

**Livestock Enterprise Analysis  
Crops to Cow Project  
Penn State Extension  
(Farms Sorted By Net Return)**

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

	<u>Avg. Of All Farms</u>		<u>Low 33%</u>		<u>33 - 66%</u>		<u>High 34%</u>	
	24		7		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	100.00	17.25	100.00	17.29	100.00	17.01	100.00	17.59
Dairy Calves sold (hd)	0.00	0.25	0.00	0.22	0.00	0.29	0.00	0.21
Transferred out (hd)	0.00	-	0.00	-	0.00	-	0.00	-
Cull sales (hd)	0.00	1.07	0.00	0.90	0.00	1.13	0.00	1.06
Other income		-		-		-		-
Purchased (hd)	0.00	-0.04	0.00	-0.23	-	-	-	-
Transferred in (hd)	0.00	-	0.00	-	0.00	-	0.00	-
Inventory change (hd)	0.00	0.34	0.00	0.31	0.00	0.25	0.00	0.47
Gross margin		18.87		18.48		18.69		19.33
<b>Direct Expenses</b>								
Complete Ration (lb.)	-	5.61	-	5.44	-	5.67	-	5.60
Corn (bu.)	0.15	0.49	0.20	0.59	0.15	0.52	0.11	0.39
Corn Silage (lb.)	109.00	1.83	114.53	1.83	114.38	1.99	98.24	1.59
Haylage, Alfalfa (lb.)	11.73	0.30	20.21	0.61	8.60	0.18	12.05	0.32
Haylage, Grass (lb.)	38.44	0.65	42.11	0.69	44.74	0.74	27.25	0.48
Other feed stuffs (lb)	13.34	0.46	45.89	0.96	7.23	0.31	5.80	0.43
Veterinary		0.55		0.41		0.55		0.62
Supplies		1.46		1.89		1.41		1.33
Contract production exp.		0.47		-		0.76		0.28
Hauling and trucking		0.72		0.81		0.62		0.82
Bedding		0.43		0.62		0.44		0.31
Operating interest		0.16		-		0.01		0.46
Miscellaneous		0.32		0.62		0.34		0.12
Total direct expenses		13.44		14.47		13.55		12.75
Return over direct expense		5.43		4.01		5.14		6.58
<b>Overhead Expenses</b>								
Fuel & oil		0.32		0.38		0.27		0.37
Repairs		0.76		0.99		0.57		0.93
Hired labor		2.02		2.01		2.17		1.80
Building leases		0.44		0.30		0.60		0.27
Farm insurance		0.27		0.48		0.23		0.22
Utilities		0.39		0.38		0.37		0.41
Interest		0.46		0.83		0.39		0.36
Mach & bldg depreciation		1.02		1.43		1.04		0.77
Miscellaneous		0.57		0.65		0.58		0.50
Total overhead expenses		6.23		7.45		6.22		5.63
Total dir & ovhd expenses		19.67		21.92		19.77		18.39
Net return		-0.80		-3.44		-1.08		0.95
Labor & management charge		0.84		0.98		0.73		0.93
Net return over lbr & mgt		-1.65		-4.42		-1.81		0.01
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		13.44		14.47		13.55		12.75
Total dir & ovhd expense per unit		19.67		21.92		19.77		18.39
With other revenue adjustments		18.06		20.73		18.09		16.65
With labor and management		18.90		21.71		18.82		17.58
Est. labor hours per unit		0.22		0.24		0.22		0.22
<b>Other Information</b>								
Number of cows		332.3		206.1		487.3		292.6
Milk produced per cow		24,555		23,141		24,839		24,909
Total milk sold		8,158,382		4,770,337		12,102,771		7,287,406
Lb. of milk sold per FTE		1,245,288		1,174,741		1,263,764		1,256,588
Culling percentage		31.6		26.8		34.2		30.5
Turnover rate		36.4		31.4		38.5		36.2
Cow death loss percent		4.8		4.6		4.3		5.7
Percent of barn capacity		104.6		97.7		110.8		100.2
Feed cost per day		6.28		6.41		6.41		6.01
Feed cost per cwt. of milk		9.33		10.12		9.42		8.81
Feed cost per cow		2,292.10		2,340.84		2,339.44		2,195.31
Avg. milk price per cwt.		17.25		17.29		17.01		17.59
Milk price / feed margin		7.92		7.17		7.59		8.78