

Alberta
2019 Dairy Cost Study - Business Analysis
37 Participants
Table 1 Dairy Enterprise Costs and Returns

	TOTAL ENTERPRISE	PER COW	PER HL SOLD	PERCENT FROM INCOME
INCOME:				
MILK SALES	1,556,534.89	8,208.44	81.73	
POOL ADJUSTMENTS (+ -)	485.33	2.56	.03	
MISCELLANEOUS RECEIPTS	7,313.70	38.57	.38	
NET CATTLE SALES (+ -)	70,085.36	369.60	3.68	
NET INVENTORY CHANGE (+ -)	22,698.49	119.70	1.19	
GROSS INCOME -----	1,657,117.77	8,738.87	87.01	100.00
EXPENSES:				
GRAIN	82,464.46	434.88	4.33	
COMPLETE FEED	240,457.31	1,268.06	12.63	
SUPPLEMENT	78,526.48	414.11	4.12	
MINERALS & VITAMINS	20,077.06	105.88	1.05	
ROUGHAGE	257,016.86	1,355.39	13.50	
PROCESSING COSTS	7,253.47	38.25	.38	
TOTAL FEED COSTS -----	685,795.64	3,616.57	36.01	41.38
BEDDING AND SUPPLIES	64,175.49	338.43	3.37	
BREEDING	21,483.92	113.30	1.13	
VET. AND MEDICINE	39,898.71	210.41	2.09	
MILK HAULING	69,540.01	366.72	3.65	
PRODUCER'S FEES	41,127.91	216.89	2.16	
UTILITIES	33,592.47	177.15	1.76	
FUEL, OIL, LUBE	21,893.58	115.46	1.15	
BLDG. & MACH. REPAIRS	46,743.31	246.50	2.45	
MISCELLANEOUS	52,553.04	277.14	2.76	
TOTAL OTHER VARIABLE COSTS ----	391,008.44	2,062.00	20.53	23.60
HIRED LABOUR	79,294.71	418.16	4.16	
FAMILY LABOUR	153,741.74	810.76	8.07	
TOTAL LABOUR COSTS -----	233,036.45	1,228.93	12.24	14.06
TOTAL VARIABLE COSTS	1,309,840.53	6,907.49	68.78	79.04
RENT	3,270.26	17.25	.17	
TAXES AND INSURANCE	27,317.99	144.06	1.43	
DEPRECIATION	192,707.09	1,016.25	10.12	
INTEREST (CAP.DEBT)	38,861.91	204.94	2.04	
TOTAL CAPITAL COSTS -----	262,157.26	1,382.50	13.77	15.82
TOTAL PRODUCTION COSTS	1,571,997.78	8,289.99	82.54	94.86
CONTRIBUTION MARGIN (\$)	347,277.24	1,831.38	18.23	
RETURN TO EQUITY (\$)	85,119.99	448.88	4.47	5.14
MILK PRICE			81.76	
INVENTORY ADJUSTMENT			5.26	
RETURN TO EQUITY (%)			3.33	
AVERAGE CAP. DEBT INTEREST RATE (%)			3.30	

Alberta
2019 Dairy Cost Study - Business Analysis
37 Participants
Table 2 Statement of Investment

<u>LAND BUILDINGS & EQUIPMENT</u>	AGE	DEPRECIATION	DAIRY INVESTMENT
DAIRY BUILDINGS	10.45	100,006.66	2,449,084.16
POWER MACHINERY	8.96	32,670.68	209,232.99
DAIRY EQUIPMENT	13.29	37,065.00	134,114.56
OTHER EQUIPMENT	9.35	22,964.75	98,164.13
TOTAL EQUIPMENT	10.47	92,700.43	441,511.67
LAND			174,244.59
SUPPLIES			19,085.81
** SUBTOTAL **		192,707.09	3,083,926.24

<u>DAIRY LIVESTOCK</u>	--- BEGIN YEAR ---		--- END OF YEAR ---		AVERAGE
	NUMBER	VALUE	NUMBER	VALUE	VALUE
COWS	189.51	420,351.24	193.62	429,463.25	424,907.24
BRED HEIFERS	59.24	118,486.49	65.27	130,540.54	124,513.51
OPEN HEIFERS	61.76	74,108.11	63.05	75,664.86	74,886.49
HEIFER CALVES	53.73	21,491.89	52.19	20,875.68	21,183.78
BULL CALVES	14.51	2,177.03	18.19	2,728.38	2,452.70
BULLS	2.54	3,810.81	2.57	3,851.35	3,831.08
** SUBTOTAL **	381.30	640,425.56	394.89	663,124.06	651,774.81

TOTAL DAIRY INVESTMENT -----	3,735,701.05
CAPITAL LOANS	1,176,756.77
OPERATOR EQUITY	2,558,944.28
INVESTMENT PER COW	19,700.35
DEBT/CAPITAL RATIO	.32
CAPITAL TURNOVER (YR)	2.25

<u>HERD SIZE</u>	Average	Median
NUMBER OF DAIRY COWS	189.63	144.25
NUMBER OF ANIMAL UNITS	301.20	224.42
DRY COWS (%)	18.80	
CALF CROP (%)	107.21	
PASTURE PER COW (AC.)	.20	

<u>CATTLE SALES & PURCHASES</u>	NUMBER SOLD	SELLING PRICE	NUMBER PURCHASED	PURCHASE PRICE
COWS	54.41	1,143.63	2.16	2,401.25
BRED HEIFERS	2.32	1,442.05	2.32	2,423.26
OPEN HEIFERS	5.62	1,093.86	.73	749.26
HEIFER CALVES	3.41	270.44	.00	.00
BULL CALVES	56.27	181.09	.00	.00
BULLS	1.49	1,665.92	1.38	2,794.12
TOTAL VALUE		85,307.79		15,222.43

Alberta
2019 Dairy Cost Study - Business Analysis
37 Participants
Table 3 Labour and Management

LABOUR

	HOURS	VALUE	HOURLY RATE
OPERATOR LABOUR	3,504.31	81,335.05	23.21
HIRED LABOUR	3,438.30	79,294.71	23.06
FAMILY UNPAID LABOUR	3,139.72	72,406.69	23.06
TOTAL	10,082.33	233,036.45	23.11
RETURN TO FAMILY LABOUR	(6.42)		
MAN EQUIVALENTS	4.03		
LABOUR HOURS PER COW	53.17		
YEARS FARMING	26.54		

MILK PRODUCTION

	HL.	% OF TOTAL	VALUE	AVERAGE PRICE / HL
MILK SALES	19,044.83	97.54	1,556,534.89	81.73
OTHER MILK PRODUCED	481.22	2.46		
TOTAL	19,526.05	100.00		

AVERAGE COMPONENT PRICES (\$ / KG)

BUTTERFAT TEST	4.20 KG / HL	16.75
PROTEIN	3.20 KG / HL	2.58
L.O.S.	5.88 KG / HL	.70
MILK PRODUCTION PER COW	10,297.13 LITRES / YEAR	

QUOTA INFORMATION

CDQ HOLDINGS	210.37 KG / DAY
CDQ PRICE	39,382.61 \$ / KG / DAY
CREDIT PRICE	6.53 \$ / KG

MANAGEMENT FACTORS

COST PER HL	82.54
MILK/FEED (KG) RATIO	2.21 LITRES
MILK/LABOUR (HR) RATIO	193.67 LITRES
MILK/CAPITAL (\$) RATIO	.52 LITRES

Alberta
2019 Dairy Cost Study - Business Analysis
37 Participants
Table 4 Feed Report

<u>CONCENTRATES</u>	--- PURCHASED ---		--- HOMEGROWN---	
	QUANTITY (TONNES)	PRICE	QUANTITY (TONNES)	PRICE
OATS	.05	223.00	.00	.00
BARLEY	140.00	218.51	67.21	238.76
WHEAT	.03	220.00	5.57	222.24
MIXED GRAIN	.00	.00	.00	.00
BREW GRAIN (DRY EQ.)	8.71	187.71		
BEET PULP	2.43	252.02		
OTHER PURCHASED	88.57	365.01		
DAIRY RATION	392.57	553.89		
CALF FEED	19.08	681.61		
MILK REPLACER	2.91	3,437.23		
SUPPLEMENT	123.20	598.30		
MOLASSES	14.99	321.19		
SALT	2.12	687.43		
MINERALS & VITAMINS	14.13	1,317.54		
SUBTOTAL -----	808.78	404,241.42	72.77	17,283.89
<u>ROUGHAGE</u>				
HAY (ALL VARIETIES)	268.97	210.90	108.80	218.47
ALFALFA PELLETS	.00	.00		
STRAW FED	35.35	68.61	24.89	85.81
GREENFEED	.00	.00	3.91	165.37
SILAGE/HAYLAGE (DRY EQ.)	270.24	148.59	732.87	178.97
SUBTOTAL -----	574.56	99,305.49	870.47	157,711.37
GRINDING & PROCESSING		7,253.47		
GRAND TOTAL FEED COSTS -----		510,800.38		174,995.25
BEDDING	275.68	79.51	52.88	76.08
AV. PRICE:	CONCENTRATE	478.16 \$/TONNE		
	ROUGHAGE	177.86 \$/TONNE		
FED PER COW:	CONCENTRATE	4.65 TONNES		
	ROUGHAGE	7.62 TONNES		
% HOME GROWN:	CONCENTRATE	8.26 %		
	ROUGHAGE	60.24 %		