



DAIRY FARM SURVEY

For the 2024/2025 Season

AN ECONOMIC SURVEY OF

FACTORY SUPPLY DAIRY FARMERS

FOR THE 2024/2025 SEASON
FROM THE PRACTICE OF
GRAHAM BROWN & CO LTD

A. THOSE SURVEYED

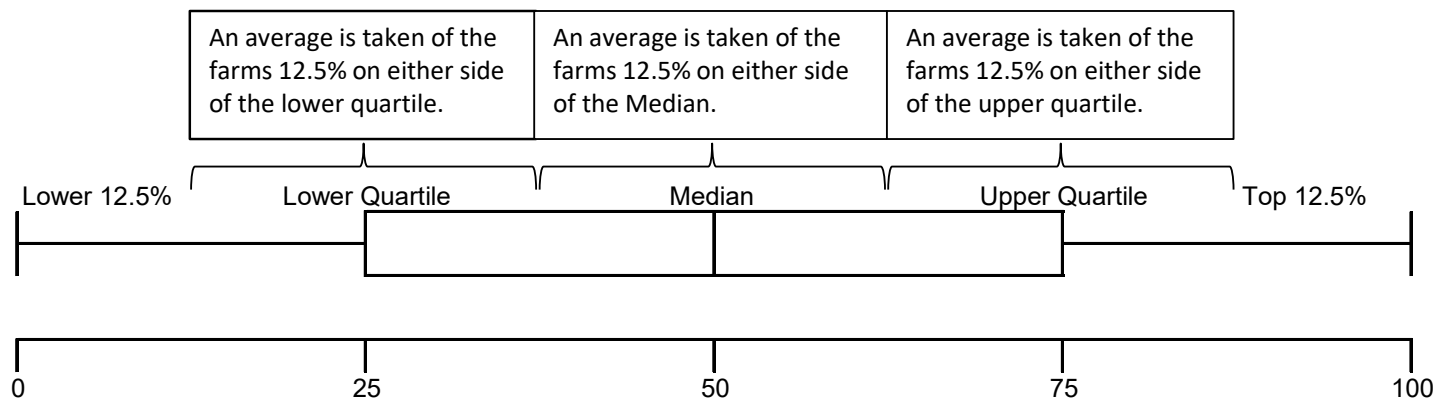
1. The population includes categories for Farm Owners, Sharemilkers and Farm Owners with Sharemilkers, of the practice of Graham Brown & Co Ltd, who:
 - (i) are factory supply, and
 - (ii) derive at least 95% of their gross income from dairying
2. The area represented by this survey is predominantly that of the South Waikato.

B. ECONOMIC FARM SURPLUS (EFS)

The surplus remaining after expenditure on farming operations (ie. repairs and maintenance, vehicle and standing charges) is called EFS. It measures relative profitability per hectare without being influenced by such items as levels of indebtedness, capital expenditure, taxation and personal drawings. For this reason we are firstly taking the farm surplus from the farm working account. This is prior to book entries for building depreciation, off farm income such as interest received and taxation provisions. It includes any increase or decrease in stock numbers at market values. Secondly, we are adding back interest and lease payments for stock and for land which is milked on. We are leaving in lease payments for land which is used as a run-off. Thirdly, we are deducting a management salary based on "unpaid" labour utilised in the farming operation. This primarily gives the proprietor a return for their labour. It also eliminates any anomalies which may exist where there are more or less than one full time proprietor.

C. FORMAT OF COMPARISONS

We have collated the data as averages of the Lower, Median and Upper Quartile.
ie. If 100 farms were in the survey, we would first order them from smallest to largest by their EFS and the average of the quartiles would be calculated as per the following



D. OTHER POINTS

1. Separate statistics are prepared for the three distinct areas of:
 - Farm Owners
 - Sharemilkers
 - Farm Owners Employing Sharemilkers
2. No adjustment is made for interim and deferred final payments when calculating EFS which may in isolated circumstances cause some distortions.
3. Where a farmer utilises a run-off the effective hectares used for these calculations are those that are milked upon.
4. Effective hectares only excludes from total hectares unfarmable areas, (by way of contour for example) and does not exclude areas for tanker tracks, houses etc.
5. In some instances the figures will not add vertically. This is due to rounding when the figures are averaged.

STATISTICS 2024-2025 YEAR

FARM OWNERS

	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE	AVERAGE OF TOP 10%
<u>BASIC DATA</u>				
EFFECTIVE HA's	191	184	138	160
COWS AS AT 31st October	493	541	428	542
<u>PRODUCTION</u>				
TOTAL MILK SOLIDS				
KG's/HA	1101	1233	1402	1679
KG's/COW	424	425	454	489
<u>INCOME/HA</u>				
TOTAL SOLIDS	10708.65	12205.81	14521.55	17271.26
OTHER INCOME	328.52	463.04	476.35	731.26
LIVESTOCK INCOME				
- CASH	684.13	657.88	901.48	947.42
- NUMBER CHANGE	97.52	162.86	69.21	334.76
<u>TOTAL INCOME/HA</u>	11818.82	13489.59	15968.59	19284.70
<u>COSTS/HA</u>				
FARM WORKING	5544.72	5551.94	5960.49	7053.14
LABOUR	770.57	1016.64	1570.68	1584.35
FINANCIAL EXPENSES	2061.38	2100.28	2327.52	2328.10
ADMINISTRATION	433.90	462.32	446.88	474.82
<u>EXPENSES/HA</u>	8810.56	9131.18	10305.57	11440.42
<u>FARM SURPLUS/HA</u>	3008.26	4358.41	5663.02	7844.28
<u>ECONOMIC FARM SURPLUS</u>				
<u>ADJUSTMENT/HA</u>				
INTEREST & LEASE CHARGES	2063.52	2100.01	2327.32	2327.71
INCREASE IN FEED ON HAND	0.00	0.00	0.00	0.00
EXTRAORDINARY EXPENSES	0.00	0.00	0.00	0.00
<u>Less</u>				
Managerial Salary & Unpaid Labour/Ha	397.59	357.00	294.01	370.84
Decrease in Feed on Hand	0.00	0.00	0.00	0.00
Depreciation	425.28	465.18	528.73	749.62
Runoff Rental	18.97	11.00	21.79	22.59
<u>ECONOMIC FARM SURPLUS/HA</u>	4229.95	5625.24	7145.80	9028.93
Return on Dairy Assets (Plant at Opening Book, Stock at Opening MV, Land, Building & Shares at MV)	7.62%	10.08%	10.61%	12.48%
<u>RATIOS</u>				
Term Debt & OD/Total Assets	0.40	0.44	0.32	0.26
Interest Cover (Farm Cash Surplus <i>before</i> Interest, Lease & Long-term grazing <i>less</i> Tax & Drawings/Interest, Lease & Long Term Grazing)	1.87	2.36	2.57	3.09

STATISTICS 2024-2025 YEAR

FARM OWNERS

	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE	AVERAGE OF TOP 10%
<u>ANALYSIS/KG OF MILKSOLIDS</u>				
EXPENSES:				
FARM WORKING	4.92	4.42	4.19	4.15
LABOUR	0.65	0.82	1.14	0.94
ADMINISTRATION	0.13	0.11	0.09	0.09
STANDING CHARGES	0.26	0.26	0.22	0.19
	5.96	5.62	5.64	5.37
Less				
OTHER INCOME	0.36	0.51	0.54	0.58
LIVESTOCK CASH INCOME	0.65	0.56	0.64	0.57
	4.96	4.54	4.45	4.21
Plus				
INTEREST & LEASE CHARGES	2.04	1.75	1.69	1.42
PRINCIPAL	0.72	0.71	0.58	0.82
DRAWINGS	0.73	0.50	0.50	0.31
TAX	0.34	0.49	0.69	1.08
NET CAPITAL REPLACEMENT	0.17	0.28	0.12	0.24
<u>NET FARM COSTS</u>	8.96	8.27	8.04	8.08
BREAKDOWN OF FARM WORKING COSTS:				
<u>VARIABLE COSTS:</u>				
FERTILISER & SPREADING/HA	619.93	555.23	577.80	634.23
REPAIRS & MAINTENANCE/HA	752.79	590.87	641.16	665.68
NITROGEN/HA	77.77	121.11	115.90	189.23
<u>SEMI-VARIABLE COSTS:</u>				
ANIMAL HEALTH/COW	166.72	171.99	164.38	153.25
BREEDING/COW	58.53	70.32	60.78	61.48
CALF REARING/COW	36.97	40.97	39.87	34.08
HERD TESTING/COW	5.32	7.09	9.22	6.85
BROUGHT IN FEED/COW	901.59	885.62	950.34	1033.29
CONCENTRATES/COW	200.08	100.43	230.15	24.77
CROPPING EXPENSES/COW	53.99	29.39	54.79	61.19
GRASS SILAGE/COW	60.95	77.55	71.24	53.81
GRAZING CALVES/COW	10.21	26.66	17.60	18.60
GRAZING HEIFERS/COW	101.74	112.06	120.70	128.06
GRAZING COWS/COW	16.10	32.72	27.46	83.22
GRAZING LAND/COW	8.06	0.27	18.87	0.00
HAY/COW	14.73	10.79	21.45	19.81
MAIZE/COW	72.86	69.39	52.95	99.28
NITROGEN/COW	30.71	41.34	36.53	55.22
MEAL/PALM KERNEL/GRAIN ETC	362.52	415.92	335.12	519.43
HARVESTING/COW	65.01	54.45	50.05	66.01
PASTURE RENOVATION	107.06	82.74	76.57	88.95
WEED & PEST CONTROL/HA	51.46	39.83	41.72	48.81
VEHICLE EXPENSES/HA	319.62	268.84	283.02	308.30
WAGES/CONTRACT MILKING/COW	279.96	342.41	501.90	462.47
WAGES/CONTRACT MILKING & MANAGERIAL SALARY/COW	428.30	466.67	562.73	569.21
<u>FIXED COSTS:</u>				
FARM POWER/COW	46.37	31.88	36.15	36.23
SHED EXPENSES/COW	39.60	22.28	33.39	28.31
DRAWINGS	105105	101041	101507	74214

STATISTICS 2024-2025 YEAR

SHAREMILKERS

	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE	AVERAGE OF TOP 10%
<u>BASIC DATA</u>				
EFFECTIVE HA's	180	177	184	132
COWS AS AT 31st October	530	490	583	485
<u>PRODUCTION</u>				
TOTAL MILK SOLIDS				
KG's/HA	1177	1178	1437	1600
KG's/COW	399	419	477	449
<u>INCOME/HA</u>				
TOTAL SOLIDS	5983.03	6099.19	7216.33	8512.74
OTHER INCOME	54.38	45.58	83.20	59.74
LIVESTOCK INCOME				
- CASH	533.86	598.38	820.44	703.82
- NUMBER CHANGE	136.30	145.71	185.01	697.54
<u>TOTAL INCOME/HA</u>	6707.58	6888.86	8304.97	9973.83
<u>COSTS/HA</u>				
FARM WORKING	3036.03	2440.71	3308.19	3673.99
LABOUR	610.17	1098.74	754.28	1131.61
FINANCIAL EXPENSES	317.65	239.94	248.00	213.77
ADMINISTRATION	178.73	216.60	239.18	200.81
<u>EXPENSES/HA</u>	4142.58	3995.98	4549.65	5220.18
<u>FARM SURPLUS/HA</u>	2564.99	2892.88	3755.32	4753.65
<u>ECONOMIC FARM SURPLUS</u>				
<u>ADJUSTMENT/HA</u>				
INTEREST & LEASE CHARGES	268.73	143.07	248.40	212.49
INCREASE IN FEED ON HAND	0.00	0.00	0.00	0.00
EXTRAORDINARY EXPENSES	0.00	0.00	0.00	0.00
<u>Less</u>				
Managerial Salary & Unpaid Labour/Ha	397.30	262.99	454.39	398.03
Decrease in Feed	0.00	0.00	0.00	0.00
Depreciation	224.75	226.26	343.41	322.02
Runoff Rental	0.00	0.00	0.00	0.00
<u>ECONOMIC FARM SURPLUS/HA</u>	2211.67	2546.69	3205.92	4246.08
Return on Dairy Assets (Plant at Opening Book, Stock at Opening MV, Shares at MV)	32.06%	38.94%	40.15%	51.19%
<u>RATIOS</u>				
Term Debt & OD/Total Assets	0.27	0.20	0.30	0.15
Interest Cover (Farm Cash Surplus <i>before</i> Interest, Lease & Long-term Grazing <i>less</i> Tax & Drawings/Interest, Lease & Long Term Grazing)	2.90	5.62	5.11	5.28

STATISTICS 2024-2025 YEAR

SHAREMILKERS

	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE	AVERAGE OF TOP 10%
<u>ANALYSIS/KG OF MILKSOLIDS</u>				
EXPENSES:				
FARM WORKING	2.58	2.03	2.26	2.32
LABOUR	0.51	0.88	0.47	0.63
ADMINISTRATION	0.10	0.13	0.10	0.08
STANDING CHARGES	0.05	0.04	0.07	0.05
	3.24	3.09	2.91	3.08
Less				
OTHER INCOME	0.08	0.07	0.07	0.07
LIVESTOCK CASH INCOME	0.49	0.52	0.59	0.45
	2.67	2.50	2.24	2.57
Plus				
INTEREST & LEASE CHARGES	0.22	0.13	0.17	0.15
PRINCIPAL	0.33	0.58	0.52	0.68
DRAWINGS	0.70	0.40	0.66	0.75
TAX	0.25	0.35	0.48	0.50
NET CAPITAL REPLACEMENT	0.21	0.38	0.49	0.08
<u>NET FARM COSTS</u>	4.37	4.33	4.56	4.72
BREAKDOWN OF FARM WORKING COSTS:				
<u>VARIABLE COSTS:</u>				
FERTILISER & SPREADING/HA	108.31	50.39	93.20	90.73
REPAIRS & MAINTENANCE/HA	198.50	84.31	98.47	174.62
NITROGEN/HA	62.83	115.47	22.57	52.48
<u>SEMI-VARIABLE COSTS:</u>				
ANIMAL HEALTH/COW	122.99	133.89	133.23	138.26
BREEDING/COW	64.77	53.39	55.66	58.55
CALF REARING/COW	23.55	24.50	22.85	24.35
HERD TESTING/COW	4.36	8.15	14.63	11.89
BROUGHT IN FEED/COW	455.94	337.03	536.20	539.33
CONCENTRATES/COW	0.00	79.96	43.10	0.00
CROPPING EXPENSES/COW	22.66	42.62	18.83	14.03
GRASS SILAGE/COW	57.05	9.45	64.79	0.00
GRAZING CALVES/COW	33.64	14.15	14.81	13.08
GRAZING HEIFERS/COW	57.91	51.08	80.42	68.20
GRAZING COWS/COW	7.02	2.80	26.24	0.24
GRAZING LAND/COW	3.53	0.00	2.45	-0.10
HAY/COW	10.07	2.31	7.91	6.47
MAIZE/COW	25.04	15.84	23.62	193.24
NITROGEN/COW	21.11	40.79	8.03	15.53
OTHER BROUGHT IN FEED/SQUASH ETC	239.01	118.47	254.03	244.18
HARVESTING/COW	22.93	22.06	27.97	5.36
PASTURE RENOVATION	16.97	14.85	21.44	7.40
WEED & PEST CONTROL/HA	15.90	12.23	10.83	19.41
VEHICLE EXPENSES/HA	310.28	310.92	333.49	275.13
WAGES/CONTRACT MILKING/COW	199.00	375.00	243.91	302.79
WAGES/CONTRACT MILKING & MANAGERIAL SALARY/COW	266.73	473.45	320.24	413.58
<u>FIXED COSTS:</u>				
FARM POWER/COW	51.44	46.21	26.58	42.52
SHED EXPENSES/COW	26.18	20.43	32.09	15.30
DRAWINGS	115135	102374	96209	135263

STATISTICS 2024-2025 YEAR

FARM OWNERS WITH SHAREMILKERS

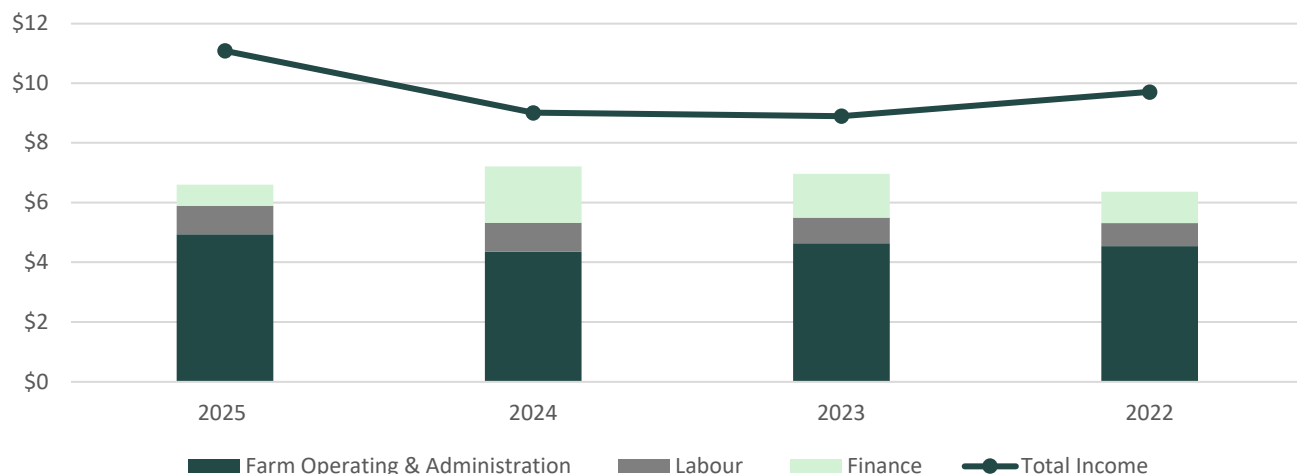
	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE
<u>BASIC DATA</u>			
EFFECTIVE HA's	94	170	118
COWS AS AT 31st October	279	516	410
<u>PRODUCTION</u>			
TOTAL MILK SOLIDS			
KG's/HA	1121	1350	1628
KG's/COW	370	441	490
<u>INCOME/HA</u>			
TOTAL SOLIDS	5871.04	6901.40	8530.97
OTHER INCOME	363.92	569.40	409.67
LIVESTOCK INCOME			
- CASH	0.00	0.00	0.00
- NUMBER CHANGE	0.00	0.00	0.00
<u>TOTAL INCOME/HA</u>	6234.95	7470.80	8940.63
<u>COSTS/HA</u>			
FARM WORKING	2490.28	2650.44	3291.00
LABOUR	1.51	7.16	12.81
FINANCIAL EXPENSES	873.44	752.20	662.45
ADMINISTRATION	402.85	376.05	486.78
<u>EXPENSES/HA</u>	3831.21	3819.70	4453.03
<u>FARM SURPLUS/HA</u>	2403.75	3651.10	4487.60
<u>ECONOMIC FARM SURPLUS/HA</u>			
<u>ADJUSTMENT/HA</u>			
INTEREST & LEASE CHARGES	873.57	752.55	662.45
INCREASE IN FEED ON HAND	0.00	0.00	0.00
EXTRAORDINARY EXPENSES	0.00	0.00	0.00
<u>Less</u>			
Decrease in Feed	0.00	0.00	0.00
Depreciation	314.22	404.70	531.25
Runoff Rental	0.00	0.00	0.00
<u>ECONOMIC FARM SURPLUS/HA</u>	2963.10	3912.12	4618.80
Return on Dairy Assets (Plant at Opening Book, Land, Building & Shares at MV)	5.10%	6.43%	8.48%
<u>RATIOS</u>			
Term Debt & OD/Total Assets	0.24	0.17	0.17
Interest Cover (Farm Cash Surplus <i>before</i> Interest, Lease & Long-term Grazing <i>less</i> Tax & Drawings/Interest, Lease & Long Term Grazing)	2.13	3.36	4.00

STATISTICS 2024-2025 YEAR

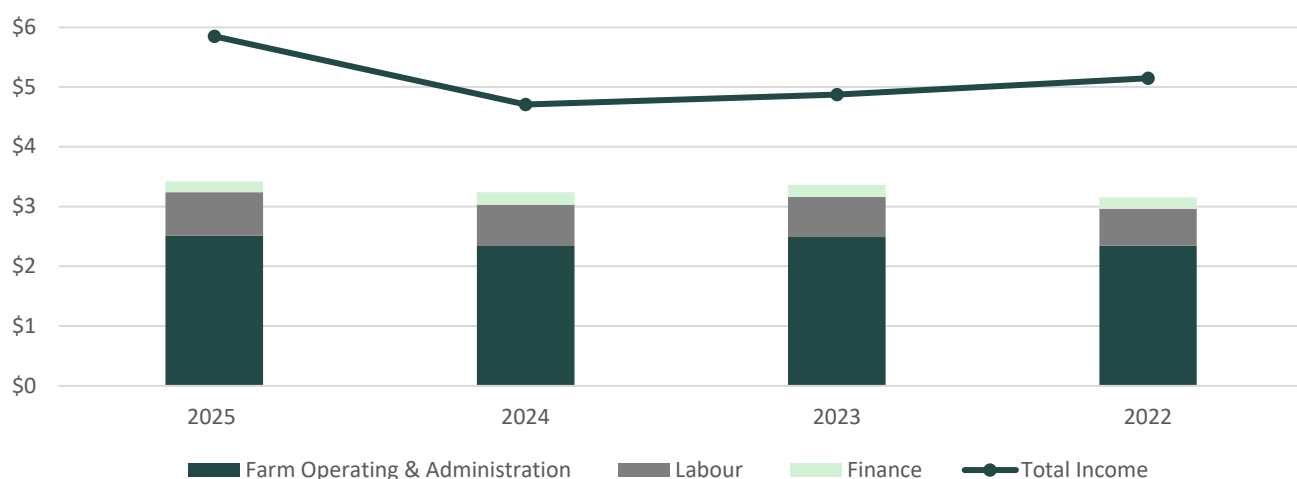
FARM OWNERS WITH SHAREMILKERS

	AVERAGE Around LOWER QUARTILE	AVERAGE Around MEDIAN	AVERAGE Around UPPER QUARTILE
<u>ANALYSIS/KG OF MILKSOLIDS</u>			
EXPENSES:			
FARM WORKING	2.17	1.94	1.98
LABOUR	0.05	0.03	0.01
ADMINISTRATION	0.09	0.06	0.11
STANDING CHARGES	0.26	0.24	0.18
	2.57	2.27	2.29
Less			
OTHER INCOME	0.56	0.79	0.34
LIVESTOCK CASH INCOME	0.00	0.00	0.00
	2.01	1.48	1.95
Plus			
INTEREST & LEASE CHARGES	0.82	0.59	0.38
PRINCIPAL	0.23	0.41	0.44
DRAWINGS	0.55	0.15	0.39
TAX	0.52	0.83	0.37
NET CAPITAL REPLACEMENT	0.03	-0.01	0.06
<u>NET FARM COSTS</u>	4.15	3.45	3.59
BREAKDOWN OF FARM WORKING COSTS:			
<u>VARIABLE COSTS:</u>			
FERTILISER & SPREADING/HA	432.65	450.38	362.57
REPAIRS & MAINTENANCE/HA	702.76	503.48	705.66
NITROGEN/HA	23.12	55.32	95.41
<u>SEMI-VARIABLE COSTS:</u>			
ANIMAL HEALTH/COW	0.70	0.15	1.33
BREEDING/COW	0.05	0.00	0.00
CALF REARING/COW	3.03	3.67	1.74
HERD TESTING/COW	0.00	0.00	0.00
BROUGHT IN FEED/COW	341.08	427.06	553.96
CONCENTRATES/COW	67.14	144.25	89.69
CROPPING EXPENSES/COW	11.49	0.00	10.77
GRASS SILAGE/COW	8.59	36.21	52.74
GRAZING CALVES/COW	13.93	11.32	22.09
GRAZING HEIFERS/COW	68.69	56.85	86.93
GRAZING COWS/COW	1.13	15.71	8.14
GRAZING LAND/COW	13.57	0.00	0.00
HAY/COW	0.66	5.06	14.60
MAIZE/COW	30.64	59.32	44.85
NITROGEN/COW	7.13	17.35	27.78
OTHER BROUGHT IN FEED/SQUASH ETC	125.25	98.35	224.14
HARVESTING/COW	11.06	17.36	6.22
PASTURE RENOVATION	29.08	35.83	58.98
WEED & PEST CONTROL/HA	22.93	24.12	29.48
VEHICLE EXPENSES/HA	118.16	76.40	52.22
WAGES/CONTRACT MILKING/COW	20.10	13.13	3.08
<u>FIXED COSTS:</u>			
FARM POWER/COW	1.50	2.84	1.26
SHED EXPENSES/COW	6.70	5.00	12.52
DRAWINGS	60897	33092	61416

Practice Averages for Farm Owners



Practice Averages for Sharemilkers



Practice Averages for Farm Owners with Sharemilkers

