

Name: **Mr S Smith**
 Number: **BA7520** Demo Herd

GROUP THIS YEAR		YOUR RESULTS			Comments
Group: This Year		Last Year	This Year	% Change	
STOCK					<p>Dear Steve</p> <p>This sheet summarises the main physical and financial points.</p> <p>Comparing "This Year" to "Last Year"</p> <p>Total Milk Production has decreased by 6% due to a 13% decrease in yield per cow.</p> <p>Purchased feed use per cow is similar to last year and the herd has moved South East on the Milk Map.</p> <p>Milk price is similar to last year at 28.07 ppl.</p> <p>The net herd replacement cost of 1.6 ppl includes a valuation change £13,600 due to an increase in herd size over the year, from 173 cows at the start of Apr 12 to 190 cows in Mar 13.</p> <p>Overall Output of £360,317 or 27.7 ppl, is £16,795 or 0.5 ppl higher than last year and 0.6 ppl lower than the group.</p> <p>Variable Costs of £169,575 or 13.0 ppl are up by 3.2 ppl mainly due to higher purchased feed costs.</p> <p>Overhead costs: Total labour costs are £66,364 or 5.1 ppl. This is £10,733 (1.1 ppl) higher than last year and 0.4 ppl lower than the group.</p> <p>Power & Machinery and Contracting costs of £65,324 or 5.0 ppl are similar to last year but 0.4 ppl more than the group.</p> <p>Fixed costs of £35,949 or 2.8 ppl.</p> <p>Total Rent & Finance costs have increased to £17,125 or 1.3 ppl and are higher than the group by 0.2 ppl.</p> <p>Total Costs after replacement costs and calf income of £184,761 (27.6 ppl), up £62,161 (4.6 ppl) compared to last year. This is 0.2 ppl higher than the group.</p> <p>Overall Profit of £5,981 or 0.5 ppl. This is after £14,024 of family labour.</p> <p>I hope these results prove interesting reading. Do give me a call if you have any queries..... Kathryn</p>
274	Cows in herd	164	177	8%	
2.15	Stocking Rate (cows per hectare)	1.58	1.75	10%	
MILK PRODUCTION					
2,127,688	Total Milk Production (litres)	1,387,269	1,300,266	-6%	
7,765	Yield per cow (litres)	8,463	7,343	-13%	
2,316	Yield from all forage per cow (litres)	4,413	3,387	-23%	
1,144	Yield from grazed forage per cow (litres)	2,311	1,481	-36%	
29.06	Milk price (ppl)	27.96	28.07	0%	
FEED					
2,355	Concentrate use per cow (kg)	2,082	2,089	0%	
£235	Concentrate price per tonne	£242	£264	9%	
7.7	All purchased feed cost per cow (ppl)	5.9	7.5	26%	
CULLS & REPLACEMENTS					
26%	Culling rate	20%	17%	-13%	
28%	Replacement rate	27%	27%	-3%	
2.1	Net Herd Replacement cost (ppl)	1.4	1.6	14%	
OUTPUT & VARIABLE COSTS (pence per litre)					
28.3	Total Output	27.2	27.7	2%	
13.0	Total Variable Costs	9.9	13.0	32%	
OVERHEAD COSTS (pence per litre)					
10.1	Total Labour & Machinery	8.7	10.1	16%	
2.5	Total Fixed Costs	3.0	2.8	-8%	
1.1	Rent & Finance	0.7	1.3	101%	
1.6	PROFIT (pence per litre)	4.9	0.5	-91%	
27.5	Total Costs incl. net replacement costs plus calf income	23.0	27.6	20%	