



DAIRY FINANCIAL MANAGEMENT - GROUP AVERAGES

Tammac Consultants cc

GROUP AVERAGE

Group rolling 12-month averages of 11 suppliers to Dec 2020.

Sun 7th Feb 2021

	Rands/CIH	Litres/CIH	Cent/Litre (1)	Rand/Hectare (2)
INCOME	3,026.74	637.85	509.47	6,124.68
1 Milk Sales (1)	2,817.14	594.09	474.19	5,700.55
2 Cattle Sales	153.65	32.08	25.86	310.92
3 Other Dairy Income	5.29	1.10	0.89	10.71
4 Non Dairy Income	50.66	10.58	8.53	102.50
GROSS INCOME	3,026.74	637.85	509.47	6,124.68
DAIRY EXPENSES	224.17	46.80	37.73	453.62
5 Vet & Medicine	98.64	20.60	16.60	199.61
6 Semen & AI Costs	37.52	7.83	6.32	75.93
7 Other Dairy Costs	88.00	18.37	14.81	178.08
PURCHASED FEEDS	1,113.21	232.42	187.38	2,252.61
8 Cow Feeds	889.80	185.78	149.77	1,800.54
9 Heifer Feeds	94.32	19.69	15.88	190.87
10 Calf Feeds (1)	92.81	19.38	15.62	187.79
11 Other Purch Feeds	36.28	7.57	6.11	73.42
HOME-PROD FEEDS	433.42	90.49	72.96	877.04
12 Fertilizer	207.22	43.26	34.88	419.32
13 Seed	71.82	14.99	12.09	145.32
14 Weed-/Pesticides	47.12	9.84	7.93	95.34
15 Other/Transport	107.27	22.40	18.06	217.06
GROSS MARGIN	1,255.93	268.14	211.40	2,541.40
LABOUR	319.73	66.75	53.82	646.97
16 Wages	293.51	61.28	49.40	593.92
17 Rations (1)	5.34	1.11	0.90	10.80
18 Other Labour Costs	20.88	4.36	3.51	42.25
MECHANICAL COSTS	202.79	42.34	34.13	410.36
19 Fuel & Oils	91.20	19.04	15.35	184.54
20 Tractor R&M	42.86	8.95	7.21	86.72
21 Implement R&M	28.24	5.90	4.75	57.14
22 Other Mech Costs	40.50	8.46	6.82	81.96
OTHER FIXED COSTS	355.52	74.23	59.84	719.41
23 Insurance	30.40	6.35	5.12	61.51
24 Electricity	144.98	30.27	24.40	293.37
25 R&M Fixed Improv.	56.92	11.88	9.58	115.19
26 Other Costs	34.65	7.23	5.83	70.12
27 Sundry Costs	88.57	18.49	14.91	179.22
NET FARM INCOME	377.89	84.82	63.61	764.67

(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	Cent/Litre (1)	Rand/Hectare (2)
FINANCIAL COSTS	167.04	34.88	28.12	338.01
28 Interest	63.79	13.32	10.74	129.09
29 Debt Redemption	103.25	21.56	17.38	208.92
CAPITAL COSTS	97.30	20.31	16.38	196.89
30 Drawings (1)	64.89	13.55	10.92	131.31
31 Fixed Improvements	2.35	0.49	0.40	4.76
32 Plant & Equipment	30.06	6.28	5.06	60.82
BOTTOM LINE	113.54	29.63	19.11	229.76

	Group Average
Number of participants	11
Gross Income (R/CIH) ± Standard deviation (SDev)	3027 ± 412
Gross Margin (R/CIH) ± Standard deviation (SDev)	1256 ± 313
Net Farm Income (R/CIH) ± Standard deviation (SDev)	378 ± 391
Average number of cows in herd	903
Percentage cows in milk	87.5%
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)	474.2
Cow purchased feed as percent of milk income	31.6%
Total feeds as percent of dairy income	52.0%
Home-produced feeds as percent of total feed costs	28.0%
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	39.5
Average number of labourers employed	39
Cows in herd per labour unit	23
Average wage per labour unit	R 6,799
Gross Margin per R100 of associated costs	R 70.92
Net Farm Income per R100 of associated costs	R 14.27

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 R2,615 to R3,438 /CIH
GM ranges from R943 to R1,569 /CIH
NFI ranges from R-13 to R769 /CIH

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E&OE