

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

Dairy -- Average Per Cow

	Avg. Of All Farms		Low 33%		33 - 66%		High 34%	
	24		7		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	24,555.0	4,236.78	23,140.9	4,001.15	24,838.9	4,225.37	24,909.5	4,382.82
Dairy Calves sold (hd)	0.4	61.16	0.4	49.83	0.4	72.03	0.5	51.27
Transferred out (hd)	0.4	-	0.5	-	0.3	-	0.5	-
Cull sales (hd)	0.3	261.92	0.3	207.21	0.3	281.46	0.3	262.98
Other income		-		-		-		-
Purchased (hd)	0.0	-9.68	0.0	-53.48	-	-	-	-
Transferred in (hd)	0.3	-	0.3	-	0.3	-	0.4	-
Inventory change (hd)	0.1	82.72	0.1	71.07	0.1	63.00	0.1	118.31
Gross margin		4,632.90		4,275.77		4,641.85		4,815.37
Direct Expenses								
Complete Ration (lb.)	-	1,377.37	-	1,258.78	-	1,408.71	-	1,395.98
Corn (bu.)	35.7	119.59	45.9	136.32	38.2	129.28	26.5	96.08
Corn Silage (lb.)	26,764.5	449.37	26,503.1	423.96	28,410.0	493.95	24,471.7	397.30
Haylage, Alfalfa (lb.)	2,881.1	74.07	4,676.4	140.46	2,134.9	45.75	3,001.9	79.61
Haylage, Grass (lb.)	9,437.9	158.91	9,745.0	159.87	11,113.7	184.77	6,788.8	120.10
Other feed stuffs (lb)	3,276.3	112.79	10,619.8	221.46	1,795.4	76.99	1,444.2	106.24
Veterinary		135.29		94.47		137.27		154.73
Supplies		359.39		438.21		349.11		331.42
Contract production exp.		115.88		-		189.70		70.11
Hauling and trucking		176.46		187.87		153.22		204.61
Bedding		104.99		142.82		110.13		76.64
Operating interest		38.38		-		1.86		113.49
Miscellaneous		77.65		144.62		84.81		30.34
Total direct expenses		3,300.14		3,348.82		3,365.54		3,176.65
Return over direct expense		1,332.76		926.95		1,276.32		1,638.72
Overhead Expenses								
Fuel & oil		79.00		87.43		66.27		93.23
Repairs		186.91		230.13		140.52		231.90
Hired labor		495.10		464.38		538.55		447.62
Building leases		107.51		69.94		148.47		67.47
Farm insurance		65.90		111.81		56.62		54.48
Utilities		95.08		87.44		92.90		102.49
Interest		111.73		192.43		96.82		89.57
Mach & bldg depreciation		249.90		330.79		259.24		191.73
Miscellaneous		139.03		149.55		144.87		124.62
Total overhead expenses		1,530.16		1,723.90		1,544.25		1,403.11
Total dir & ovhd expenses		4,830.30		5,072.72		4,909.79		4,579.75
Net return		-197.40		-796.95		-267.94		235.62
Labor & management charge		206.58		226.07		182.14		232.08
Net return over lbr & mgt		-403.98		-1,023.02		-450.08		3.54
Cost of Production Per Cwt. Of Milk								
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		55.21		55.16		55.03		55.50
Other Information								
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