

Name: **Joe Brown**Number: **BA7520**

GROUP RESULTS		YOUR RESULTS			Comments	
Group: This Year		Last Year	This Year	% Change		
<b>STOCK</b>						
219	Cows in herd	163	161	-1%	<p><b>Dear Joe</b></p> <p>This sheet summarises the main physical and financial points.</p> <p><b>Comparing "This Year" to "Last Year"</b></p> <p>Total Milk Production has increased by 3% due to a 1% decrease in herd size and a 4% increase in yield per cow.</p> <p>Purchased feed use per cow has decreased by 171 kg (all p feed converted to 86% DM equiv.) and the herd has moved North West on the Milk Map.</p> <p>Milk price has increased by 6%, to 24.36 ppl.</p> <p>The net herd replacement cost of 2.0 ppl includes a valuation change £6,808 due to a decrease in herd size over the year, from 168 cows at the start of Apr 10 to 161 cows in Mar 11.</p> <p>Overall Output of £325,658 or 23.3 ppl, is £25,685 or 1.2 ppl higher than last year and 1.1 ppl lower than the group.</p> <p>Variable Costs of £146,976 or 10.5 ppl are similar to last year. Purchased feed costs are lower but parlour spares are higher.</p> <p>Overhead costs: Total labour costs are £49,548 or 3.5 ppl. This is £12,839 (1.0 ppl) lower than last year and 1.4 ppl lower than the group.</p> <p>Power &amp; Machinery and Contracting costs of £67,293 or 4.8 ppl are £16,199 (1.1 ppl) more than last year and 0.4 ppl more than the group.</p> <p>Fixed costs of £30,482 or 2.2 ppl.</p> <p>Total Rent &amp; Finance costs have decreased to £7,710 or 0.6 ppl and are lower than the group by 0.7 ppl.</p> <p>Total Costs after replacement costs and calf income of £155,033 (22.7 ppl), down £24,441 (0.4 ppl) compared to last year. This is 1.6 ppl lower than the group.</p> <p>Overall Profit of £23,649 or 1.7 ppl. This is after £11,018 of family labour.</p> <p>I hope these results prove interesting reading. Do give me a call if you have any queries..... Kathryn</p>	
2.16	Stocking Rate (cows per hectare)	1.51	1.53	1%		
<b>MILK PRODUCTION</b>						
1,776,212	Total Milk Production (litres)	1,360,083	1,399,410	3%		
8,106	Yield per cow (litres)	8,340	8,710	4%		
2,565	Yield from all forage per cow (litres)	3,198	3,913	22%		
1,197	Yield from grazed forage per cow (litres)	1,449	1,143	-21%		
24.98	Milk price (ppl)	23.01	24.36	6%		
<b>FEED</b>						
2,331	Concentrate use per cow (kg)	2,605	2,439	-6%		
£184	Concentrate price per tonne	£194	£199	2%		
6.1	All purchased feed cost per cow (ppl)	6.1	5.6	-8%		
<b>CULLS &amp; REPLACEMENTS</b>						
23%	Culling rate	28%	28%	2%		
27%	Replacement rate	19%	24%	24%		
1.9	Net Herd Replacement cost (ppl)	1.5	2.0	33%		
<b>OUTPUT &amp; VARIABLE COSTS (pence per litre)</b>						
24.4	<b>Total Output</b>	22.1	23.3	6%		
10.8	Total Variable Costs	10.5	10.5	0%		
<b>OVERHEAD COSTS (pence per litre)</b>						
9.3	Total Labour & Machinery	8.3	8.3	0%		
2.2	Total Fixed Costs	2.7	2.2	-20%		
1.3	Rent, Finance & Quota	0.6	0.6	-4%		
<b>0.7</b>	<b>PROFIT (pence per litre)</b>	<b>-0.1</b>	<b>1.7</b>			
24.3	<b>Total Costs</b> incl. net replacement costs plus calf income	23.1	22.7	-2%		