



DAIRY FINANCIAL MANAGEMENT - GROUP AVERAGES

Tammac Consultants cc

GROUP AVERAGE

Figures are the group rolling 12-month averages of 11 suppliers to Nov 2020.

Thu 14th Jan 2021

	Rands/CIH Group Average	Litres/CIH Group Average	Cents/Litre (1) Group Average	Rand/Hectare (2) Group Average
INCOME	3,008.42	642.23	506.24	6,062.95
1 Milk Sales (1)	2,781.62	594.26	468.08	5,605.87
2 Cattle Sales	157.94	33.40	26.58	318.31
3 Other Dairy Income	5.36	1.13	0.90	10.80
4 Non Dairy Income	63.50	13.43	10.69	127.97
GROSS INCOME	3,008.42	642.23	506.24	6,062.95
DAIRY EXPENSES	220.96	46.73	37.18	445.30
5 Vet & Medicine	98.51	20.83	16.58	198.52
6 Semen & AI Costs	36.38	7.69	6.12	73.32
7 Other Dairy Costs	86.07	18.20	14.48	173.45
PURCHASED FEEDS	1,113.65	235.51	187.40	2,244.37
8 Cow Feeds	884.94	187.14	148.91	1,783.43
9 Heifer Feeds	93.57	19.79	15.75	188.57
10 Calf Feeds (1)	96.35	20.38	16.21	194.18
11 Other Purch Feeds	38.80	8.20	6.53	78.19
HOME-PROD FEEDS	421.77	89.19	70.97	850.01
12 Fertilizer	204.72	43.29	34.45	412.57
13 Seed	74.25	15.70	12.50	149.65
14 Weed-/Pesticides	39.40	8.33	6.63	79.41
15 Other/Transport	103.40	21.87	17.40	208.38
GROSS MARGIN	1,252.04	270.80	210.69	2,523.27
LABOUR	318.59	67.37	53.61	642.07
16 Wages	292.72	61.90	49.26	589.92
17 Rations (1)	5.30	1.12	0.89	10.68
18 Other Labour Costs	20.58	4.35	3.46	41.48
MECHANICAL COSTS	200.83	42.47	33.79	404.73
19 Fuel & Oils	89.66	18.96	15.09	180.70
20 Tractor R&M	42.49	8.99	7.15	85.64
21 Implement R&M	27.65	5.85	4.65	55.71
22 Other Mech Costs	41.02	8.68	6.90	82.68
OTHER FIXED COSTS	354.45	74.96	59.64	714.33
23 Insurance	28.88	6.11	4.86	58.21
24 Electricity	147.11	31.11	24.75	296.47
25 R&M Fixed Improv.	57.37	12.13	9.65	115.63
26 Other Costs	34.47	7.29	5.80	69.47
27 Sundry Costs	86.61	18.32	14.57	174.55
NET FARM INCOME	378.17	86.00	63.64	762.14

(1) - Figures have been adjusted for saleable milk retained for calves, labour and household. (2) - Fertilized hectares only.

NB! Group Financial & Capital Costs should be used with care. These are non-comparable figures—they are producers' unique financial situation.

	Rands/CIH	Litres/CIH	Cents/Litre (1)	Rand/Hectare (2)
	Group Average	Group Average	Group Average	Group Average
FINANCIAL COSTS	163.01	34.47	27.43	328.53
28 Interest	65.37	13.82	11.00	131.74
29 Debt Redemption	97.64	20.65	16.43	196.78
CAPITAL COSTS	93.24	19.72	15.69	187.92
30 Drawings (1)	62.74	13.27	10.56	126.43
31 Fixed Improvements	0.92	0.19	0.15	1.86
32 Plant & Equipment	29.59	6.26	4.98	59.63
BOTTOM LINE	121.91	31.81	20.52	245.70

	Group Average
Number of participants	11
Gross Income (R/CIH) ± Standard deviation (SDev)	3008 ± 388
Gross Margin (R/CIH) ± Standard deviation (SDev)	1252 ± 296
Net Farm Income (R/CIH) ± Standard deviation (SDev)	378 ± 354
Average number of cows in herd	900
Percentage cows in milk	87.6%
Litres milk sold per cow in herd per day	19.3
Litres milk sold per cow in milk per day	22.1
Average milk price (cents per litre)	468.1
Cow purchased feed as percent of milk income	31.8%
Total feeds as percent of dairy income	52.1%
Home-produced feeds as percent of total feed costs	27.5%
Average number of hectares employed (excluding veld)	446
Number of cows in herd per hectare employed	2.0
Average number of litres sold daily per hectare employed	39.3
Average number of labourers employed	39
Cows in herd per labour unit	23
Average wage per labour unit	R 6,757
Gross Margin per R100 of associated costs	R 71.29
Net Farm Income per R100 of associated costs	R 14.38

STANDARD DEVIATION

68% of the data ranges from:
(Avg - SDev) to (Avg + SDev)

So for 68% of the R/CIH figures the...
GI ranges from R2,621 to R3,396 /CIH
GM ranges from R956 to R1,548 /CIH
NFI ranges from R24 to R732 /CIH

(1) - Figures have been adjusted for saleable milk retained for calves, labour and household. (2) - Fertilized hectares only.

E&OE