

## 5 ONEIDA COUNTY INTENSIVE GRAZING FARMS VS. NON-GRAZING FARMS

New York State Dairy Farms

| Item   | OC Grazing<br>Farms | Non-Grazing<br>Farms* | Profitable **<br>Grazing Farms | Profitable<br>Non-Grazing Farms |
|--|---------------------|-----------------------|--------------------------------|---------------------------------|
| Number of farms  | 5                   | 48                    | 3                              | 61                              |
| <u>Business Size and Production</u>                    |                     |                       |                                |                                 |
| Number of cows   | 64                  | 83                    | 68                             | 87                              |
| Number of heifers                                      | 53                  | 58                    | 52                             | 67                              |
| Milk sold, lbs.  | 1,152,967           | 1,453,758             | 1,395,848                      | 1,603,331                       |
| Milk sold/cow, lbs.                                    | 18,015              | 17,463                | 20,268                         | 18,422                          |
| Tillable acres, total                                  | 209                 | 266                   | 196                            | 282                             |
| <u>Labor &amp; Capital Efficiency</u>                  |                     |                       |                                |                                 |
| Worker equivalent                                      | 3.14                | 2.78                  | 3.07                           | 2.98                            |
| Milk sold/worker, lbs.                                 | 359,151             | 522,935               | 459,239                        | 538,031                         |
| Cows per worker  | 22                  | 30                    | 22                             | 29                              |
| <u>Milk Production Costs</u>                           |                     |                       |                                |                                 |
| Selected cost/cwt.                                     |                     |                       |                                |                                 |
| Hired labor  | \$0.61              | \$1.05                | \$1.01                         | \$1.27                          |
| Grain & concentrate                                    | \$3.74              | \$4.55                | \$3.44                         | \$4.13                          |
| Purchased roughage                                     | \$0.46              | \$0.25                | \$0.46                         | \$0.19                          |
| Vet & medicine   | \$0.42              | \$0.37                | \$0.33                         | \$0.35                          |
| Operating cost/cwt.                                    | \$11.24             | \$11.90               | \$9.94                         | \$10.67                         |
| Purchased dairy feed/cow                               | \$624               | \$839                 | \$697                          | \$796                           |
| Purchased grain & concentrate<br>as % of milk receipts | 27%                 | 33%                   | 23%                            | 30%                             |
| Vet & medicine/cow                                     | \$65                | \$65                  | \$72                           | \$65                            |
| Feed & crop expense/cwt.                               | \$5.28              | \$5.64                | \$4.39                         | \$5.28                          |
| <u>Profitability Analysis</u>                          |                     |                       |                                |                                 |
| Net farm income (w/o appreciation)                     | \$38,083            | \$9,502               | \$59,383                       | \$33,527                        |
| Net farm income per cow (w/o apprec)                   | \$595               | \$114                 | \$873                          | \$385                           |
| Labor & management income/operator                     | \$12,442            | \$-12,589             | \$26,456                       | \$2,457                         |
| Rates of return on:                                    |                     |                       |                                |                                 |
| Equity capital with appreciation                       | 1.08%               | -5.8%                 | 12.9%                          | 1.2%                            |
| All capital with appreciation                          | 2.4%                | -1.3%                 | 11.2%                          | 2.7%                            |

\*Farms with similar herd size and production per cow as the 5 grazing farms.

\*\* Farms with net farm income/cow without appreciation greater than the state average of \$750.