

DAIRY FARM STATISTICS (AZ Holsteins)

Reproduced from M.S. Frazer & Torbet Dairy Farm Operating Trends 1996-'00

INCOME: (Per Head)	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>
Milk	\$2,907	\$2,630	2,877	2,795	2,482
Calves & Other	96	30	15	45	54
GROSS INCOME (Per Cow)	\$3,003	\$2,660	\$2,892	2,840	2,536
EXPENSES:					
Feed	\$1,373	\$1,337	\$1,234	1,208	1,197
Labor	224	229	237	232	263
Herd Replacement	240	225	228	239	249
Other Costs	781	776	768	798	798
TOTAL EXPENSE (Per Cow)	\$2,618	2,567	2,467	2,477	2,507
NET INCOME (Per Cow)	\$385	\$93	\$425	\$363	\$29
Average Herd Size (F & T Clients)	1,273	1,363	1,310	1,464	1,798
Average Milk Production (Pounds)	19,767	19,510	18,663	19,997	20,565

TRENDS: -2,001 Final Info not available. Milk prices & Profitability/cow above average which was Un-expected early in the year. 2002 should be an average year regarding income and expenses, prices will likely average 50-70 Cents/CWT. lower than 2001 average prices.
 -Herd Size: Average herd size is increasing to cut per cow costs, stable from 2000 to 2001
 -Production: long-term production per cow is increasing to cut per unit costs.

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