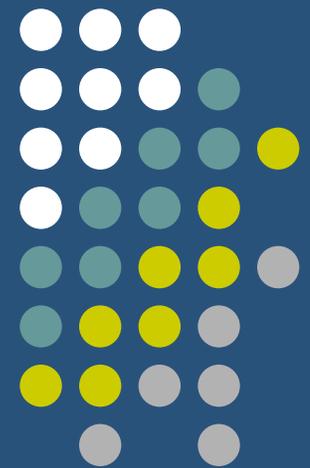


# Dairy Data Summary

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Mr. Thomas G. Schorr, ARA



# DAIRY DATA SUMMARY



## ● SALES PRICES (600 - 1,750 Cow Facilities)

Price Range 1991-2000:	\$ 667 - \$1,457/Cow
Price Range 2000-2001:	\$1,457 - \$2,450/Cow
November 2006 Sale:	\$4,100 - \$4,300/Cow

*All sales through 2000, & 2006 sale are 10 - 30 year old facilities. Most recent sale (11/06) influenced by high land value & above average dwelling components. It is a re-sale of high end sale in 2000 (\$1,457/cow). The high sale in 2001 was a new incomplete facility. Dairy values are stable to increasing due to increased land & construction costs.*

# DAIRY DATA SUMMARY:

## CASH LEASE / CAP RATE SUMMARY



<u>Wet Cow Capacity</u>	<u>Rent / Cow / Month</u>	<u>Expense Ratio</u>	<u>Vacancy</u>	<u>Cap Rates</u>	<u>Trend</u>
400-3,000	\$10 - \$18	13 -19%	Minimal	3 -11%	Stable

- *\$15 – 18: like new fan/mist cooled facilities & Saudi Style. Low end of Cap Rate range based on the 11/06 sale due to high land & dwelling value.*

# DAIRY DATA SUMMARY



- **Other Statistics**

- **New Facility Cost:** *Net of Land* \$2,000 - \$3,500+/Cow
- **Cow Numbers:**
  - 1995-2004 +42% (113,000 to 160,000)
  - 2004-2005 (end) +2% (160,000 to 163,000)
- **Production/cow:** 2004-2005 (22,788 Lbs to 22,957 Lbs.)
- **Processors:** UDA - Tempe, Shamrock - Phx., Sara Farms – Yuma, DFA, Dean Foods.

# DAIRY FARM STATISTICS (Holsteins)

Reproduced from Clients of M.S. Frazer-Torbet & Genske-Mulder & Co. 2001-'06



	2001	2002	2003	2004	2005	2006 (6 mo.)
<b>INCOME/COW:</b>						
Milk	\$2,776	\$2,332	\$2,395	\$3,195	\$2,880	\$1,284
Calves & Other	37	71	63	112	121	61
<b>GROSS/COW</b>	<b>\$2,813</b>	<b>\$2,491</b>	<b>\$2,395</b>	<b>\$3,307</b>	<b>\$3,001</b>	<b>\$1,345</b>
<b>EXPENSES:</b>						
Feed	\$1,091	\$1,165	\$1,126	\$1,262	\$1,204	\$694
Labor	249	247	240	271	277	141
Herd Replacement	238	330	307	325	285	143
Other Costs	853	809	846	875	976	466
<b>TOTAL EXP./COW</b>	<b>2,431</b>	<b>\$2,551</b>	<b>\$2,519</b>	<b>2,733</b>	<b>\$2,742</b>	<b>\$1,444</b>
<b>NET/COW</b>	<b>\$382</b>	<b>(\$60)</b>	<b>(\$124)</b>	<b>\$574</b>	<b>\$259</b>	<b>-99</b>
<b>NET/COW/MONTH</b>	<b>\$32</b>	<b>(\$5)</b>	<b>(\$10)</b>	<b>\$48</b>	<b>\$22</b>	<b>(\$17)</b>
<b>Ave. Herd (Clients)</b>	<b>1,928</b>	<b>2,171</b>	<b>2,073</b>	<b>2,084</b>	<b>2,018</b>	<b>2,156</b>
<b>Ave. Production/cow Lbs.</b>	<b>18,993</b>	<b>20,081</b>	<b>19,500</b>	<b>19,898</b>	<b>19,587</b>	

# DAIRY FARM STATISTICS (Holsteins)

Reproduced from Clients of M.S. Frazer-Torbet & Genske-Mulder & Co. 2001-'06



## **TRENDS:** 2004 & 05:

- Milk prices & profits good. 06' prices were \$2 lower than 05', but trended up slightly at year end. 06' blended price Ave. \$12.78/Cwt. Expenses up slightly due to feed. 07' prices projected to be \$2.40 Cents higher/CWT (\$15.17), feed costs will be higher. In summary 07' will note higher milk prices & feed costs putting squeeze on less efficient producers. Issues of concern include high feed, land & construction costs. Production: Long-term production/cow is stable-increasing to cut per unit costs. Arizona is usually in top 3 in US on a per cow basis. Herd sizes are increasing generally over time but number of facilities is declining as larger more efficient producers prevail.



## Milk Production, 1996-2005 United States

Million Pounds

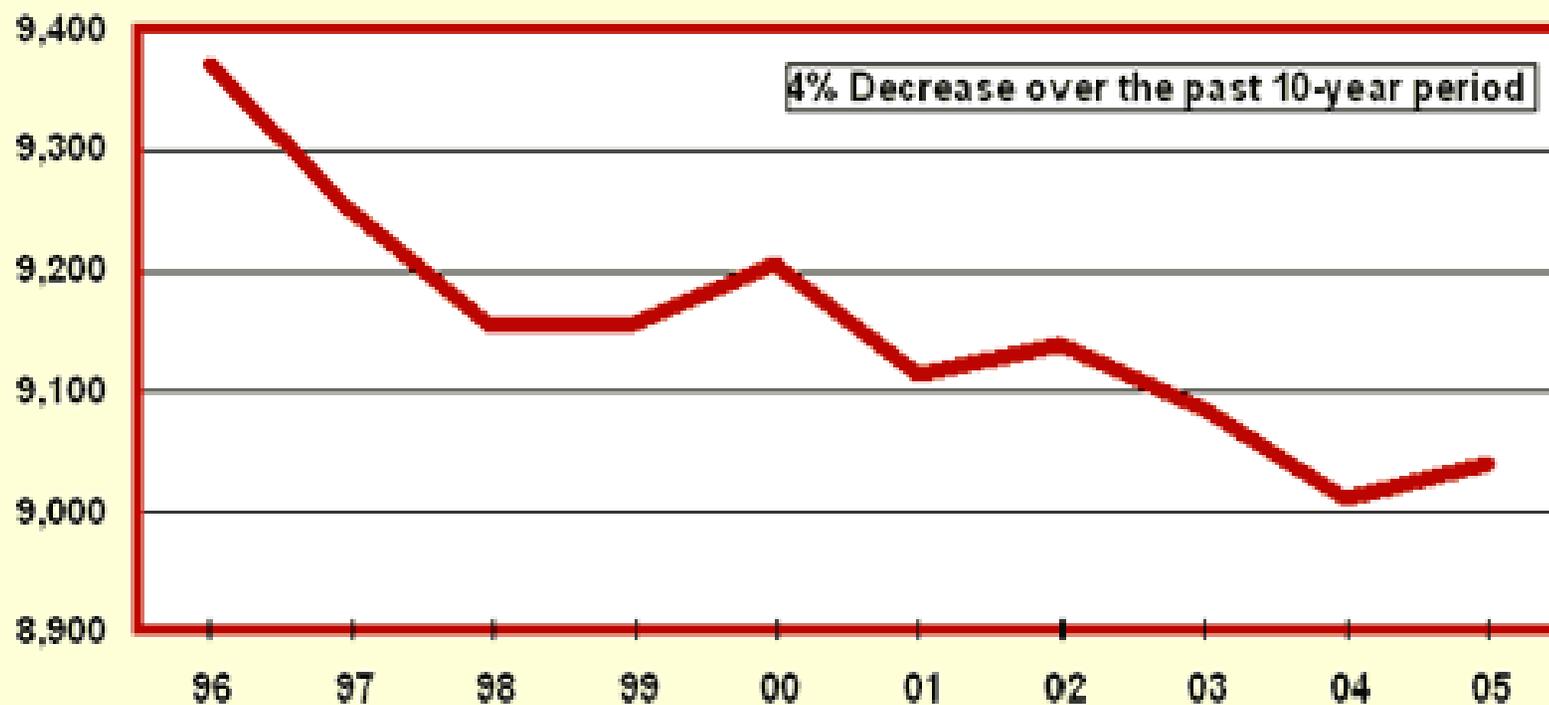


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## Milk Cows, 1996-2005 United States

1,000 Head

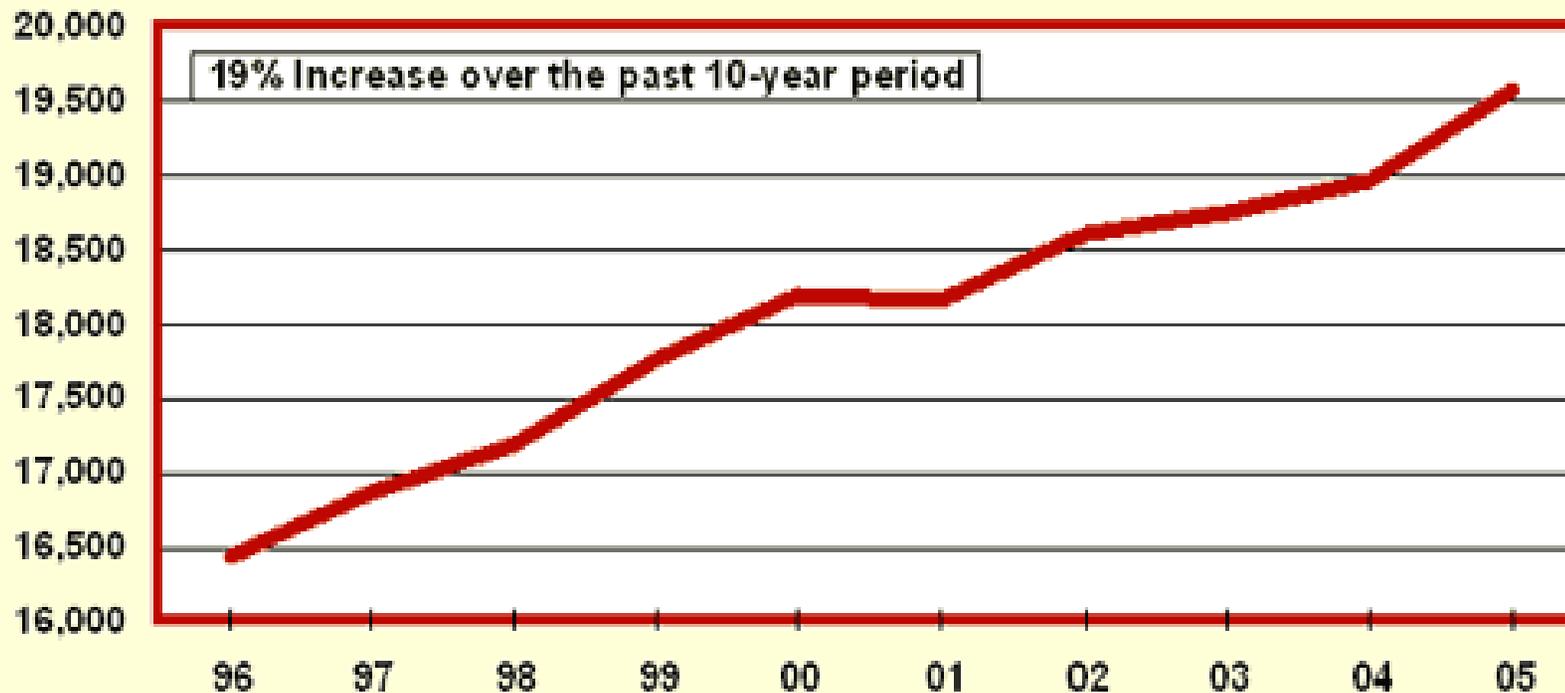


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## Milk per Cow, 1996-2005 United States

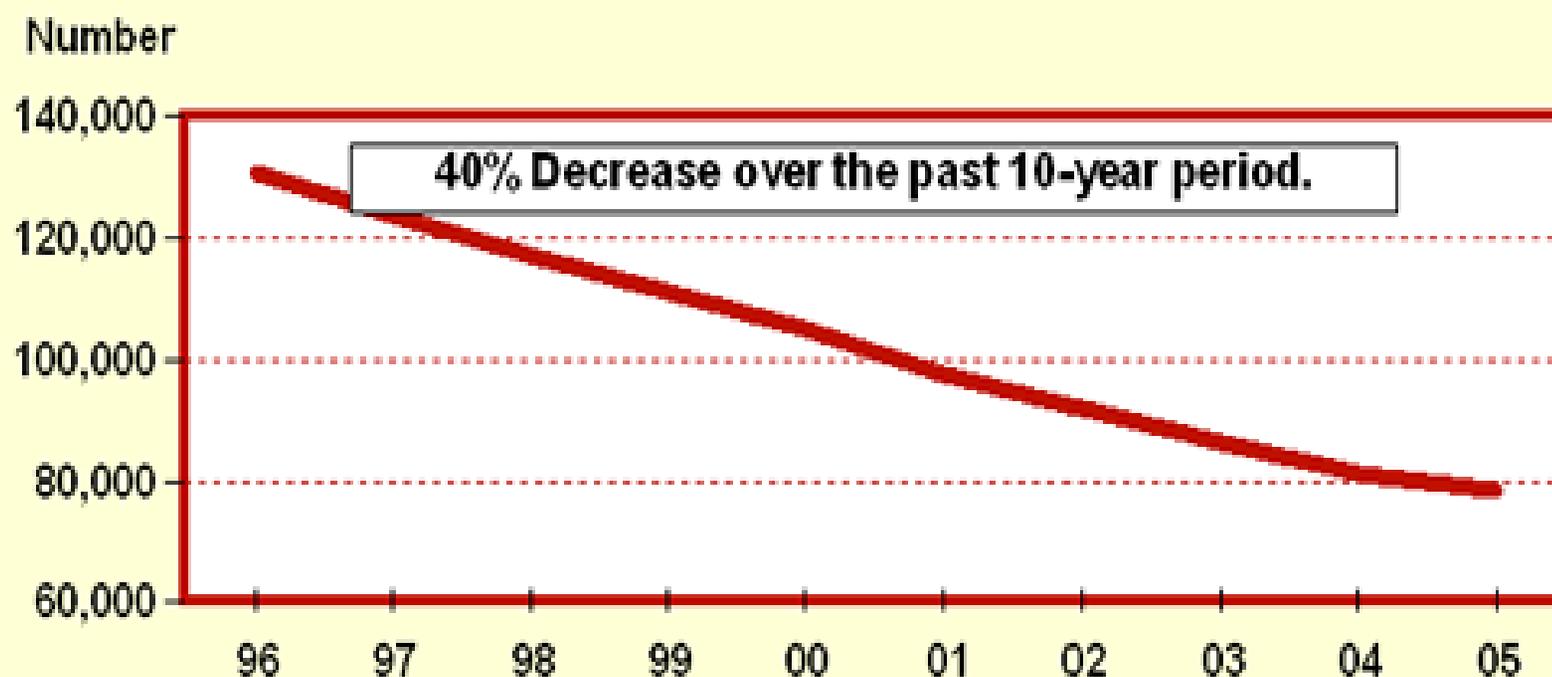
Pounds



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## Milk Cow Operations, 1996-2005 United States



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**1-31-2006**