



5/17/2013

All Breeds

39% 16% 12% 32%

Breakeven Milk Price

Dairy Summary per Cow:

	<\$18	\$18-\$19	\$19-\$20	> \$20	Average
Total Number of Cows	109	153	172	148	145
Number of Cows Milking	95	136	152	127	127
Percent in Milk	88%	88%	87%	86%	87%
Milk Sold per Total Cows	23,073	23,128	22,207	20,228	22,159
Milk Sold per Milking Cow	26,291	26,328	25,448	23,594	25,415
Average Lbs Milk per Day	72	72	70	65	70
Average Milk Price Planned	\$ 19.59	\$ 19.92	\$ 20.17	\$ 20.43	\$ 20.02
Milk Inflow	\$ 4,514	\$ 4,606	\$ 4,470	\$ 4,119	4,427
Cull Cow Sales	\$ 195	\$ 224	\$ 250	\$ 206	\$ 219
Bull Calf Sales	\$ 41	\$ 37	\$ 48	\$ 39	\$ 41
Misc. Dairy Sales	\$ 45	\$ 114	\$ 103	\$ 116	\$ 94
Non Milk Inflow	\$ 285	\$ 375	\$ 375	\$ 308	\$ 336
Total Inflow	\$ 5,079	\$ 5,356	\$ 5,246	\$ 4,787	\$ 5,117
Milking Cow Home Raised Feeds	\$ 587	\$ 677	\$ 723	\$ 687	\$ 669
Milking Cow Purchased Concentrates	\$ 1,042	\$ 1,139	\$ 1,179	\$ 1,182	\$ 1,136
Milking Cow Pur Forages	\$ 254	\$ 144	\$ 60	\$ 275	\$ 183
Heifer and Dry Cow Home Raised Feed	\$ 75	\$ 220	\$ 86	\$ 110	\$ 123
Heifer and Dry Cow Pur Concentrates	\$ 258	\$ 326	\$ 309	\$ 322	\$ 304
Heifer and Dry Cow Pur Forages	\$ 117	\$ 169	\$ 134	\$ 112	\$ 133
Total Feed	\$ 2,333	\$ 2,675	\$ 2,490	\$ 2,689	\$ 2,547
Percent of Milk Inflow	52%	58%	56%	65%	58%

130 Farms

Penn State is committed to affirmative action,
equal opportunity and the diversity of its workforce.



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Dairy Direct Expenses:	<\$18	\$18-\$19	\$19-\$20	> \$20	Average
Breeding and Registration	\$ 58	\$ 57	\$ 71	\$ 76	\$ 65
Vet and Medicine	\$ 98	\$ 120	\$ 118	\$ 104	\$ 110
bST	\$ 57	\$ 103	\$ 115	\$ 59	\$ 83
Supplies	\$ 139	\$ 170	\$ 180	\$ 164	\$ 163
DHIA	\$ 26	\$ 22	\$ 25	\$ 25	\$ 24
Contract Heifer Raising	\$ 97	\$ 237	\$ 272	\$ 131	\$ 184
Dairy Custom Hire	\$ 46	\$ 43	\$ 67	\$ 42	\$ 50
Milk Hauling	\$ 196	\$ 193	\$ 203	\$ 190	\$ 195
Milk Marketing	\$ 48	\$ 49	\$ 77	\$ 50	\$ 56
Bedding	\$ 60	\$ 81	\$ 78	\$ 80	\$ 75
Dairy Expenses per Cow	\$ 824	\$ 1,075	\$ 1,206	\$ 920	\$ 1,006

Overhead Expenses:	<\$18	\$18-\$19	\$19-\$20	> \$20	Average
Fuel and Oil	\$ 115	\$ 164	\$ 123	\$ 133	\$ 134
Repairs	\$ 99	\$ 158	\$ 160	\$ 138	\$ 139
Hired Labor, Withholding	\$ 162	\$ 264	\$ 184	\$ 221	\$ 208
Land rent	\$ 57	\$ 152	\$ 158	\$ 28	\$ 99
Machinery Leases	\$ 41	\$ 21	\$ 11	\$ 18	\$ 23
Building Leases	\$ 130	\$ 143	\$ 150	\$ 150	\$ 143
Real Estate Taxes	\$ 67	\$ 58	\$ 42	\$ 76	\$ 61
Farm Insurance	\$ 20	\$ 38	\$ 38	\$ 41	\$ 34
Utilities	\$ 83	\$ 95	\$ 93	\$ 96	\$ 92
Risk Mgt. and Advertizing	\$ 9	\$ 41	\$ 26	\$ 25	\$ 25
Dues and Professional Fees	\$ 10	\$ 14	\$ 14	\$ 15	\$ 13
Miscellaneous	\$ 33	\$ 44	\$ 47	\$ 54	\$ 44
Overhead Expenses per Cow:	\$ 824	\$ 1,193	\$ 1,046	\$ 994	\$ 1,015

Owner Draw per Cow	\$ 263	\$ 303	\$ 357	\$ 314	\$ 309
Loan Payments per Cow	\$ 449	\$ 511	\$ 498	\$ 618	\$ 519

Total Outflow per Cow	\$ 4,694	\$ 5,757	\$ 5,598	\$ 5,535	\$ 5,396
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Gross Milk Price Farm Breakeven	\$ 15.70	\$ 18.49	\$ 19.40	\$ 22.65	\$ 19.06
IOFC Breakeven	\$ 6.04	\$ 7.86	\$ 7.66	\$ 8.18	\$ 7.43
Gross Margin to Guarantee	\$ 8.39	\$ 10.87	\$ 10.97	\$ 12.71	\$ 10.73
Class III Breakeven Price	\$ 13.68	\$ 16.55	\$ 17.51	\$ 20.38	\$ 17.03

130 Farms

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Breakeven Milk Price

Dairy Enterprise per Cow:	<\$18	\$18-\$19	\$19-\$20	> \$20	Average	Difference
Milk Sold per Total Cows	23,073	23,128	22,207	20,228	22,159	(High minus Low)
Total Milk Inflow	\$ 4,514	\$ 4,606	\$ 4,470	\$ 4,119	\$ 4,427	
Total Dairy Non-Milk Inflow	\$ 565	\$ 750	\$ 776	\$ 669	\$ 690	
Total Inflow	\$ 5,079	\$ 5,356	\$ 5,246	\$ 4,787	\$ 5,117	\$ (568)
Milking Cow Home Raised Feeds	\$ 587	\$ 677	\$ 723	\$ 687	\$ 669	
Milking Cow Purchased Concentrates	\$ 1,042	\$ 1,139	\$ 1,179	\$ 1,182	\$ 1,136	
Milking Cow Purchased Forages	\$ 254	\$ 144	\$ 60	\$ 275	\$ 183	
Heifer and Dry Cow Home Raised Feeds	\$ 75	\$ 220	\$ 86	\$ 110	\$ 123	
Heifer and Dry Cow Purchased Concentrates	\$ 258	\$ 326	\$ 309	\$ 322	\$ 304	
Heifer and Dry Cow Purchased Forages	\$ 117	\$ 169	\$ 134	\$ 112	\$ 133	
Total Feed	\$ 2,333	\$ 2,675	\$ 2,490	\$ 2,689	\$ 2,547	\$ 355
Dairy Expenses	\$ 824	\$ 1,075	\$ 1,206	\$ 920	\$ 1,006	
Overhead Expenses	\$ 824	\$ 1,193	\$ 1,046	\$ 994	\$ 1,015	
Owner Draw	\$ 263	\$ 303	\$ 357	\$ 314	\$ 309	
Loan Payments	\$ 449	\$ 511	\$ 498	\$ 618	\$ 519	
Expenses Other than Feed	\$ 2,361	\$ 3,082	\$ 3,108	\$ 2,846	\$ 2,849	\$ 747
Total Outflow	\$ 4,694	\$ 5,757	\$ 5,598	\$ 5,535	\$ 5,396	\$ 1,103
Gross Milk Price Breakeven per CWT.	\$ 15.66	\$ 18.50	\$ 19.40	\$ 22.42	\$ 18.99	
IOFC Breakeven (per Cow per day)	\$ 6.06	\$ 7.91	\$ 7.66	\$ 8.53	\$ 7.54	
Gross Margin to Guarantee per CWT.	\$ 8.35	\$ 10.88	\$ 10.97	\$ 12.82	\$ 10.75	
Total Inflow - Total Outflow	\$ 385	\$ (401)	\$ (353)	\$ (748)	\$ (279)	\$ (1,671)