



Some Results from Profit Profiler



Better business decisions start here

The information is from 103 dairies who supplied data with 2007, 2008 & 2009 year ends

- Must have 20 herds to make a group. If not 20 available, then criteria expands until 20
- Some comparisons combine 2 + years
- As more people use the program, we will be able to see differences between different management styles
- Dairies who use the program can have their data compared to any group available – multiple comparisons



Cow Costs



Better business decisions start here

	<u>2009 (36 Herds)</u>	<u>25-90th PCTL</u>
Total Cow Costs	58.0%	46 - 64%
Feed	24.7%	19 - 28%
Labor	9.9%	4.7 - 12.3%
Health & Breeding	4.1%	2.1 - 5.1%
Other Cow Exp	3.4%	1.9 - 4.8%
(expressed as % of Milk revenue)		
Cost / heifer / yr	\$914	\$577 - \$1093
Forage Cost / Acre	\$401	\$235 - \$486
Cost to make \$1.00	\$.839	\$.70 - \$.93



Replacement Costs



Better business decisions start here

	<u>2009 (36 Herds)</u>	<u>25-90th PCTL</u>
Avg # Replacements per cow	.90	.75 – 1.1
1st Lact Prod'n / Herd Avg	89%	87% – 93%
Cost / Heifer / Year	\$914	\$577 - \$1,093
Total Heifer Costs	12.1%	7.7 – 12.5%
Purchased Feed	2.6%	1.4 - 3.2%
Home Grown Feed	3.2%	2.2 - 3.8%
Labor	2.0%	.8 - 2.5%
Health & Breeding	.8%	.35 - .97%
Fuel & Machinery	.8%	.32 – 1.08%

Range / heifer is 50% of Avg



Comparing by Cost Efficiency 2008-10



	<u>Low Cost</u> <u>(20 Herds)</u>	<u>High Cost</u> <u>(20 Herds)</u>
# Cows	194	112
Avg Milk <u>Sold</u>/Cow	9,843	9,017
Total Cow Costs	52.1	61.4%
Purchased Feed	13.6%	14.7%
Home Grown Feed	8.3%	11.7%
Labor	7.9%	10.2%
Health & Breeding	4.1%	4.4%
Other Dairy Exp	3.5%	3.4%
Heifer Cost	10.8%	13.3%
Tot. Farm Cost / Tot. Rev	73.1%	94.9%



Comparing by Year



	<u>2007</u> <u>(28 Herds)</u>	<u>2008</u> <u>(32 Herds)</u>	<u>2009</u> <u>(36 Herds)</u>
# Cows	193	170	166
Avg Milk <u>Sold</u>/Cow	9,239	9,461	9,304
Total Cow Costs	50.1%	53.7%	57.8%
Purchased Feed	11.8%	14.2%	14.9%
Home Grown Feed	11.2%	10.6%	9.7%
Labor (cows)	7.5%	7.5%	9.9%
Health & Breeding	2.9%	3.7%	4.1%
Other Dairy Exp	2.4%	3.1%	3.4%
Heifer Costs	11.4%	10.9%	12.1%
Tot. Farm Cost / Tot. Rev	79.3%	80.9%	83.9%



Comparing by Milk Production 2008-10



	<u>High</u> <u>(20 Herds)</u>	<u>Low</u> <u>(20 Herds)</u>
# Cows	222	97
Avg Milk <u>Sold</u>/Cow	10,846	7,653
Total Cow Costs	52.7%	57.5%
Purchased Feed	15.5%	14.3%
Home Grown Feed	9.4%	11.5%
Labor	8.3%	8.9%
Health & Breeding	4.1%	4.0%
Other Dairy Exp	3.2%	3.4%
Heifer Cost	10.9%	11.5%
Tot. Farm Cost / Tot. Rev	80.1%	85.0%
Avg NFI Diff.	\$335,408	vs \$77,946



Comparing by Herd Size 2008-10



	<u>Large</u> (20 Herds)	<u>Mid</u> (20 Herds)	<u>Small</u> (20 Herds)
# Cows	321	142	70
Avg Milk <u>Sold</u>/Cow	10,178	9,367	8,720
Total Cow Costs	51.2%	57.2%	58.5%
Purchased Feed	15.7%	13.8%	15.7%
Home Grown Feed	7.9%	9.3%	11.5%
Labor	7.2%	9.9%	9.7%
Health & Breeding	3.0%	4.5%	4.1%
Other Dairy Exp	2.9%	3.4%	3.8%
Heifer Costs	10.3%	12.0%	12.5%
Tot. Farm Cost / Tot. Rev	79.3%	83.0%	87.7%

Avg NFI Diff. \$473,408 vs \$158,284 vs \$52,555