



## THE MDF AT A GLANCE ...

	2006/07	2007/08	2008/09
Irrigated area (Ha)	65	68	68
Milkers (No. Head)	350	305	290
Stocking rate (Head/Ha)	5.4	4.5	4.3
Replacements (No. Head)	150	155	159
Total Milk volume (Litres)	2,170,575	2,117,305	2,000,330
Milk volume/cow (Litres/cow)	6,202	6,942	6,898
Milk quality - Fat (%)	3.92%	4.12%	4.32%
Milk quality - Prot (%)	3.63%	3.49%	3.52%
Total Fat (Kg)	85,072	87,337	86,430
Fat/cow (Kg/cow)	243	286	298
Total Protein (Kg)	78,887	73,912	70,486
Protein/cow (Kg/cow)	225	242	243
Total milk solids (Kg)	163,959	161,248	156,916
MS/cow (Kg/cow)	<b>468</b>	<b>529</b>	<b>541</b>
MS/hectare (Kg/Ha)	2,522	2,371	2,308
Milk Price (cents/ litre)	\$0.326	\$0.506	\$0.358
Milk Price (\$ / kg solids)	\$4.31	\$6.65	\$4.56
Milk receipts/cow (\$/cow)	\$2,020	\$3,513	\$2,470
Irrigation water	388	470	490
Irrigation ML/hectare	6.0	6.9	7.2
Nitrogen (Kg element /Ha)	246	286	288
Phosphorus (Kg element /Ha)	31	22	6
Potassium (Kg element /Ha)	83	76	27
Pasture consumption/ ha (tDM/Ha)	7.7	13.0	14.4
Pasture/cow (t/cow)	1.4	2.9	3.2
Grown feed price (\$)	\$159	\$96	\$107
Purchased feed/ Milker (tDM/cow)	3.8	2.7	2.9
Feed efficiency (KgMS/tDM)	90	94	90
MOAF/ha	\$2,296	\$8,458	\$4,028
MOAF/cow	\$426	\$1,886	\$944
Operating Surplus - Farm	-\$157,730	\$301,281	\$13,047
Operating Surplus -Per cow	-\$451	\$988	\$45

## FINANCIAL PERFORMANCE

## Income

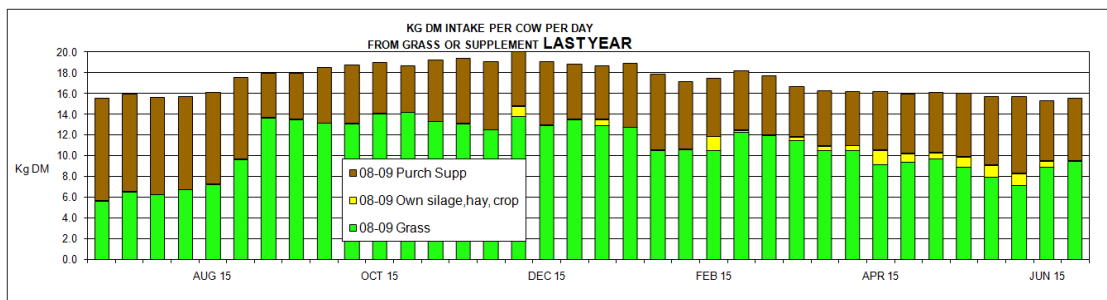
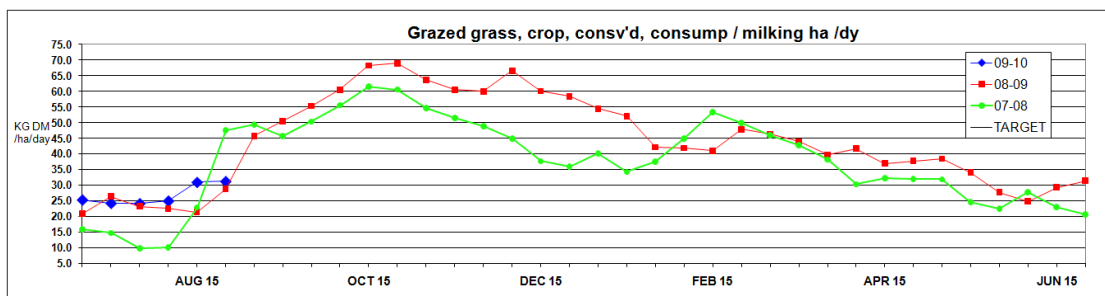
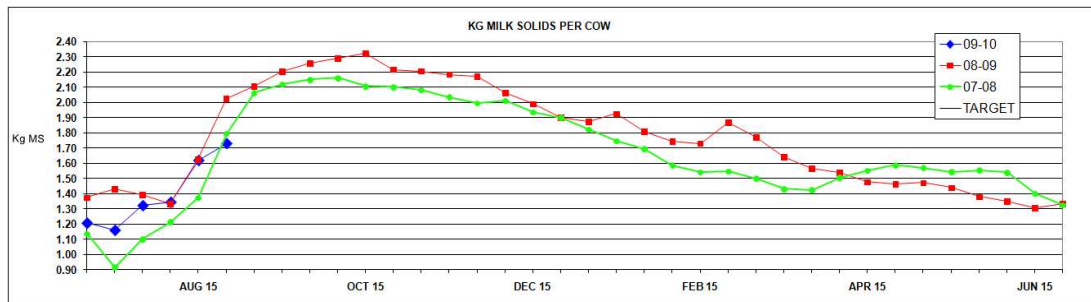
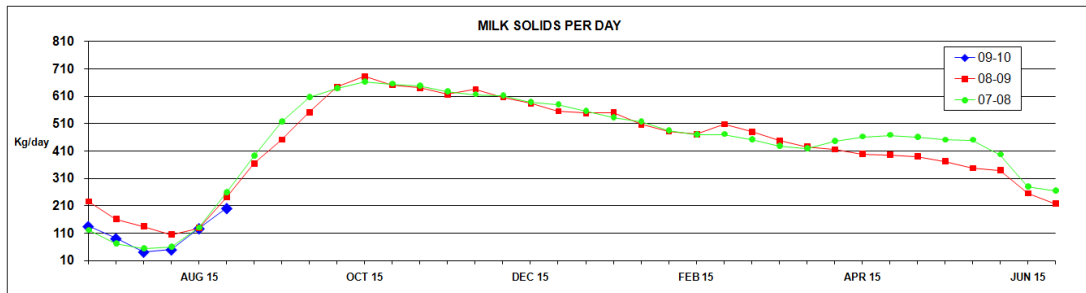
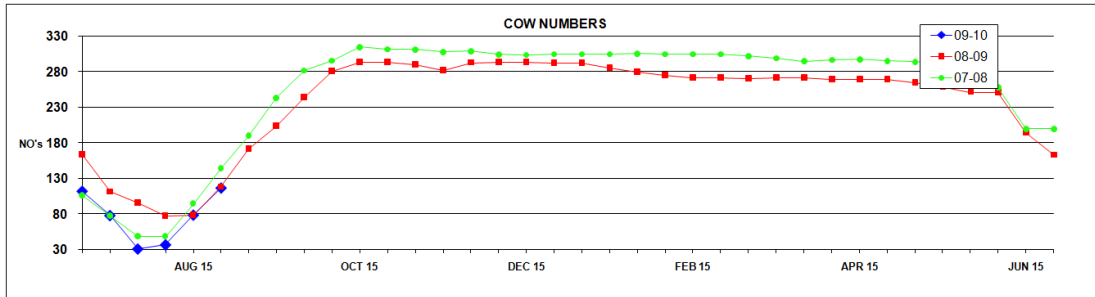
	2006/07	2007/08	2008/09
Milk Receipts \$	\$707,083	\$1,071,597	\$716,167
Livestock Cash Receipts	-\$5,485	\$33,451	\$47,883
Other Farm Receipts	\$21,328	\$2,086	\$18,771
<b>Total Receipts \$</b>	<b>\$722,926</b>	<b>\$1,107,134</b>	<b>\$782,821</b>

## Expenses

Total Feed Costs	\$557,842	\$496,475	\$442,262
Total Herd Costs (\$)	\$52,535	\$38,144	\$52,810
Total Shed Costs \$	\$23,050	\$31,399	\$26,123
Total Replacements \$	\$55,011	\$52,001	\$69,125
Total Overheads \$	\$59,257	\$25,641	\$23,652
Total Labour Costs \$	\$132,961	\$162,194	\$145,000
Farm Operating Receipts	\$722,926	\$1,107,134	\$782,821
Farm Operating Payments	\$880,656	\$805,853	\$769,773
Livestock Value Change	\$2,000	-\$4,066	\$12,100
Depreciation \$	\$48,000	\$40,000	\$35,000
<b>FARM REVENUE</b>	<b>\$724,926</b>	<b>\$1,103,068</b>	<b>\$794,921</b>
<b>FARM EXPENSES</b>	<b>\$928,656</b>	<b>\$845,853</b>	<b>\$804,773</b>
<b>Earnings before Interest &amp; Tax (EBIT)</b>	<b>-\$206,168</b>	<b>\$257,215</b>	<b>-\$9,853</b>
EBIT/hectare	-\$3,172	\$3,783	-\$145
EBIT/cow	-\$589	\$843	-\$34



MDF 2008-09 FARM PERFORMANCE GRAPHS



The Macalister Demonstration Farm profitability extension project is a collaborative effort between Dairy Australia, GippsDairy, Maffra Veterinary Clinic and the Macalister Research Farm Co-operative Board.