

# DAIRY FARM STATISTICS (Holsteins)

Reproduced from Clients of M.S. Frazer-Torbet & Genske-Mulder & Co. 1998-'02

<b>INCOME: (Per Head)</b>	<b><u>1998</u></b>	<b><u>1999</u></b>	<b><u>2000</u></b>	<b><u>2001</u></b>	<b><u>9 Mo.02</u></b>
Milk	2,877	2,795	\$2,482	\$2,776	\$1,643
Calves & Other	15	45	54	37	65
<b>GROSS INCOME (Per Cow)</b>	<b>\$2,892</b>	<b>\$2,840</b>	<b>\$2,536</b>	<b>\$2,813</b>	<b>\$1,708</b>
<b>EXPENSES:</b>					
Feed	\$1,234	\$1,208	\$1,197	\$1,091	\$747
Labor	237	232	263	249	187
Herd Replacement	228	239	249	238	203
Other Costs	768	798	798	853	600
<b>TOTAL EXPENSE (Per Cow)</b>	<b><u>2,467</u></b>	<b><u>2,477</u></b>	<b><u>2,507</u></b>	<b><u>2,431</u></b>	<b><u>\$1,737</u></b>
<b>NET INCOME (Per Cow)</b>	<b>\$425</b>	<b>\$363</b>	<b>\$29</b>	<b>\$382</b>	<b>\$29</b>
<b>NET INCOME (Per Cow/Month-R)</b>	<b>\$35</b>	<b>\$30</b>	<b>\$2</b>	<b>\$32</b>	<b>(\$3)</b>
Average Herd Size (Clients)	1,310	1,464	1,798	1,928	1,821
Average Milk Production (Pounds)	18,663	19,997	20,565	18,993	

**TRENDS:-2003** Milk prices & Profitability/cow below average, this may continue to year end. Expenses stable, replacement costs decreasing. Prices are projected to be approximately \$1/CWT. (100 weight) higher than 2002. Should be better than 2000.

**-Herd Size:** Average herd size is trending upward to cut per cow costs.

**-Production:** Long-term production/cow is increasing to cut per unit costs. Arizona is 6<sup>th</sup> in US on a per cow basis. 12<sup>th</sup> in US based on total production.