

This information was collected in the level-1 questionnaire. It is used to generate adjustments and KPI's in both Financial and Physical Detail reports. Please check that it is correct.

Dairy Co Supplied:	Fonterra	Balance Month:	May
Production System:	4 Feed imported to extend lactation 21-30%	Milking Interval:	Other, (3 times in 48 hours etc)
Business Type:	Owner operator	Organic:	No
Calving Season:	Spring only	District:	Selwyn
Winter Milk:	No	Season's rainfall (mm):	540
Region:	Canterbury	NIWA 10 Yr Av Rainfall (mm):	616
% Milking Area Irrigated:	More than 30%		
Farm Dairy Type:	R50		

Stock	
Predominant dairy breed:	Crossbred
Peak Cows Milked:	555
Stocking rate (Cows/ha):	3.5
Replacement Calves Reared:	160

Land Area (ha)	
Total Dairying area:	167.5
less Ungrazeable area:	7.5
Effective Dairying area:	160.0
Support block effective area:	28.0
Defined Young Stock area:	0.0
Non-dairy effective area:	0.0

Labour	
Full Time paid labour equivalents:	3.3
Full Time unpaid labour equivalents:	0.0
FTE unpaid management:	0.0
Total FTEs:	3.3
Milking Cups per FTE:	15.4

Production	Total	Per ha	Per cow	Composition
Milk Litres:	2,676,752	16,730	4,823	
Fat kg:	143,132	895	258	5.3%
Protein kg:	115,718	723	209	4.3%
Financial year - Milksolids kg:	258,863	1,618	466	9.7%
Production year - Milksolids kg:	258,863	1,618	466	

Number in Benchmark Group:	27
Benchmark Group Selected by:	Farm business type (1- Owner operator) District groups (Mid Canterbury)
Benchmark Group Ranked by:	

Data entered by:	Financial: DairyBase Support Centre (JH)	Extended Physical: DairyBase Support Centre (JH)
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Validation Messages: (none)

Profitability KPI's

Lincoln University Dairy Farm (Farm ID: 420)

Dairy Season ended: 2022

Printed: 20 November 2022

Number in Benchmark Group:	27
Benchmark Group Selected by:	Farm business type (1- Owner operator) District groups (Mid Canterbury)
Benchmark Group Ranked by:	

FARM PHYSICAL KPI's	2021/22		2020/21		2019/20	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Cows/ha	3.5	3.4	3.5	3.6	3.5	3.6
Kg Milksolids/ha	1,618	1,485	1,752	1,663	1,751	1,660
Kg Milksolids/cow	466	434	505	458	505	460
Cows/FTE	168	191	159	179	139	176
KgMS/FTE	78,443	82,832	80,109	82,223	70,031	81,178

PROFITABILITY	2021/22		2020/21		2019/20	
	Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Dairy						
Gross Farm Revenue/ha	15,550	13,942	13,478	12,877	12,567	12,373
Operating Expenses/ha	8,876	7,829	7,574	8,225	8,382	8,254
Operating Profit/ha	6,674	6,113	5,904	4,652	4,185	4,120
Gross Farm Revenue/KgMS	9.61	9.39	7.69	7.74	7.18	7.46
Operating Expenses/KgMS	5.49	5.27	4.32	4.94	4.79	4.97
Operating Profit/KgMS	4.13	4.12	3.37	2.80	2.39	2.48
FWE/KgMS	4.93	4.81	4.08	4.38	4.35	4.36
Operating Profit Margin %	42.9%	43.8%	43.8%	36.1%	33.3%	33.3%

LIQUIDITY	2021/22	2020/21	2019/20
Net Cash Income	2,514,890	2,135,211	2,046,052
Farm Working Expenses	1,277,448	1,142,800	1,218,251
Cash Operating Surplus	1,237,442	992,411	827,801

Profitability Cash Flow

CASH	\$/KgMS	\$	NON CASH ADJUSTMENTS	\$	CASH + NON CASH	\$
DAIRY SALES					DAIRY GFR	
Net Milk	9.30	2,407,426			Net Milk	2,407,426
Net Livestock	0.41	107,295	+ Value of Change in Dairy Livestock	-26,821	Net Livestock	80,474
Other Dairy	0.00	169			Other Dairy	169
NET CASH INCOME	9.72	2,514,890			DAIRY GFR	2,488,069

CASH FWE	\$/KgMS	\$	NON CASH ADJUSTMENTS	\$	OPERATING EXPENSES	\$
Wages	0.78	200,908	+ Labour Adj	0	Labour Expenses	200,908
Stock Expenses	0.84	217,092			Stock Expenses	217,092
Supplementary Feed	0.72	185,933	- Feed Inventory Adj	-22,542	Total Suppl. Expenses	208,475
Grazing and Support block	1.01	262,272	+ Owned Supp block Adj	15,200	Total Graz. & Supp. block	277,472
Other Working Expenses	1.26	327,377			Other Working Expenses	327,377
Overheads	0.32	83,866	+ Depreciation	105,000	Total Overheads	188,866
FARM WORKING EXPENSES	4.93	1,277,448			OPERATING EXPENSES	1,420,190

CASH OPERATING SURPLUS	4.78	1,237,442	NET ADJUSTMENTS	-169,563	DAIRY OPERATING PROFIT	1,067,879
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Multiyear Financial Detail (total \$)

Lincoln University Dairy Farm (Farm ID: 420232)
Dairy Season ended: 2022

Printed: 20 November 2022

	2021/22	2020/21	2019/20
Business Type : Region	OO:Marl-Cant	OO:Marl-Cant	OO:Marl-Cant
Milking Area (ha)	160	160	160
Peak Cows	555	555	555
Milksolids Kg	258,863	280,381	280,123

	2021/22		2020/21		2019/20	
	Total \$	% of GFR	Total \$	% of GFR	Total \$	% of GFR
GROSS FARM REVENUE (GFR)						
Net Milk Sales	2,407,426	96.8%	2,109,540	97.8%	1,936,400	96.3%
Net Dairy Livestock Sales	107,295	4.3%	25,502	1.2%	109,277	5.4%
Value of Change in Dairy Livestock	-26,821	-1.1%	21,294	1.0%	-35,343	-1.8%
Other Dairy Revenue	169	0.0%	169	0.0%	375	0.0%
Dairy Gross Farm Revenue	2,488,069	100.0%	2,156,505	100.0%	2,010,709	100.0%
Non-Dairy Cash Income						
Value of Change in Non-dairy Livestock						
Total Gross Farm Revenue						

OPERATING EXPENSES						
Labour Expenses						
Wages	200,908	8.1%	241,106	11.2%	249,765	12.4%
Labour Adjustment - Unpaid	0	0.0%	0	0.0%	0	0.0%
Labour Adjustment - Management	0	0.0%	0	0.0%	0	0.0%
Total Labour Expenses	200,908	8.1%	241,106	11.2%	249,765	12.4%
Stock Expenses						
Animal Health	72,928	2.9%	77,446	3.6%	88,750	4.4%
Breeding & Herd Improvement	72,710	2.9%	71,952	3.3%	63,402	3.2%
Farm Dairy	11,802	0.5%	8,306	0.4%	6,373	0.3%
Electricity (Farm Dairy, Water Supply)	59,652	2.4%	42,533	2.0%	40,057	2.0%
Total Stock Expenses	217,092	8.7%	200,237	9.3%	198,582	9.9%
Feed Expenses						
<u>Supplement Expenses.</u>						
Net Made, Purchased, Cropped	185,933	7.5%	171,813	8.0%	133,903	6.7%
Less Feed Inventory Adjustment	-22,542	-0.9%	37,800	1.8%	0	0.0%
Calf Feed	0	0.0%	0	0.0%	52,200	2.6%
Total Supplement Expenses	208,475	8.4%	134,013	6.2%	186,103	9.3%
<u>Grazing & Support block Expenses.</u>						
Young & Dry Stock Grazing	127,909	5.1%	115,174	5.3%	122,400	6.1%
Winter Cow Grazing	124,764	5.0%	100,048	4.6%	115,780	5.8%
Support block Lease	9,599	0.4%	11,920	0.6%	11,920	0.6%
Owned Support block Adjustment	15,200	0.6%	6,800	0.3%	6,800	0.3%
Total Grazing & Support block Expenses	277,472	11.2%	233,942	10.8%	256,900	12.8%
Total Feed Expenses	485,947	19.5%	367,955	17.1%	443,003	22.0%
Other Working Expenses						
Fertiliser	125,433	5.0%	89,292	4.1%	95,491	4.7%
Nitrogen	0	0.0%	0	0.0%	0	0.0%
Irrigation	13,418	0.5%	41,875	1.9%	41,875	2.1%
Regrassing	39,975	1.6%	167	0.0%	11,210	0.6%
Weed & Pest	640	0.0%	0	0.0%	478	0.0%
Vehicles	19,311	0.8%	17,614	0.8%	22,618	1.1%
Fuel	0	0.0%	0	0.0%	0	0.0%
R & M - land & buildings	61,346	2.5%	74,627	3.5%	78,809	3.9%
R & M - plant and equipment	48,055	1.9%	20,000	0.9%	20,000	1.0%
Freight and General	19,199	0.8%	22,412	1.0%	13,351	0.7%
Total Other Working Expenses	327,377	13.2%	265,987	12.3%	283,832	14.1%
Overheads						
Administration	55,301	2.2%	8,138	0.4%	29,346	1.5%
Insurance	18,000	0.7%	18,000	0.8%	8,023	0.4%
ACC	0	0.0%	0	0.0%	0	0.0%
Rates	10,565	0.4%	10,377	0.5%	12,500	0.6%
Depreciation	105,000	4.2%	100,000	4.6%	116,000	5.8%
Total Overheads	188,866	7.6%	136,515	6.3%	165,869	8.2%
Total Dairy Operating Expenses	1,420,190	57.1%	1,211,800	56.2%	1,341,051	66.7%
Non-Dairy Operating Expenses		0.0%		0.0%		0.0%
Total Operating Expenses						

OPERATING PROFIT						
Dairy Operating Profit	1,067,879	42.9%	944,705	43.8%	669,658	33.3%
Non-Dairy Operating Profit						
Total Operating Profit						