		80.79		41.82		51.92		78.74
Hired labor		569.73		253.22		423.36		637.67
Utilities		97.44		105.44		108.60		88.20
Hauling and trucking		105.08		68.31		110.47		111.70
Bedding		86.96		33.17		59.73		102.85
Total direct expenses		4,836.10		4,183.94		4,698.54		5,160.30
Return over direct expense		739.12		803.26		302.86		521.39
<b>Overhead Expenses</b>								
Interest		81.35		57.09		89.30		83.93
Mach & bldg depreciation		215.81		151.70		190.96		202.53
Miscellaneous		125.45		112.58		153.58		129.55
Total overhead expenses		422.61		321.37		433.84		416.00
Total dir & ovhd expenses		5,258.70		4,505.32		5,132.37		5,576.31
Net return		316.51		481.89		-130.98		105.39
Labor & management charge		292.11		911.73		385.95		202.80
Net return over lbr & mgt		24.40		-429.84		-516.93		-97.42
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		19.94		20.02		21.48		20.54
Total dir & ovhd expense per unit		21.69		21.55		23.47		22.20
With other revenue adjustments		20.23		20.16		22.15		21.03
With labor and management		21.43		24.53		23.91		21.84
Est. labor hours per unit		43.13		49.90		47.24		47.95
<b>Other Information</b>								
Number of cows		226.7		74.4		140.5		348.3
Milk produced per cow		24,250		20,902		21,870		25,120
Total milk sold		5,493,656		1,545,433		3,072,551		8,749,384
Lb. of milk sold per FTE		1,573,439		1,165,019		1,295,863		1,466,877
Culling percentage		27.0		23.6		28.4		27.5
Turnover rate		33.6		27.3		32.7		36.8
Cow death loss percent		6.5		3.6		4.3		9.2
Percent of barn capacity		102.3		77.0		103.8		105.2
Feed cost per day		8.42		7.91		8.76		8.68
Feed cost per cwt. of milk		12.68		13.81		14.62		12.61
Feed cost per cow		3,074.79		2,886.97		3,197.33		3,166.96
Avg. milk price per cwt.		21.53		22.42		21.55		21.45

2011 Ohio Dairy Farm Business Summary Rank Report, 32 Ohio Dairy Farms

RankEm

Dairy; Per Cwt. Of Milk; 32 Enterprises

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross Margin		22.91	20.76	21.16	21.94	22.29	22.70	23.10	23.37	24.22	25.94	27.07
Total Feed Expense		13.58	18.11	16.99	15.88	14.53	13.86	13.22	12.16	11.51	11.13	10.03
Breeding Fees		0.28	0.68	0.44	0.40	0.38	0.30	0.26	0.24	0.23	0.20	0.15
Veterinary		0.56	1.24	0.88	0.78	0.69	0.60	0.55	0.48	0.43	0.38	0.25
Supplies		0.51	1.70	1.12	0.83	0.67	0.53	0.49	0.46	0.40	0.30	0.25
DHIA		0.10	0.30	0.16	0.15	0.13	0.11	0.10	0.09	0.08	0.07	0.03
Fuel & Oil		0.42	1.21	0.71	0.65	0.53	0.43	0.39	0.33	0.25	0.22	0.18
Repairs		0.63	1.41	1.04	0.86	0.77	0.67	0.47	0.38	0.30	0.13	0.03
Custom Hire		0.16	1.00	0.70	0.34	0.27	0.17	0.13	0.09	0.08	0.07	0.02
Hired Labor		2.02	4.07	3.76	2.92	2.65	2.11	1.91	1.69	1.17	1.04	0.42
Utilities		0.40	0.98	0.61	0.55	0.48	0.42	0.38	0.34	0.32	0.28	0.20
Hauling And Trucking		0.52	0.94	0.69	0.66	0.62	0.55	0.52	0.48	0.45	0.40	0.27
Marketing		0.24	0.85	0.48	0.29	0.27	0.25	0.24	0.23	0.21	0.20	0.15
Operating Interest		0.03	0.56	0.31	0.09	0.07	0.04	0.03	0.02	0.01	0.01	0.00
Total Direct Expenses		20.56	25.62	24.45	23.18	21.60	20.99	19.64	18.92	18.68	18.19	15.92
Ovhd - Farm Insurance		0.16	0.32	0.28	0.23	0.21	0.20	0.13	0.11	0.10	0.08	0.06
Ovhd - Int On Intern. Debt		0.06	0.45	0.21	0.10	0.08	0.07	0.04	0.04	0.03	0.02	0.01
Ovhd - Int On Lng Term Debt		0.30	1.59	0.96	0.59	0.41	0.33	0.26	0.17	0.14	0.12	0.03
Ovhd - Machinery Depreciati		0.29	1.66	0.68	0.49	0.36	0.31	0.28	0.15	0.13	0.09	0.04
Ovhd - Building Depreciati		0.36	1.97	1.20	0.69	0.62	0.38	0.30	0.24	0.17	0.11	0.02
Total Dir & Ovhd Expenses		22.13	29.55	26.24	25.31	23.59	22.57	21.35	20.76	20.08	19.13	17.11
Net Return		-7.68	-3.29	-2.24	-2.24	-0.23	0.14	1.55	2.47	3.29	3.65	6.68
Net Return Over Lbr & Mgt		-1.05	-10.73	-5.66	-3.84	-2.27	-1.23	-0.84	-0.34	1.13	1.87	5.35
Direct Cost Of Prod/Unit		20.56	25.62	24.45	23.18	21.60	20.99	19.64	18.92	18.68	18.19	15.92
Dir & Ovhd Cost Of Prod/Unit		22.13	29.55	26.24	25.31	23.59	22.57	21.35	20.76	20.08	19.13	17.11
COP With Other Rev Adjust		20.70	28.80	24.41	24.12	22.19	21.18	20.29	19.36	18.77	17.96	16.13
Cost Of Prod With Lbr & Mgt		23.05	31.14	28.49	25.51	24.31	23.25	22.76	22.24	20.33	19.10	17.22
Milk Produced Per Head		22,591	16,032	18,343	19,851	20,770	21,756	23,103	25,424	27,062	27,774	28,617
Total Milk Sold		3,610,213	749,987	1,544,402	2,067,770	2,575,545	3,310,001	4,106,449	5,863,247	8,153,216	12,021,145	13,754,349
Culling Percentage		28.4	13.6	20.1	21.4	25.2	28.0	29.9	33.3	37.1	37.7	46.4
Percent Of Barn Capacity		101.9	51.6	84.0	95.1	100.0	100.0	103.7	107.7	108.9	113.1	129.6
Feed Cost Per Cwt Of Milk		13.58	18.11	16.99	15.88	14.53	13.86	13.22	12.16	11.51	11.13	10.03
Feed Cost Per Head		3,056.21	3,765.65	3,733.93	3,483.41	3,239.62	3,140.08	3,001.20	2,920.16	2,731.96	2,609.97	2,087.42
Average Price/Cwt. Of Milk		21.48	20.05	20.41	20.88	20.96	21.35	21.60	21.79	22.33	23.64	25.00

How to use this chart:

Each row contains data from 32 Ohio Dairy Farms. The data is grouped by percentiles. For example, if we look at Total Feed Expense, the 3 highest feed costs per cwt. averaged \$18.11 per cwt. This value is in the 10% column. The next 3 highest feed costs are averaged together, and their average feed expense of \$16.99 per cwt. is in the 20% column. This process is continued up to the 100% column where the 3 farms with the lowest feed costs per cwt. averaged \$10.03 (note: these farms had at least some heifers custom raised). Each row is calculated independently, which is why you will see your farm's values in many different columns.

Use this chart to identify strengths, areas of concern and opportunities to improve compared to the performance of other Ohio dairy farms.



My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross Margin	5,080.44	3,785.70	4,325.00	4,556.92	4,891.22	4,999.29	5,245.46	5,827.57	6,107.73	6,189.66	6,419.47
Total Feed Expense	3,056.21	3,765.65	3,733.93	3,483.41	3,239.62	3,140.08	3,001.20	2,920.16	2,715.92	2,609.97	2,087.42
Breeding Fees	65.44	123.28	111.10	99.58	81.70	70.10	61.58	54.61	51.24	36.86	28.69
Veterinary	129.94	287.47	208.54	166.34	149.32	138.83	123.51	104.97	98.95	77.65	53.31
Supplies	120.09	379.39	237.19	191.17	143.79	128.96	117.79	101.73	81.43	65.43	55.98
DHIA	22.65	66.89	33.65	30.66	28.86	25.82	22.61	21.40	21.37	18.01	8.64
Fuel & Oil	91.70	238.46	175.92	143.42	121.80	100.68	86.83	59.77	54.10	49.30	42.92
Repairs	132.35	343.38	214.91	174.52	159.33	140.18	125.42	90.89	72.68	35.47	7.22
Custom Hire	39.50	210.07	133.68	102.81	66.16	47.06	37.17	20.16	19.17	10.73	3.26
Hired Labor	489.22	1,030.16	786.91	717.23	611.40	530.37	471.31	391.35	293.61	144.25	83.13
Utilities	89.71	192.81	152.36	130.96	114.14	95.72	84.11	79.34	69.13	57.51	46.79
Hauling And Trucking	122.62	189.49	156.22	140.79	133.29	124.26	115.34	101.23	92.64	86.04	59.43
Marketing	54.81	232.64	102.74	71.00	59.96	57.60	53.80	51.11	46.41	40.01	32.27
Operating Interest	7.14	106.41	54.99	21.37	13.19	8.52	5.05	3.70	2.52	1.79	0.80
Total Direct Expenses	4,523.42	5,842.55	5,669.64	5,240.01	4,993.62	4,761.21	4,376.80	4,168.40	4,033.88	3,800.55	3,596.03
Ovhd - Farm Insurance	30.95	86.09	62.62	53.07	45.90	42.26	30.13	27.02	23.38	18.80	14.92
Ovhd - Int On Intern. Debt	11.93	114.49	48.64	25.22	20.15	15.52	10.21	7.66	6.12	3.75	2.89
Ovhd - Int On Lng Term Debt	72.55	235.10	188.37	117.57	102.28	89.48	62.73	48.39	36.62	26.49	8.52
Ovhd - Machinery Depreciati	67.11	339.36	183.61	102.26	88.66	76.47	63.76	37.11	31.88	22.63	8.57
Ovhd - Building Depreciati	89.96	407.12	325.06	160.96	114.54	97.13	85.19	61.72	35.62	24.00	2.97
Total Dir & Ovhd Expenses	4,943.69	6,420.05	6,020.25	5,779.58	5,475.69	5,149.43	4,783.10	4,485.18	4,386.79	4,273.45	4,063.44
Net Return	152.16	-1,415.71	-652.19	-464.42	-61.66	34.90	353.90	607.45	686.20	958.15	1,722.05
Net Return Over Lbr & Mgt	-255.23	-1,858.59	-1,241.15	-822.47	-549.46	-304.35	-183.99	-58.58	211.55	483.27	1,328.48
Direct Cost Of Prod/Unit	22.13	25.62	24.45	23.18	21.60	20.99	19.64	18.92	18.68	18.19	15.92
Dir & Ovhd Cost Of Prod/Unit	20.70	29.55	26.24	25.31	23.59	22.57	21.35	20.76	20.08	19.13	17.11
COP With Other Rev Adjust	23.05	28.80	24.41	24.12	22.19	21.18	20.29	19.36	18.77	17.96	16.13
Cost Of Prod With Lbr & Mgt	22,591	31,114	28,449	25,511	24,311	23,251	22,761	22,241	20,331	19,101	17,221
Milk Produced Per Head	3,610,213	16,032	18,343	19,851	20,770	21,756	23,103	25,424	27,062	27,774	28,617
Total Milk Sold	28.4	749,987	1,544,402	2,067,770	2,575,545	3,310,001	4,106,449	5,863,247	8,153,216	12,021,145	13,754,349
Culling Percentage	101.9	13.6	20.1	21.4	25.2	28.0	29.9	33.3	37.1	37.7	46.4
Percent Of Barn Capacity	13.58	51.6	84.0	95.1	100.0	100.0	103.7	107.7	108.9	113.1	129.6
Feed Cost Per Cwt Of Milk	3,056.21	18.11	16.99	15.88	14.53	13.86	13.22	12.16	11.51	11.13	10.03
Feed Cost Per Head	21.48	3,765.65	3,733.93	3,483.41	3,239.62	3,140.08	3,001.20	2,920.16	2,731.96	2,609.97	2,087.42
Average Price/Cwt. Of Milk		20.05	20.41	20.88	20.96	21.35	21.60	21.79	22.33	23.64	25.00

How to use this chart:

Each row contains data from 32 Ohio Dairy Farms. The data is grouped by percentiles. For example, if we look at Total Feed Expense, the 3 highest feed costs per cow averaged \$3,765. This value is in the 10% column. The next 3 highest feed costs are averaged together, and their average feed expense of \$3,733 per cow is in the 20% column. This process is continued up to the 100% column where the 3 farms with the lowest feed costs per cow averaged \$2,087 (note: these farms had at least some heifers custom raised). Each row is calculated independently, which is why you will see your farm's values in many different columns.

Use this chart to identify strengths, areas of concern, and opportunities to improve compared to the performance of other Ohio dairy farms.