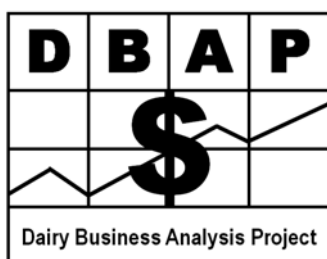


## Dairy Business Analysis Project: 2007 Financial Summary



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**Table 1.** DBAP 2007 Summary - Business size and production efficiency by state and overall average, median, and standard deviation.

Category	Average	Overall		State Averages	
		Median	Std <sup>1</sup>	Florida	Georgia
Number of farms	21	21	21	16	5
<b>Business Size:</b>					
Number of cows	1,399	755	1,298	1,601	751
Number of heifers	708	475	772	738	613
Milk sold (million lbs)	25.73	18.01	24.07	28.59	16.57
FTE <sup>2</sup> workers	22	15	20	24	17
Acres of pasture + cultivated land	781	431	691	869	500
<b>Production Efficiency:</b>					
Milk sold (lbs / cow / year)	18,410	19,290	3,403	17,455	21,464
Cows / FTE worker	59	50	30	65	39
Milk sold (million lbs)/ FTE worker	1.06	0.96	0.49	1.12	0.84
Cull rate	35%	34%	12%	36%	33%

<sup>1</sup> Standard deviation

<sup>2</sup> Full-time equivalent

**Table 2.** DBAP 2007 Summary - Revenues and expenses by state and overall average, median, and standard deviation (\$/cwt).

Category	Average	Overall		State Averages	
		Median	Std <sup>1</sup>	Florida	Georgia
Number of farms	21	21	21	16	5
Revenues:					
Milk sold	22.59	22.40	1.27	22.77	22.03
Raised, leased cow sales	1.18	0.70	1.80	1.25	0.98
Heifer sales	0.18	0.27	1.55	0.01	0.73
Gain on purchased livestock	(0.27)	(0.07)	0.55	(0.32)	(0.10)
Other revenues	0.98	1.08	1.49	0.73	1.79
Total revenues	24.67	24.55	1.75	24.43	25.42
Expenses:					
Personnel	3.57	3.45	1.57	3.51	3.77
Purchased feed	9.20	9.31	2.00	9.56	8.03
Crops	0.59	0.45	0.62	0.61	0.52
Machinery	1.13	0.93	0.63	1.19	0.94
Livestock	1.62	1.54	0.66	1.61	1.64
Milk marketing	1.14	1.18	0.37	1.04	1.44
Buildings and land	0.60	0.53	0.51	0.65	0.46
Interest	0.62	0.62	0.54	0.53	0.92
Depreciation:					
Livestock	0.84	0.46	0.84	0.90	0.67
Machinery	0.45	0.41	0.32	0.43	0.52
Buildings	0.36	0.31	0.31	0.36	0.37
Other expenses	0.97	0.93	0.41	1.01	0.82
Total expenses	21.09	21.17	2.70	21.40	20.11
Net farm income from operations	3.58	4.06	3.22	3.04	5.31
Gain on sale of capital assets	(0.01)	0.00	0.43	(0.01)	(0.02)
Net farm income	3.57	4.06	3.19	3.03	5.29

<sup>1</sup> Standard deviation

## 2008 DHIA Production Recognition of High Florida Herds

*Production as of September 30, 2008*

<b>Producer</b>	<b>City</b>	<b>Milkings</b>	<b>RHA Milk</b>	<b>RHA Fat</b>	<b>RHA Protein</b>	<b>Data Collection Rating Milk</b>
WHITE OAK DAIRY NORTH FLORIDA HOLSTEINS	MAYO		23188			93.9
JEFFCO DAIRY	BELL	3X	22998	779	655	101.7
LARSON DAIRY #5	ASHVILLE	3X	22232			101.8
SUWANNEE DAIRY INC	OKEECHOBEE	3X	22111	820	565	89.5
ELJIM DAIRY	MC ALPIN		21703	699	646	99.3
DPS-BRANFORD FARM	GRANDIN		21375	854	633	70.5
J-LU FARMS	BRANFORD	3X	21359	767	629	96.8
T.K. HATTEN DAIRY INC	LIVE OAK	3X	21313	740	556	99.3
PAUL TRAWICK & SON	BROOKSVILLE	3X	21148			68.3
DPS-GEORGIA	MAYO		21114	635	633	92.0
SHENANDOAH DAIRY	BACONTON	3X	20980	771	633	96.8
W B DAIRY INC	LIVE OAK	3X	20701	767	614	96.4
SHIVER DAIRY	HILLIARD	3X	20401	612	510	96.8
EICHER DAIRY	MAYO		20328			93.7
MILK-A-WAY DAIRY	WALNUT HILL		20283	686	608	99.3
	WEBSTER		20124	698	581	96.4

*Southeast DHIA – Testing cows in Florida and Georgia*

**Breed comparisons for Southeast States as of  
October, 2008**

	<b>DRMS**</b>	<b>Southeast*</b>	<b>Southeast*</b>	<b>Southeast*</b>
	<b>Holstein</b>	<b>Holstein</b>	<b>Jersey</b>	<b>Other Breeds</b>
No. Herds	13304	367	53	58
No. Cows / Herd	149	313	150	210
No. 1st Lact	55	115	52	81
% 1st Lactation	37%	37%	35%	38%
Avg Days in Milk	193	211	181	204
% Left Herd	34	35	33	37
%died	6.1	8.3	6.2	7.8
%left Repro	6.0	6.5	4.0	6.5
Milk Price	19.10	21.90	22.50	22.30
Rolling HA Milk	20,974	18,797	14,202	16,338
Rolling HA Fat	784	688	651	625
Rolling HA Prot	643	575	499	518
Summit Milk 1st Lac	69	66	48	57
Summit Milk 3rd+	92	87	64	75
Peak Milk 1st Lac	76	73	53	62
Peak Milk 3rd+	101	96	70	82
Proj 305ME Milk	23,022	21,488	16,157	18,810
Std 150-day Milk	71	66	49	58
SCC Actual	327	434	383	420
SCC Score	3.1	3.5	3.4	3.7
SCC Score 1st Lact	2.6	3.1	3.1	3.2
SCC Score 2nd Lact	2.9	3.4	3.2	3.5
SCC Score 3rd Lact	3.5	4.0	3.9	4.2
% SCC Score <4	61	47	52	49
PregRate Current mo	14.1	10.6	16.5	13.9
Actual Calving Int	14.2	14.7	14.2	14.6
Days to 1st Serv	98	111	93	110
1st Serv Concep Rate	43	50	42	48
# Calvings	150	303	148	205
# calves per 100 cows	84	75	89	76
%Dry < 40 days	16	16	11	15
%Dry > 70 days	24	32	28	36
%Bred to Proven bulls	64	62	65	56
%Bred to non-AI	22	42	18	44
%Heifers with Sire ID	86	76	89	80
%Cows with Sire ID	71	51	87	56
% Births Difficulty > 4	5.8	7.3	3.5	3.7

\*Southeast - includes 6 southeastern states.

\*\*DRMS – includes all herds processed by DRMS

## 2008 DHIA Data for Southeastern States

<b>October, 2008.</b>					
	<b>Florida</b>	<b>Georgia</b>	<b>S. Car</b>	<b>Tenn</b>	<b>Al-Ms</b>
No. Herds	54	132	31	116	35
Number of Cows-All Lact	859.8	284.1	232.6	147.8	194.1
Number of Cows-1st Lact	312.1	105.6	96.3	54.6	62.8
Days in Milk	201.7	214	215.7	207.6	213.1
Cows Left Herd-All Lact, %	35.1	35.1	36.7	34.8	34.8
Cows Left Herd-1st Lact, %	14.8	16.4	15.9	19.2	20
Cows Died-All Lact, %	10.4	8	6.9	7.8	8.4
Cows Left Herd for Repro-All Lact, %	5.5	8.1	7	4.8	7.4
Rolling Milk	18205	18428	21058	18877	18952
Rolling Fat	629	661	778	715	657
Rolling Protein	533	566	658	576	573
Summit Milk 1st Lact	65.5	65.3	71.8	65.9	63
Summit Milk 3rd+ Lact	84.3	86.3	95.4	86	83.7
Peak Milk 1st Lact	74.3	71.4	79.5	71.8	70.1
Peak Milk 3rd+ Lact	96.1	94.3	106	94.9	93.3
Proj 305 Day ME Milk	20538	21252	23804.1	21787.5	20745
Standardized 150 Day Milk	62	65	73	68	64
SCC Actual	485	461	372	401	486
SCC Score	3.7	3.6	3.5	3.3	3.8
SCC Score for 1st Lact Cows	3.5	3.2	3.3	2.8	3.3
SCC Score for 2nd Lact Cows	3.6	3.5	3.5	3.1	3.6
SCC Score for 3rd+ Lact Cows	4.1	4.2	3.9	3.8	4.4
Cows (SCC of 0-3), %	48.8	49.7	52.1	53.7	43.9
Preg Rate-Current	8.3	10	11.1	11.2	12.1
Actual Calving Interval	14.4	14.8	14.5	14.8	14.9
Births 4+ Calving Diff-1st Lact, %	8.3	10	9.7	3.7	3.8
Days to 1st Serv-(%herd < VWP)	17.4	13.6	16.2	18.1	18.3
Days to 1st Serv-Total Herd	107.8	114.5	100	111.7	112.3
Con Rate for Past 12M-1st Serv	54.4	50.4	49.1	49.4	43.7
Calvings in Past Year	849	271	234	141	188
Dry Less Than 40 Days, %	16.4	16.5	12.2	15.9	14.6
Dry More Than 70 Days, %	34.2	31.7	26.2	33.1	30.8
%ile Rank of Proven AI Bulls	36.8	47.6	52.8	40.8	38.7
Herd Bred to Proven AI Bulls, %	62.5	64.3	55.2	62.2	63.9
Net Merit \$ for 1st Lact Cows	78.3	119.7	137.1	105.8	58.7
Net Merit \$ for All Cows	39.6	87.4	112.4	67	60.9
Net Merit \$ for Heifer	121.3	136.9	139.9	91.7	110.9
Heifers ID'd by Sire, %	66.7	75.9	86.3	78.8	74.7
Cows IDd by Sire, %	26.1	46.4	63.7	60.6	62.3
No.calves / 100 cows	53.9	66.7	92.4	87.6	90.1

Data from DRMS - October 2008.

### Comparison of Herds in Southeast\* to All DRMS Herds 2008

All Breeds	2008 Southeast	2008 DRMS**	2007 Southeast	2007 DRMS**
No. Herds	480	15,466	498	15574
No. Cows / Herd	282	144	280	139
No. 1st Lact	104	53	103	52
% 1st Lactation	37%	37%	37%	37%
Avg Days in Milk	205	191	209	193
% Left Herd	35	34	35	34
%died	8	6	8.5	9.5
%left Repro	6	5	6	9.5
Milk Price	22.00	19.20	23.10	21.50
Rolling HA Milk	18,016	20,308	18,493	20,309
Rolling HA Fat	676	768	687	764
Rolling HA Prot	559	629	573	626
Summit Milk 1st Lac	63	67	63	67
Summit Milk 3rd+	83	89	83	89
Peak Milk 1st Lac	69	73	70	73
Peak Milk 3rd+	91	98	92	97
Proj 305ME Milk	20,575	22,274	20,690	22,280
Std 150-day Milk	63	69	62	69
SCC Actual	426	328	447	335
SCC Score	3.5	3.1	3.6	3.1
SCC Score 1st Lact	3.1	2.7	3.2	2.7
SCC Score 2nd Lact	3.4	2.9	3.2	2.9
SCC Score 3rd Lact	4.0	3.6	4.1	3.6
% SCC Score <4	47	58	48	58
PregRate Current	11	14.4	13	14.8
Actual Calving Int	14.6	14.1	14.6	14.2
Days to 1st Serv	109	98	105	98
1st Serv Concep Rate	49	43	48	44
# Calvings	274	145	271	140
# calves per 100 cows	77	84	77	83
%Dry < 40 days	15	15	15	15
%Dry > 70 days	32	25	31	25
%Bred to Proven bulls	62	63	63	63
%Bred to non-AI	35	23	36	23
%Heifers with Sire ID	789	86	79	86
%Cows with Sire ID	55	72	56	71

\*Southeast - includes 6 southeastern states.

\*\*DRMS – includes all herds processed by DRMS

## 2008 Florida DHIA Herd Performance Averages\*

September 30, 2008

	1993	2003***	2004***	2006***	2007***	2008***
No. Cows	55,648	56,366	57,510	54,978	51,406	51,711
No. Herds	122	92	82	66	62	59
Average Herd Size	456	613	698	833	829	876
% Days in Milk	86	84	84	85	86	86
Pounds of Milk	17,761	18,160	18,307	18,835	19,607	18,982
Peak Milk - 1st Calf (lbs./day)	67	70	68	72	74	75
Peak Milk - 2nd & Later (lbs./day)	88	88	87	91	94	93
Fat %	3.5	3.8	4.0	3.6	3.6	3.4
Pounds of Fat	622	683	672	687	705	655
Pounds of Protein	592	541	546	546	566	540
Value of Milk (\$)	2,658	2,579	3,210	2,982	3,558	3,904
Projected Minimum Calving Interval	14.1	16	15.6	15.7	15.7	15.3
Days Dry	69	78	77	72	74	73
% Cows Dry > 70 Days	19	37	36	18	20	19
Days to 1st Breeding	77	107	106	110	109	107
Days Open	148	197	192	196	197	190
% cows Open > 100 at 1st Breeding	14	33	28	27	25	25
No. Breedings per Conception	4.0	3.0	3.0	2.8	3.1	2.7
% Possible Breeding Serviced	52	26	25	25	26	24
Age at 1st Calving (months)	25	25	25	26	25	25
Age - All Cows (months)	44	44	43	44	45	66
% With Sire Identity	34	23	25	35	36	37
Average PTA\$ Sires	151	86	149	119	127	163
Average PTA\$ Service Sires	210	344	354	304	291	343
% Left Herd	40	39	33	34	32	33

\* September 30, of the respective year

\*\* Cows in Herds on official types of test (01- 34)

\*\*\* Cows in Herds on all types of test (01-74)