Physical Data Summary

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

This information has been estimated based on what is known about your farm. It is used to generate adjustments and KPI's in both Financial and Physical Detail reports. Check the details and if you would like to update them then contact your accountant/consultant shown under 'Data entered by' below

Dairy Co Supplied:	Fonterra		
Production System:	3 Feed imported to extend lactation 11-20%		
Business Type:	Diverse	**Balance Month:**	May
Calving Season:	Spring only	**Milking Interval:**	Twice a day
Winter Milk:	No	**Organic:**	No
Region:	Marlborough-Canterbury	**District**	Selwyn
% Milking Area Irrigated:	More than 30%	**Season's rainfall (mm):**	
Farm Dairy Type:	R50	**NIWA 10 Yr Av Rainfall (mm):**	640

Stock

Predominant dairy breed:	Crossbred
Peak Cows Milked:	552
Stocking rate (Cows/ha):	3.5
Replacement Calves Reared:	140

Land Area (ha)

Total Dairying area:	167.5
less Ungrazeable area:	7.5
Effective Dairying area:	160.0
Support block effective area:	12.0
Defined Young Stock area:	0
Non-dairy effective area:	0.0

Labour

Full time paid labour equivalents:	3.6
Full time unpaid labour equivalents:	0.0
FTE unpaid management:	0.0
Total FTEs:	3.6
Milking Cups per FTE	13.7

Production

	Total	Per ha	Per cow	Composition
Milk Litres:	2,982,256	18,639	5,403	
Fat kg:	153,440	959	278	5.1%
Protein kg:	123,852	774	224	4.2%
Financial year - Milksolids kg:	277,292	1,733	502	9.3%
Production year - Milksolids kg:	277,292	1,733	502	

Number in Benchmark Group:	1 (DairyNZ Estimate)	
Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

Data entered by:	**Financial: Canterbury Benchmarking**	**Extended Physical: Canterbury Benchmarking**

Disclaimer:
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Validation Messages: None

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Profitability KPI's

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

Number in Benchmark Group:	1 (DairyNZ Estimate)	
Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

FARM PHYSICAL KPI's	2018-19		2017-18		2016-17	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Cows/ha	3.5	3.4	3.5	3.5	3.5	3.4
Kg Milksolids/ha	1,733	1,473	1,571	1,509	1,789	1,528
Kg Milksolids/cow	502	429	451	433	516	443
Cows/FTE	153	161	151	159	142	163
Kg MS/FTE	77,026	69,345	67,952	68,620	73,382	72,048

PROFITABILITY	2018-19		2017-18		2016-17	
Dairy	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Gross Farm Revenue/ha	12,028	10,099	11,384	10,696	12,214	9,475
Operating Expenses/ha	7,319	7,327	7,267	7,651	7,453	7,029
Operating Profit (EFS)/ha	4,709	2,772	4,117	3,045	4,760	2,445
Gross Farm Revenue/kg MS	6.94	6.86	7.24	7.09	6.83	6.20
Operating Expenses/kg MS	4.22	4.97	4.62	5.07	4.17	4.60
Operating Profit (EFS)/kg MS	2.72	1.88	2.62	2.02	2.66	1.60
FWE/kg MS	4.05	4.17	4.16	4.30	3.76	3.88
Operating Profit Margin %	39.2%	27.4%	36.2%	28.5%	39.0%	25.8%

LIQUIDITY	2018-19	2017-18	2016-17
Net Cash Income	1,938,900	1,790,259	1,957,625
Farm Working Expenses	1,124,021	1,046,767	1,076,527
Cash Operating Surplus	814,879	743,492	881,098

Profitability Cash Flow

CASH	$/KG MS	$	NON CASH ADJUSTMENTS	$	CASH + NON CASH	$
DAIRY SALES					**DAIRY GFR**	
Net Milk	6.41	1,777,435			Net Milk	1,777,435
Net Livestock	0.58	161,465	+ Value of Change in Dairy Livestock	-14,454	Net Livestock	147,011
Other Dairy	0.00	0			Other Dairy	0
NET CASH INCOME	6.99	1,938,900			**DAIRY GFR**	1,924,446

CASH FWE	$/KG MS	$	NON CASH ADJUSTMENTS	$	OPERATING EXPENSES	$
Wages	0.85	237,056	+ Labour Adj	0	Labour Expenses	237,056
Stock Expenses	0.58	160,459			Stock Expenses	160,459
Supplementary Feed	0.50	138,371	- Feed Inventory Adj	69,000	Total Supplement Expenses	69,371
Grazing and Support block	0.95	264,480	+Ownd Supp block Adj	0	Total Grazing and Support block	264,480
Other Working Expenses	1.00	277,016			Other Working Expenses	277,016
Overheads	0.17	46,639	+Depreciation	116,000	Total Overheads	162,639
FARM WORKING EXPENSES	4.05	1,124,021			**OPERATING EXPENSES**	1,171,021

CASH OPERATING SURPLUS	2.94	814,879	**NET ADJUSTMENTS**	-61,454	**DAIRY OPERATING PROFIT (EFS)**	753,425

Financial Detail

DairyBase® Platform for growth.

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

Number in Benchmark Group:	1 (DairyNZ Estimate)	
Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

	Total $		$ Per kg MS		$ Per Ha		$ Per Cow	
GROSS FARM REVENUE (GFR)	**Farm**	**% of GFR**	**Farm**	**Benchmark**	**Farm**	**Benchmark**	**Farm**	**Benchmark**
Net Milk Sales	1,777,435	92.4%	6.41	6.40	11,109	9,426	3,220	2,749
Net Dairy Livestock Sales	161,465	8.4%	0.58	0.41	1,009	597	293	174
Value of Change in Dairy Livestock	-14,454	-0.8%	-0.05	0.03	-90	44	-26	13
Other Dairy Revenue	0	0.0%	0.00	0.02	0	31	0	9
DAIRY GROSS FARM REVENUE	1,924,446	100.0%	6.94	6.86	12,028	10,099	3,486	2,945
Non-Dairy Cash Income								
Value of Change in Non-dairy livestock								
Total Gross Farm Revenue								
OPERATING EXPENSES								
Labour Expenses								
Wages	237,056	12.3%	0.85	0.73	1,482	1,081	429	315
Labour Adjustment - Unpaid	0	0.0%	0.00	0.02	0	28	0	8
Labour Adjustment - Management	0	0.0%	0.00	0.18	0	271	0	79
Total Labour Expenses	237,056	12.3%	0.85	0.94	1,482	1,380	429	403
Stock Expenses								
Animal Health	66,810	3.5%	0.24	0.20	418	300	121	87
Breeding & Herd Improvement	66,015	3.4%	0.24	0.14	413	205	120	60
Farm Dairy	7,634	0.4%	0.03	0.06	48	86	14	25
Electricity (Farm Dairy, Water Supply)	20,000	1.0%	0.07	0.10	125	142	36	41
Total Stock Expenses	160,459	8.3%	0.58	0.50	1,003	732	291	214
Feed Expenses								
Supplement Expenses								
Net Made,Purchased,Cropped	132,371	6.9%	0.48	0.83	827	1,217	240	355
Less Feed Inventory Adjustment	69,000	3.6%	0.25	0.01	431	18	125	5
Calf Feed	6,000	0.3%	0.02	0.00	38	0	11	0
Total Supplement Expenses	69,371	3.6%	0.25	0.81	434	1,200	126	350
Grazing & Run Off Expenses								
Young & Dry Stock Grazing	252,560	13.1%	0.91	0.54	1,578	792	458	231
Winter Cow Grazing	0	0.0%	0.00	0.00	0	0	0	0
Support block Lease	11,920	0.6%	0.04	0.06	74	89	22	26
Owned Support block Adjustment	0	0.0%	0.00	0.13	0	196	0	57
Total Grazing & Support block expenses	264,480	13.7%	0.95	0.73	1,653	1,077	479	314
Total Feed Expenses	333,851	17.3%	1.20	1.55	2,087	2,277	605	664
Other Working Expenses								
Fertiliser	88,364	4.6%	0.32	0.50	552	735	160	214
Nitrogen	0	0.0%	0.00	0.00	0	0	0	0
Irrigation	41,123	2.1%	0.15	0.21	257	313	74	91
Regrassing	3,872	0.2%	0.01	0.07	24	104	7	30
Weed & Pest	109	0.0%	0.00	0.02	1	34	0	10
Vehicles	31,295	1.6%	0.11	0.14	196	206	57	60
Fuel	0	0.0%	0.00	0.00	0	0	0	0
R & M - land & buildings	0	0.0%	0.00	0.00	0	0	0	0
R & M - plant and equipment	98,950	5.1%	0.36	0.28	618	412	179	120
Freight and General	13,303	0.7%	0.05	0.04	83	59	24	17
Total Other Working Expenses	277,016	14.4%	1.00	1.26	1,731	1,862	502	543
Overheads								
Administration	24,139	1.3%	0.09	0.11	151	160	44	47
Insurance	10,500	0.5%	0.04	0.07	66	98	19	29
ACC	0	0.0%	0.00	0.02	0	30	0	9
Rates	12,000	0.6%	0.04	0.06	75	81	22	24
Depreciation	116,000	6.0%	0.42	0.48	725	706	210	206
Total Overheads	162,639	8.5%	0.59	0.73	1,016	1,075	295	313
TOTAL DAIRY OPERATING EXPENSES	1,171,021	60.8%	4.22	4.97	7,319	7,327	2,121	2,137
Non-Dairy Operating Expenses								
Total Operating Expenses								
OPERATING PROFIT								
DAIRY OPERATING PROFIT	753,425	39.2%	2.72	1.88	4,709	2,772	1,365	808
Non-Dairy Operating Profit								
Total Operating Profit								

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Multiyear Financial Detail (total $)

DairyBase® Platform for growth.

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

	2018-19	2017-18	2016-17	2015-16
Business Type : Region	D:Marl-Cant	D:Marl-Cant	D:Marl-Cant	D:Marl-Cant
Milking Area (ha)	160.0	160.0	160.0	160.0
Peak Cows	552	558	555	555
Milksolids Kg	277,292	251,424	286,189	289,906

	2018-19		2017-18		2016-17		2015-16	
GROSS FARM REVENUE (GFR)	**Total $**	**% of GFR**	**Total $**	**% of GFR**	**Total $**	**% of GFR**	**Total $**	**% of GFR**
Net Milk Sales	1,777,435	92.4%	1,697,112	93.2%	1,864,235	95.4%	1,236,159	95.4%
Net Dairy Livestock Sales	161,465	8.4%	93,147	5.1%	93,390	4.8%	44,284	3.4%
Value of Change in Dairy Livestock	-14,454	-0.8%	31,151	1.7%	-3,464	-0.2%	15,253	1.2%
Other Dairy Revenue	0	0.0%	0	0.0%	0	0.0%	0	0.0%
DAIRY GROSS FARM REVENUE	1,924,446	100.0%	1,821,410	100.0%	1,954,161	100.0%	1,295,696	100.0%
Non-Dairy Cash Income							0	0.0%
Value of Change in Non-dairy livestock							0	0.0%
Total Gross Farm Revenue							1,295,696	100.0%
OPERATING EXPENSES								
Labour Expenses								
Wages	237,056	12.3%	249,217	13.7%	235,621	12.1%	219,193	16.9%
Labour Adjustment - Non-paid	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Labour Adjustment - Management	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Labour Expenses	237,056	12.3%	249,217	13.7%	235,621	12.1%	219,193	16.9%
Stock Expenses								
Animal Health	66,810	3.5%	65,793	3.6%	74,535	3.8%	57,851	4.5%
Breeding & Herd Improvement	66,015	3.4%	52,279	2.9%	43,546	2.2%	42,230	3.3%
Farm Dairy	7,634	0.4%	9,110	0.5%	8,685	0.4%	9,119	0.7%
Electricity (Farm Dairy, Water Supply)	20,000	1.0%	28,263	1.6%	28,011	1.4%	25,379	2.0%
Total Stock Expenses	160,459	8.3%	155,445	8.5%	154,777	7.9%	134,579	10.4%
Feed Expenses								
Supplement Expenses								
Net Made,Purchased, Cropped	132,371	6.9%	92,491	5.1%	81,775	4.2%	44,756	3.5%
Less Feed Inventory Adjustment	69,000	3.6%	0	0.0%	0	0.0%	0	0.0%
Calf Feed	6,000	0.3%	30,110	1.7%	22,733	1.2%	21,006	1.6%
Total Supplement Expenses	69,371	3.6%	122,601	6.7%	104,508	5.3%	65,762	5.1%
Grazing & Support block Expenses								
Young & Dry Stock Grazing	252,560	13.1%	124,079	6.8%	121,729	6.2%	112,184	8.7%
Winter Cow Grazing	0	0.0%	163,239	9.0%	142,336	7.3%	185,907	14.3%
Support block Lease	11,920	0.6%	0	0.0%	0	0.0%	0	0.0%
Owned Support block Adjustment	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Grazing & Support block expenses	264,480	13.7%	287,318	15.8%	264,065	13.5%	298,091	23.0%
Total Feed Expenses	333,851	17.3%	409,919	22.5%	368,573	18.9%	363,853	28.1%
Other Working Expenses								
Fertiliser	88,364	4.6%	29,873	1.6%	32,343	1.7%	15,087	1.2%
Nitrogen	0	0.0%	42,179	2.3%	38,597	2.0%	45,093	3.5%
Irrigation	41,123	2.1%	36,539	2.0%	45,536	2.3%	52,427	4.0%
Regrassing	3,872	0.2%	10,540	0.6%	11,762	0.6%	8,654	0.7%
Weed & Pest	109	0.0%	278	0.0%	1,223	0.1%	1,174	0.1%
Vehicles	31,295	1.6%	7,851	0.4%	10,573	0.5%	12,714	1.0%
Fuel	0	0.0%	9,740	0.5%	10,611	0.5%	10,275	0.8%
R & M - land & buildings	0	0.0%	9,300	0.5%	14,708	0.8%	19,215	1.5%
R & M - plant and equipment	98,950	5.1%	43,093	2.4%	83,072	4.3%	57,431	4.4%
Freight and General	13,303	0.7%	0	0.0%	12,444	0.6%	14,225	1.1%
Total Other Working Expenses	277,016	14.4%	189,393	10.4%	260,869	13.3%	236,295	18.2%
Overheads								
Administration	24,139	1.3%	21,773	1.2%	28,902	1.5%	24,965	1.9%
Insurance	10,500	0.5%	9,500	0.5%	9,500	0.5%	9,500	0.7%
ACC	0	0.0%	0	0.0%	6,765	0.3%	6,704	0.5%
Rates	12,000	0.6%	11,520	0.6%	11,520	0.6%	11,520	0.9%
Depreciation	116,000	6.0%	116,000	6.4%	116,000	5.9%	116,000	9.0%
Total Overheads	162,639	8.5%	158,793	8.7%	172,687	8.8%	168,689	13.0%
DAIRY OPERATING EXPENSES	1,171,021	60.8%	1,162,767	63.8%	1,192,527	61.0%	1,122,609	86.6%
Non-Dairy Operating Expenses							0	0.0%
Total Operating Expenses							1,122,609	86.6%
OPERATING PROFIT								
DAIRY OPERATING PROFIT	753,425	39.2%	658,643	36.2%	761,634	39.0%	173,087	13.4%
Non-Dairy Operating Profit							0	0.0%
Total Operating Profit							173,087	13.4%

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Multiyear Financial Detail (per kg MS)

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

	2018-19		2017-18		2016-17	
Number in Benchmark Group:		1 (DairyNZ Estimate)		144		153
Kg Milksolids/ha	1,733	1,473	1,571	1,509	1,789	1,528
Kg Milksolids/cow	502	429	451	433	516	443
Cows/FTE	153	161	151	159	142	163

GROSS FARM REVENUE (GFR)	2018-19		2018-19		2017-18		2016-17	
	Total $	**% of GFR**	**Farm**	**BM**	**Farm**	**BM**	**Farm**	**BM**
Net Milk Sales	1,777,435	92.4%	6.41	6.40	6.75	6.56	6.51	5.72
Net Dairy Livestock Sales	161,465	8.4%	0.58	0.41	0.37	0.35	0.33	0.36
Value of Change in Dairy Livestock	-14,454	-0.8%	-0.05	0.03	0.12	0.15	-0.01	0.10
Other Dairy Revenue	0	0.0%	0.00	0.02	0.00	0.02	0.00	0.02
DAIRY GROSS FARM REVENUE	1,924,446	100.0%	6.94	6.86	7.24	7.09	6.83	6.20
Total GFR (incl non-dairy)								
OPERATING EXPENSES								
Labour Expenses								
Wages	237,056	12.3%	0.85	0.73	0.99	0.75	0.82	0.70
Labour Adjustment - Non-paid	0	0.0%	0.00	0.02	0.00	0.03	0.00	0.03
Labour Adjustment - Management	0	0.0%	0.00	0.18	0.00	0.15	0.00	0.13
Total Labour Expenses	237,056	12.3%	0.85	0.94	0.99	0.92	0.82	0.86
Stock Expenses								
Animal Health	66,810	3.5%	0.24	0.20	0.26	0.22	0.26	0.22
Breeding & Herd Improvement	66,015	3.4%	0.24	0.14	0.21	0.14	0.15	0.12
Farm Dairy	7,634	0.4%	0.03	0.06	0.04	0.06	0.03	0.05
Electricity (Farm Dairy, Water Supply)	20,000	1.0%	0.07	0.10	0.11	0.10	0.10	0.10
Total Stock Expenses	160,459	8.3%	0.58	0.50	0.62	0.52	0.54	0.49
Feed Expenses								
Supplement Expenses								
Net Made,Purchased, Cropped	132,371	6.9%	0.48	0.83	0.37	0.85	0.29	0.69
Less Feed Inventory Adjustment	69,000	3.6%	0.25	0.01	0.00	-0.01	0.00	-0.01
Calf Feed	6,000	0.3%	0.02	0.00	0.12	0.06	0.08	0.03
Total Supplement Expenses	69,371	3.6%	0.25	0.81	0.49	0.92	0.37	0.73
Grazing & Support block Expenses								
Young & Dry Stock Grazing	252,560	13.1%	0.91	0.54	0.49	0.44	0.43	0.42
Winter Cow Grazing	0	0.0%	0.00	0.00	0.65	0.05	0.50	0.05
Support block Lease	11,920	0.6%	0.04	0.06	0.00	0.05	0.00	0.07
Owned Support block Adjustment	0	0.0%	0.00	0.13	0.00	0.11	0.00	0.09
Total Grazing & Support block expenses	264,480	13.7%	0.95	0.73	1.14	0.66	0.92	0.63
Total Feed Expenses	333,851	17.3%	1.20	1.55	1.63	1.58	1.29	1.36
Other Working Expenses								
Fertiliser	88,364	4.6%	0.32	0.50	0.12	0.37	0.11	0.38
Nitrogen	0	0.0%	0.00	0.00	0.17	0.07	0.13	0.05
Irrigation	41,123	2.1%	0.15	0.21	0.15	0.26	0.16	0.21
Regrassing	3,872	0.2%	0.01	0.07	0.04	0.07	0.04	0.07
Weed & Pest	109	0.0%	0.00	0.02	0.00	0.04	0.00	0.04
Vehicles	31,295	1.6%	0.11	0.14	0.03	0.08	0.04	0.07
Fuel	0	0.0%	0.00	0.00	0.04	0.06	0.04	0.05
R & M - land & buildings	0	0.0%	0.00	0.00	0.04	0.20	0.05	0.17
R & M - plant and equipment	98,950	5.1%	0.36	0.28	0.17	0.13	0.29	0.12
Freight and General	13,303	0.7%	0.05	0.04	0.00	0.03	0.04	0.03
Total Other Working Expenses	277,016	14.4%	1.00	1.26	0.75	1.32	0.91	1.19
Overheads								
Administration	24,139	1.3%	0.09	0.11	0.09	0.11	0.10	0.10
Insurance	10,500	0.5%	0.04	0.07	0.04	0.06	0.03	0.06
ACC	0	0.0%	0.00	0.02	0.00	0.02	0.02	0.02
Rates	12,000	0.6%	0.04	0.06	0.05	0.05	0.04	0.05
Depreciation	116,000	6.0%	0.42	0.48	0.46	0.48	0.41	0.47
Total Overheads	162,639	8.5%	0.59	0.73	0.63	0.72	0.60	0.70
DAIRY OPERATING EXPENSES	1,171,021	60.8%	4.22	4.97	4.62	5.07	4.17	4.60
Total Operating Exp. (incl non-dairy)								
OPERATING PROFIT								
DAIRY OPERATING PROFIT	753,425	39.2%	2.72	1.88	2.62	2.02	2.66	1.60
Total Operating Profit (incl non-dairy)								

Draft

Multiyear Financial Detail (per Ha)

DairyBase® Platform for growth.

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Dairy Season ended: 2019 Printed: 2 August 2019

Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

	2018-19		2017-18		2016-17	
Number in Benchmark Group:		1 (DairyNZ Estimate)		144		153
Kg Milksolids/ha	1,733	1,473	1,571	1,509	1,789	1,528
Kg Milksolids/cow	502	429	451	433	516	443
Cows/FTE	153	161	151	159	142	163

GROSS FARM REVENUE (GFR)	2018-19		2018-19		2017-18		2016-17	
	Total $	**% of GFR**	**Farm**	**BM**	**Farm**	**BM**	**Farm**	**BM**
Net Milk Sales	1,777,435	92.4%	11,109	9,426	10,607	9,898	11,651	8,740
Net Dairy Livestock Sales	161,465	8.4%	1,009	597	582	534	584	552
Value of Change in Dairy Livestock	-14,454	-0.8%	-90	44	195	233	-22	156
Other Dairy Revenue	0	0.0%	0	31	0	31	0	26
DAIRY GROSS FARM REVENUE	1,924,446	100.0%	12,028	10,099	11,384	10,696	12,214	9,475
Total GFR (incl non-dairy)								
OPERATING EXPENSES								
Labour Expenses								
Wages	237,056	12.3%	1,482	1,081	1,558	1,132	1,473	1,076
Labour Adjustment - Non-paid	0	0.0%	0	28	0	40	0	39
Labour Adjustment - Management	0	0.0%	0	271	0	222	0	203
Total Labour Expenses	237,056	12.3%	1,482	1,380	1,558	1,394	1,473	1,318
Stock Expenses								
Animal Health	66,810	3.5%	418	300	411	336	466	331
Breeding & Herd Improvement	66,015	3.4%	413	205	327	217	272	187
Farm Dairy	7,634	0.4%	48	86	57	83	54	80
Electricity (Farm Dairy, Water Supply)	20,000	1.0%	125	142	177	153	175	147
Total Stock Expenses	160,459	8.3%	1,003	732	972	789	967	745
Feed Expenses								
Supplement Expenses								
Net Made,Purchased, Cropped	132,371	6.9%	827	1,217	578	1,286	511	1,057
Less Feed Inventory Adjustment	69,000	3.6%	431	18	0	-9	0	-8
Calf Feed	6,000	0.3%	38	0	188	91	142	50
Total Supplement Expenses	69,371	3.6%	434	1,200	766	1,387	653	1,115
Grazing & Support block Expenses								
Young & Dry Stock Grazing	252,560	13.1%	1,578	792	775	667	761	646
Winter Cow Grazing	0	0.0%	0	0	1,020	82	890	79
Support block Lease	11,920	0.6%	74	89	0	80	0	106
Owned Support block Adjustment	0	0.0%	0	196	0	169	0	138
Total Grazing & Support block expenses	264,480	13.7%	1,653	1,077	1,796	998	1,650	970
Total Feed Expenses	333,851	17.3%	2,087	2,277	2,562	2,385	2,304	2,084
Other Working Expenses								
Fertiliser	88,364	4.6%	552	735	187	562	202	577
Nitrogen	0	0.0%	0	0	264	113	241	79
Irrigation	41,123	2.1%	257	313	228	389	285	325
Regrassing	3,872	0.2%	24	104	66	111	74	101
Weed & Pest	109	0.0%	1	34	2	62	8	54
Vehicles	31,295	1.6%	196	206	49	118	66	108
Fuel	0	0.0%	0	0	61	85	66	76
R & M - land & buildings	0	0.0%	0	0	58	305	92	262
R & M - plant and equipment	98,950	5.1%	618	412	269	200	519	185
Freight and General	13,303	0.7%	83	59	0	53	78	53
Total Other Working Expenses	277,016	14.4%	1,731	1,862	1,184	1,996	1,630	1,818
Overheads								
Administration	24,139	1.3%	151	160	136	159	181	150
Insurance	10,500	0.5%	66	98	59	89	59	86
ACC	0	0.0%	0	30	0	29	42	31
Rates	12,000	0.6%	75	81	72	82	72	82
Depreciation	116,000	6.0%	725	706	725	727	725	714
Total Overheads	162,639	8.5%	1,016	1,075	992	1,087	1,079	1,064
DAIRY OPERATING EXPENSES	1,171,021	60.8%	7,319	7,327	7,267	7,651	7,453	7,029
Total Operating Exp. (incl non-dairy)								
OPERATING PROFIT								
DAIRY OPERATING PROFIT	753,425	39.2%	4,709	2,772	4,117	3,045	4,760	2,445
Total Operating Profit (incl non-dairy)								

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Multiyear Financial Detail (per cow)

DairyBase® Platform for growth.

Lincoln University Dairy Farm IFB- Production Year (Farm ID: 725852)
Dairy Season ended: 2019 Printed: 2 August 2019

Benchmark Group Selected by:	Profitability analysis Region : Marlborough-Canterbury	Farm business type : 1- Owner operator
Benchmark Group Ranked by:		

	2018-19		2017-18		2016-17	
Number in Benchmark Group:		1 (DairyNZ Estimate)		144		153
Kg Milksolids/ha	1,733	1,473	1,571	1,509	1,789	1,528
Kg Milksolids/cow	502	429	451	433	516	443
Cows/FTE	153	161	151	159	142	163

GROSS FARM REVENUE (GFR)	2018-19		2018-19		2017-18		2016-17	
	Total $	**% of GFR**	**Farm**	**BM**	**Farm**	**BM**	**Farm**	**BM**
Net Milk Sales	1,777,435	92.4%	3,220	2,749	3,041	2,841	3,359	2,535
Net Dairy Livestock Sales	161,465	8.4%	293	174	167	153	168	160
Value of Change in Dairy Livestock	-14,454	-0.8%	-26	13	56	67	-6	45
Other Dairy Revenue	0	0.0%	0	9	0	9	0	8
DAIRY GROSS FARM REVENUE	1,924,446	100.0%	3,486	2,945	3,264	3,070	3,521	2,748
Total GFR (incl non-dairy)								
OPERATING EXPENSES								
Labour Expenses								
Wages	237,056	12.3%	429	315	447	325	425	312
Labour Adjustment - Non-paid	0	0.0%	0	8	0	11	0	11
Labour Adjustment - Management	0	0.0%	0	79	0	64	0	59
Total Labour Expenses	237,056	12.3%	429	403	447	400	425	382
Stock Expenses								
Animal Health	66,810	3.5%	121	87	118	97	134	96
Breeding & Herd Improvement	66,015	3.4%	120	60	94	62	78	54
Farm Dairy	7,634	0.4%	14	25	16	24	16	23
Electricity (Farm Dairy, Water Supply)	20,000	1.0%	36	41	51	44	50	43
Total Stock Expenses	160,459	8.3%	291	214	279	227	279	216
Feed Expenses								
Supplement Expenses								
Net Made,Purchased, Cropped	132,371	6.9%	240	355	166	369	147	306
Less Feed Inventory Adjustment	69,000	3.6%	125	5	0	-3	0	-2
Calf Feed	6,000	0.3%	11	0	54	26	41	14
Total Supplement Expenses	69,371	3.6%	126	350	220	398	188	323
Grazing & Support block Expenses								
Young & Dry Stock Grazing	252,560	13.1%	458	231	222	191	219	187
Winter Cow Grazing	0	0.0%	0	0	293	24	256	23
Support block Lease	11,920	0.6%	22	26	0	23	0	31
Owned Support block Adjustment	0	0.0%	0	57	0	49	0	40
Total Grazing & Support block expenses	264,480	13.7%	479	314	515	287	476	281
Total Feed Expenses	333,851	17.3%	605	664	735	685	664	605
Other Working Expenses								
Fertiliser	88,364	4.6%	160	214	54	161	58	167
Nitrogen	0	0.0%	0	0	76	32	70	23
Irrigation	41,123	2.1%	74	91	65	112	82	94
Regrassing	3,872	0.2%	7	30	19	32	21	29
Weed & Pest	109	0.0%	0	10	0	18	2	16
Vehicles	31,295	1.6%	57	60	14	34	19	31
Fuel	0	0.0%	0	0	17	25	19	22
R & M - land & buildings	0	0.0%	0	0	17	88	27	76
R & M - plant and equipment	98,950	5.1%	179	120	77	57	150	54
Freight and General	13,303	0.7%	24	17	0	15	22	15
Total Other Working Expenses	277,016	14.4%	502	543	339	573	470	527
Overheads								
Administration	24,139	1.3%	44	47	39	46	52	44
Insurance	10,500	0.5%	19	29	17	26	17	25
ACC	0	0.0%	0	9	0	8	12	9
Rates	12,000	0.6%	22	24	21	24	21	24
Depreciation	116,000	6.0%	210	206	208	209	209	207
Total Overheads	162,639	8.5%	295	313	285	312	311	308
DAIRY OPERATING EXPENSES	1,171,021	60.8%	2,121	2,137	2,084	2,196	2,149	2,039
Total Operating Exp. (incl non-dairy)								
OPERATING PROFIT								
DAIRY OPERATING PROFIT	753,425	39.2%	1,365	808	1,180	874	1,372	709
Total Operating Profit (incl non-dairy)								

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