Dairy Australia

Dairy Farm Monitor Project

Tasmania
Annual Report 2024-25

Delivering for Dairy

Acknowledgements

Participants

The participant farmers are thanked for their efforts in supplying data for the Dairy Farm Monitor Project for 2024–2025. For continuing participants and those new to the project, thank you for your participation.

While efforts are made to select participants from each region and a range of farm sizes, results should not be viewed as a representation of the entire Tasmanian dairy farm population.

Report

The report was prepared by Symon Jones in conjunction with Dairy Australia.

Contributors/data collectors

Symon Jones from the Tasmanian Institute of Agriculture collected the data for this report.

The diligent work of Dairy Australia's consultant analyst Fiona Smith who assisted with data collection, conducted data checking, validation and analysis is much appreciated.

Appendix tables

The appendices at the end of this report provide detailed metrics on the historical physical and financial performance and efficiency for the average of the Tasmanian project participants.

Further information

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Tasmanian Government

TIA is a joint venture of the University of Tasmania and the Tasmanian Government

Contents

Executive summary

In 2024-25 the average Tasmania Dairy Farm Monitor profitability decreased compared to the previous year both in terms of EBIT (accounting for inflation) and Return on Total Assets (ROTA).

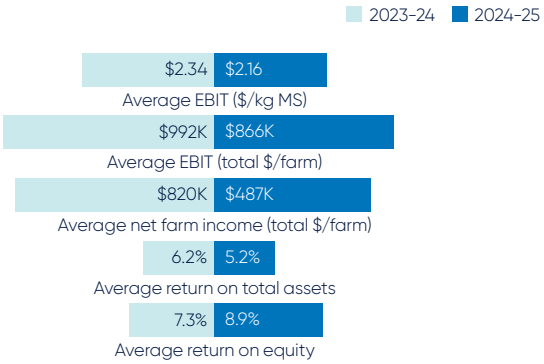
The reduced profitability on Tasmanian dairy farms was largely a result of a lower milk price despite lower input costs across most cost centres.

There was a decrease in farm equity and total asset value. Total liabilities were higher at the end of the financial year compared to the 2023-24 season.

A number of new farms were collected for the 2024-25 Dairy Farm Monitor Project (DFMP) report replacing some long-term participants. As a result farm values in this report should be considered in light of the changing data set.

Homegrown feed production, a key profit driver in Tasmania's pasture-based industry, increased in 2024-25.

Tasmania



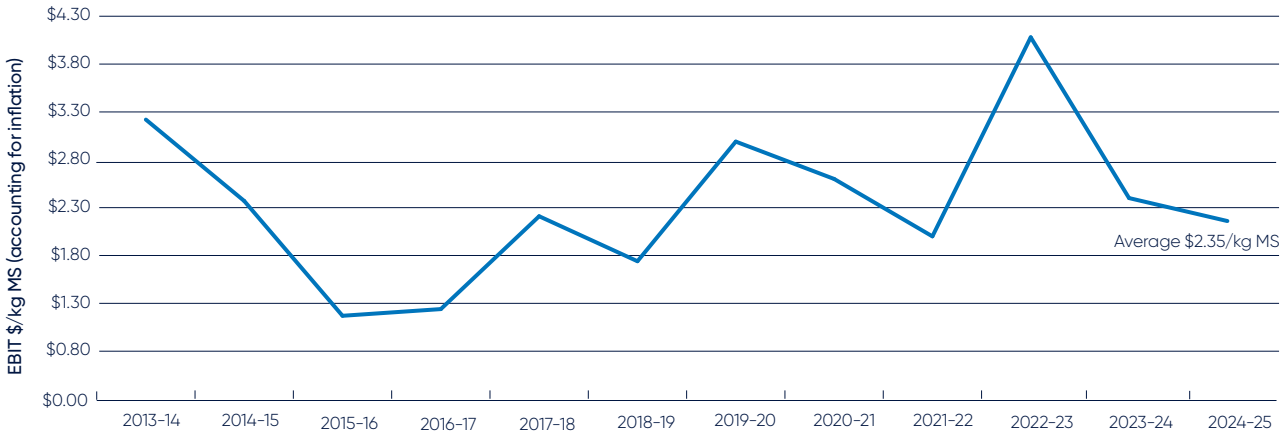
A lower milk price resulted in lower profitability on Tasmanian dairy farms in 2024-25. This was seen across most measures of profitability including EBIT (Earnings Before Interest and Tax), net farm income, and return on total assets. Return on equity however, increased from 7.3 per cent in 2023-24 to 8.9 per cent in 2024-25.

Total average land values decreased in comparison to the 2023-24 data. There was a change in farm equity, as liabilities increased with equity decreasing by around 15 per cent on average. Total liabilities on a per hectare basis also increased for the 2024-25 period.

Home grown feed consumption increased from 10.2 to 10.5t DM/ha and 62 per cent of the energy consumed in the diet came from home grown feed, a substantial increase from 58 per cent the previous year. On average, 1.35t DM/cow of purchased concentrates was fed.

How does 2024-25 compare?

Historical profitability



Average EBIT (per kg milk solids) in 2024-25 was $2.16 which was 8 per cent lower than the 11-year average for the Tasmania Dairy Farm Monitor Project of $2.35/kg MS (adjusted for inflation), and 8 per cent lower than the 2023-24 season of $2.34/kg MS.

Milk price

Milk price decreased from $9.26/kg MS in 2023-24 to $8.59/kg MS. Milk income contributed on average, around 94 per cent of total farm income.

Livestock trading contributed around 6 per cent or $0.48 cents/kg MS of gross farm income.

Gross farm income was $9.12/kg MS including some other farm income of $0.04/kg MS.

Tasmania ↓ 7%
to $8.59/kg MS

Expectations for profit in 2025-26

The majority (92%) of participant farmers expect that farm business profits will improve in 2025-26 on the back of 92 per cent believing milk prices would increase. Milk price was identified by participants as the most important factor over the next 12 months and 5 years.

Greenhouse gas emissions

The average carbon footprint for Tasmanian dairy farm participants was 4,935 tonnes of carbon dioxide equivalents per farm in 2024-25. This is a 9 per cent reduction from the 2023-24 season, largely due to the change in participant farms and subsequent drop in average herd size and total milk production.

Tasmania overview

Whilst 96 per cent of farms recorded a positive EBIT, state-wide, average profitability in Tasmania fell below the 11-year average of the Tasmania Dairy Farm Monitor Project of $2.35/kg MS largely due to a 7 per cent fall in milk price from the 2023-24 season.

The average EBIT was $865,823 or $2.16 per kilogram of milk solids compared to $992,154 or $2.34 per kilogram of milk solids in 2023-24 season. The average net farm income was $487,365 which was a 59 per cent drop in last year. Whilst EBIT was lower the majority of this change was due to the structure of new farms participating in the project.

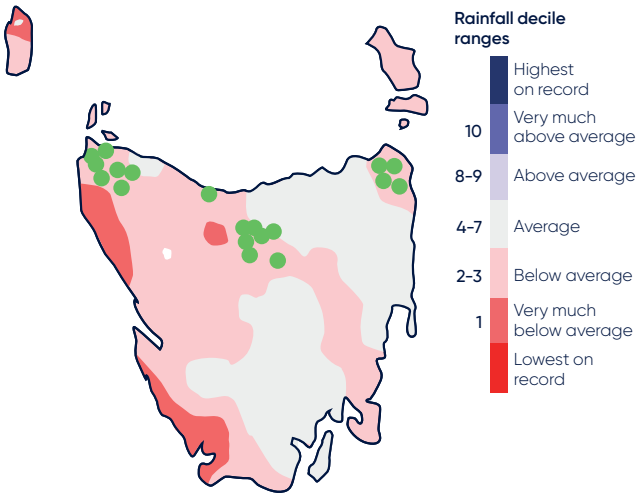
Farmers managed to find some efficiency gains with the cost of feed and many other input costs decreasing. Despite this, the reduction in milk price and reduced livestock trading income meant that Tasmanian dairy farm profitability decreased.

Dairying in Tasmania

There were approximately **335 dairy farm businesses** in Tasmania that produced **901 million litres** or **10.8 per cent** of Australia's national milk production in 2024-25.

Farm numbers fell from 342 to 335 registered farms in the 2024-25 season. Milk production fell 3.6 per cent from the previous season from 934 to 901 million litres.

Dairy Farm Monitor Project farm locations and rainfall in 2024-25



Note: The green points on this map show the general location of the participant farms.

Source: Bureau of Meteorology ***bom.gov.au***

Over the last 10 years total farm numbers in Tasmania have fallen by 23 per cent from 435 to 335 registered dairy farms, while cow numbers per farm have increased by 35 per cent from 337 to 519 cows. Total state cow numbers have increased over the same period by 15.5 per cent from 147,000 to 174,000 cows. Milk production has increased by just 1.2 per cent from 891 million litres to 901 million litres.

Physical farm characteristics

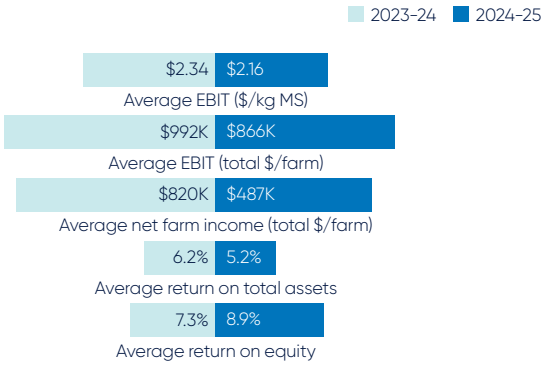
The average herd size of farms in the Tasmania Dairy Farm Monitor Project is 813 cows down from 892 cows in the 2023-24 season. This is higher than the actual Tasmanian average of 519 cows. Milk sold per cow increased marginally from 441kg MS/cow to 459kg MS/cow.

Feed consumed – made up of grazed and conserved feed – increased, with the amount of homegrown feed (measured as a percentage of metabolisable energy in the diet) increasing from 58 per cent to 63 per cent in 2024-25.

Average herd size	Milk solids sold	Homegrown feed
↓ 9%	↑ 4%	↑ 7%
813 cows	459kg MS/cow	62% of metabolisable energy consumed

Profitability

In 2024-25, 96% of TAS participants recorded a positive profit



In 2024-25 farm profitability for the state has been influenced by:

↓7%
in average milk price to **$8.59/kg MS**

↓ 15%
in purchased feed and agistment costs to **$2.60/kg MS**

↓ 25%
in employed labour costs to **$1.03/kg MS**

↓8%
in variable costs to **$4.44/kg MS**

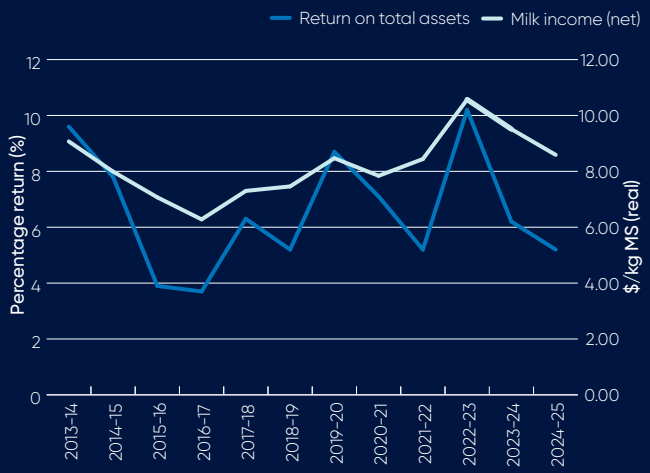
↓ 6%
in overhead costs to **$2.52/kg MS**

↑13%
in homegrown feed costs to **$1.27/kg MS**

Overall, the cost of production (including inventory change) decreased by 9 per cent from $7.73/kg MS to $7.05/kg MS.

Labour use efficiency improved for Tasmanian DFMP participants both in dollar terms and physical performance. Per cow efficiency increased from 146 to 172 cows per FTE (full time equivalent) for the season and labour efficiency based on milk production also increased from 64,119kg MS/FTE to 78,209kg MS/FTE.

Return on total assets and milk price



Physical parameters and seasonal conditions

The majority of participant farms received below average rainfall in 2024-25.

Seasonal conditions throughout the year resulted in an increase in homegrown feed consumption despite an average autumn break.

The amount of nitrogen applied in 2024-25 decreased slightly.

Pasture based dairy production

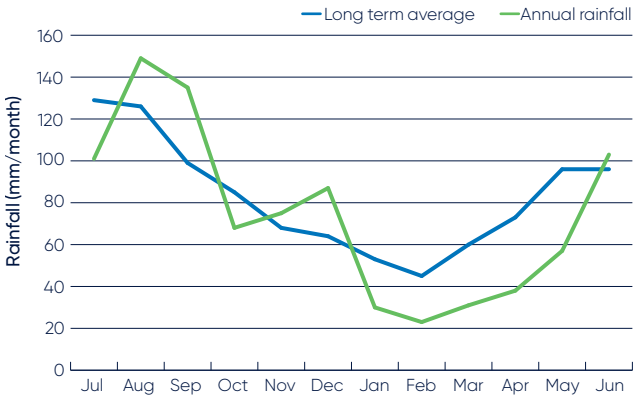
Dairy production in Tasmania is predominantly pasture based, with an average of 62 per cent of all consumed metabolisable energy being derived from home grown feed. Spring and autumn rainfall are important drivers of homegrown feed production as is the availability of adequate water across irrigation areas.

For the 2024-25 season the average milking area for the 2024-25 DFMP participants was 264 hectares. On average, 34 per cent, or 173 hectares of milking area is irrigated across participant farms. The average application of irrigation water is 4.8 megalitres per hectare.

Rainfall

Rainfall for the 2024-25 season finished close to the long-term average of 1,003mm at 900mm. The season started well, with rainfall measuring above the long-term average from August through to December, but falling below the long-term average for the remainder of the season. Autumn failed to deliver and was considered challenging for most farmers.

Figure 1 Monthly rainfall 2024-25



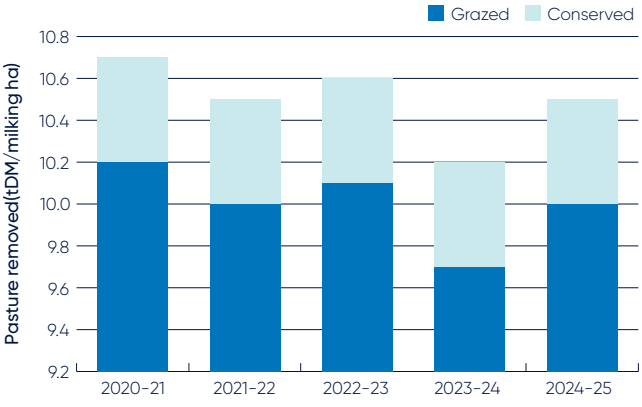
Feed consumption and harvest

Homegrown feed consumption on milking area increased from 10.2t DM/ha to 10.5t DM/ha. This was due to grazed pasture increasing from 9.7t DM/ha to 10t DM/ha with homegrown conserved fodder holding at 0.5t DM/ha.

The percentage of homegrown feed in the diet increased from 58 per cent in 2023-24 to 62 per cent for the 2024-25 season. The percentage of concentrate fed remained the same at 26 per cent. The average cow consumed 3.5t DM of homegrown feed which consisted of 3.3t DM/cow of grazed feed and 0.2t DM/cow of conserved pasture (silage or hay). The average cost of homegrown feed was $1.27/kg MS. This is a cost increases of 13 per cent from the previous season of $1.12/kg MS.

In addition to the homegrown feed, there was 1.35t DM/cow of concentrate fed per cow and 0.3t DM of purchased fodder fed per cow. Total per cow consumption was similar to the 2023-24 season at 5.2t DM. The average cost of all purchased feed was $523/t, which was a marginal increase on the cost of purchased feed last year.

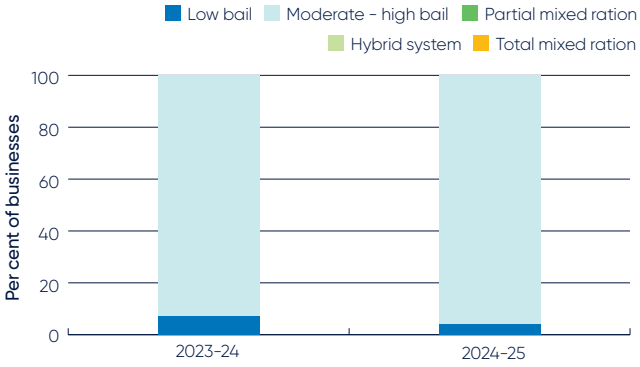
Figure 2 Estimated tonnes of homegrown feed removed



Feeding system

Tasmania is predominantly a perennial, pasture-based system. All participant farms had perennial pasture and were either in the low bail feeding system (up to 1 tonne concentrate fed in bail) or moderate-high bail feeding system (more than 1 tonne concentrate fed in the bail) (Figure 3).

Figure 3 Type of feeding systems



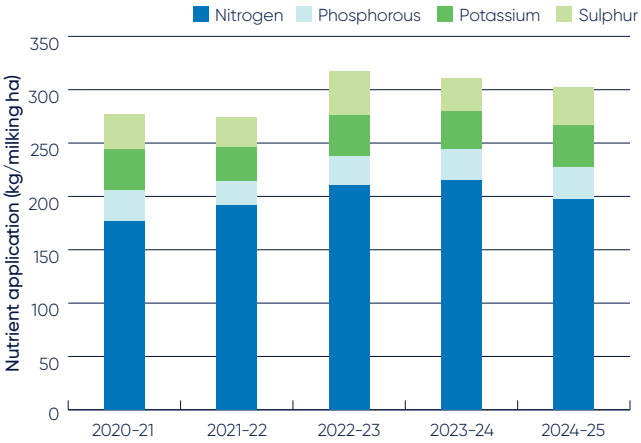
Fertiliser application

The amount of nitrogen applied per milking hectare decreased by 18kg per hectare from 215kg N/hectare in the 2023-24 season to 197kg N/hectare for the 2024-25 season. Both phosphorus and potassium marginally increased from the previous year.

In comparison to the previous year, Figure 4 shows that in 2024-25 the amount of:

- Nitrogen applied was 197 kg/ha, an 8 per cent decrease.
- Phosphorous applied was 30 kg/ha, a 3 per cent increase.
- Potassium applied was 40 kg/ha, an 11 per cent increase.
- Sulphur applied was 35 kg/ha, a 13 per cent increase.

Figure 4 Nutrient application



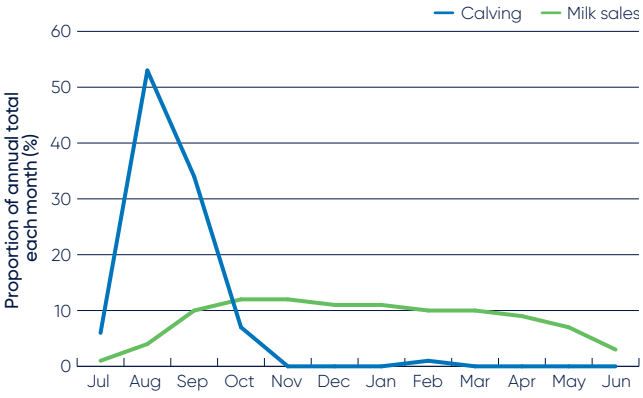
Milk sold

The average herd size of the Tasmanian Dairy Farm Monitor participants in 2024-25 was 813 cows, ranging from 175 cows up to 1,380 cows. The total average milk solids sold (370,945kg) was 7 per cent lower than the previous year. The milk sold per cow increased from 441kg MS/cow to 459kg MS/cow. The average stocking rate on the milking area remained the same at three cows/milking ha. Milk production per milking hectare increased by 1 per cent from 1,388kg MS per hectare to 1,405kg/MS/ha.

The average milking area was 264 hectares and the average usable area was 344 hectares.

Milk production reflects the seasonal nature of calving. Calving pattern determines milk production and subsequently the milk payment system available to participant farms (Figure 5).

Figure 5 Monthly distribution of milk sales and calving



Calving pattern

Tasmania is characterised as spring calving (Figure 5) with 95 per cent of cows from participant farms calving between July and November. In 2024-25 peak milk production occurred in October, November and December – each of these months has around 12 per cent of the annual milk production. Fifty per cent of milk was produced from July to December in 2024 compared to 53 per cent in 2023.

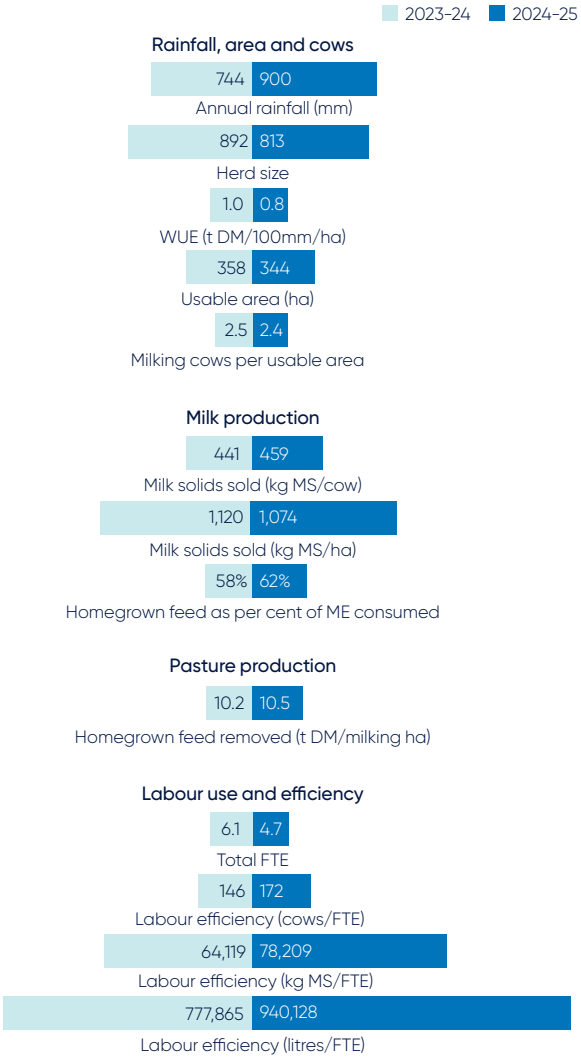
Whole farm analysis

On average, farm profitability decreased in 2024-25. EBIT was positive for 96 per cent of participating farms.

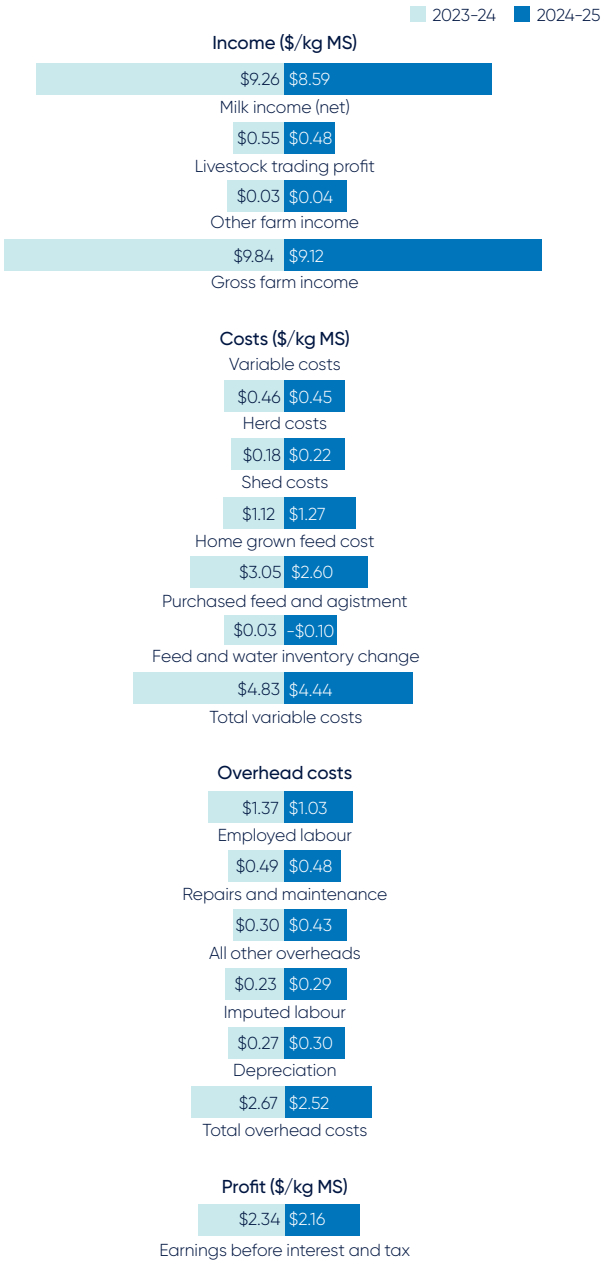
Both variable and overhead costs decreased in 2024-25.

Return on Total Assets decreased in 2024-25 from 6.2 to 5.2 per cent.

Physical parameters



Financial parameters



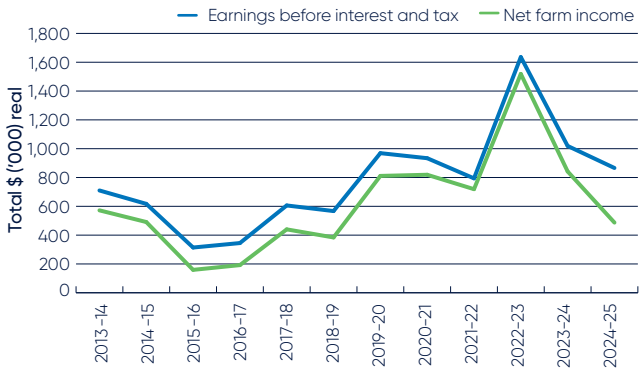
Net farm income

There was a large decrease in total EBIT and net farm income in the 2024-25 season from the previous year.

EBIT fell by 8 per cent in $/kg MS terms from $2.34/kg MS to $2.16/kg MS for the 2024-25 season.

Total EBIT fell from $992,154 ($1,018,942 adjusted for inflation) in the 2023-24 season to $865,823 for the 2024-25 season.

Figure 6 Earnings before interest and tax and net farm income adjusted for inflation



Variable costs

Variable costs fell by 8 per cent from $4.83/kg MS in 2023-24 to $4.44/kg MS in 2024-25. This was a reversal of the 2023-24 season where variable costs increased by 8 per cent.

Purchased feed and agistment costs make up the largest component of variable costs and fell by almost 15 per cent from $3.05/kg MS to $2.60/kg MS. By contrast in 2023-24 they increased by $0.33/kg MS to $3.05/kg MS, a 12 per cent increase.

All categories within the purchased feed category decreased. Concentrates decreased from $1.95/kg MS to $1.77/kg MS, agistment from $0.72/kg MS to $0.47/kg MS and fodder purchases decreased from $0.38/kg MS to $0.36/kg MS.

Homegrown feed costs increased by 13% rising from $1.12/kg MS to $1.27/kg MS. This total is composed of $0.19/kg MS for pasture and cropping costs, $0.18/kg MS for hay and silage making, $0.62/kg MS for fertiliser, $0.08/kg MS for fuel and oil, and $0.21/kg MS for irrigation.

Pasture and cropping costs and hay and silage making costs increased by 27 per cent and 45 per cent respectively. Other areas decreased marginally.

Both herd and shed costs for 2024-25 season remained similar to the 2023-24 values.

Herd costs decreased from $0.46/kg MS to $0.45/kg MS and shed costs increased from $0.18/kg MS to $0.22/kg MS. Within herd costs, there was less spent on animal health (decreased by $0.02/kg MS to $0.23/kg MS), AI and herd test (increased by $0.01/kg MS to $0.17/kg MS) while calf rearing remained the same at $0.05/kg MS.

Shed costs include both dairy electricity of $0.10/kg MS and dairy supplies of $0.12/kg MS. Dairy electricity remained similar to the 2023-24 season, while dairy supplies increased by 25 per cent.

Overhead costs

Total overhead costs decreased by 4 per cent from $2.67/kg MS in 2023-24 to $2.52/kg MS in 2024-25.

The employed labour costs fell substantially by 25 per cent from $1.37/kg MS to $1.03/kg MS. While this is significant, the structure of some newer participant farms has changed in comparison to previous participant farms. Imputed labour increased from $0.23/kg MS to $0.29/kg MS for the 2024-25 season.

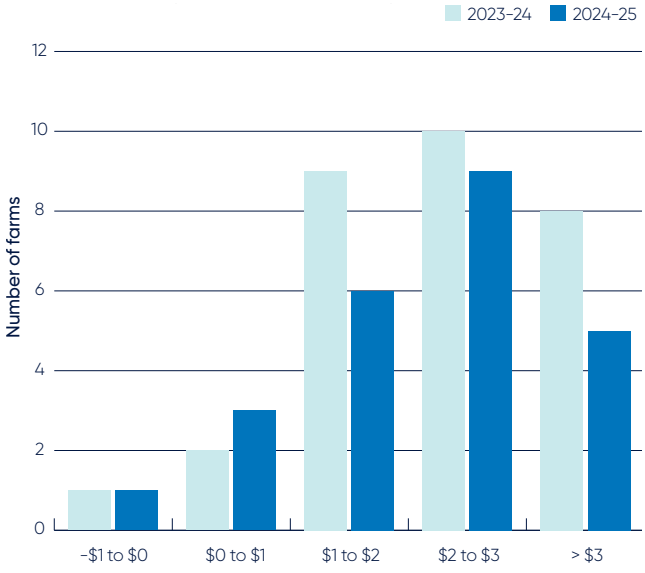
While repairs and maintenance remained similar, other overheads including administration and accountancy increased by $0.13/kg MS.

As a result, the cost of production, including inventory change, was $7.05/kg MS.

Earnings before interest and tax

In 2024-25, 96 per cent of participants had a positive EBIT (Figure 7). The average EBIT per farm was down by 8 per cent from $2.34/kg MS to $2.16/kg MS.

Figure 7 Average EBIT per kg MS



Return on total assets and equity

A positive return on total assets (ROTA) was recorded for 96 per cent of participants (Figure 8). In 2024-25 average ROTA decreased to 5.2 per cent compared to 6.2 per cent the previous year. This is largely a result of a lower milk price.

Average return on equity (ROE) in 2024-25 increased from 7.3 per cent relative to 8.9 per cent, noting several farms this year had significant leased assets. There was some downward movement in the level of equity over the last 12 months.

For the 2024-25 season, 62 per cent of the participants recorded higher ROE than ROTA, meaning they have been able to grow their business.

Figure 8 Average returns ROTA and ROE

Note: There is one farm in the dataset that operates with significant leased assets and therefore low total equity, resulting in a very high ROE. This dot is not shown on the graph as it distorts the graph.

Business confidence

The majority (92%) of participants expect their farm business returns to improve in 2025-26.

Over 90 per cent of participant farms expect milk price and production to increase in 2025-26.

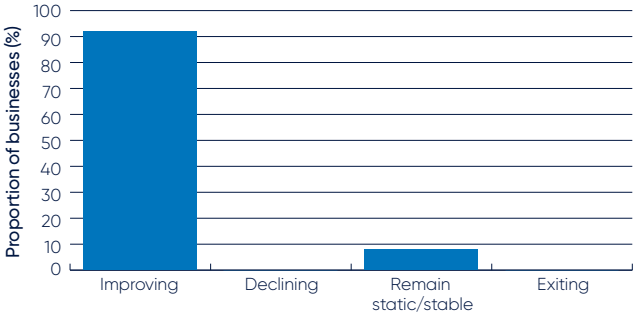
Milk price followed by input costs were listed as the major issues of concern for both the coming 12 months and the next five years.

The majority of participants expect costs to remain stable in 2024-25 with the majority thinking fertiliser and labour will be higher in 2025-26.

Expectations for business profit 2025-26

The participant survey considers different aspects of farming, from climate outlook to expectations about market conditions for dairy products. Ninety-two per cent of participants expect business profit to improve, 8 per cent expect it to remain stable (Figure 9).

Figure 9 Expected change to farm business profit in 2025-26

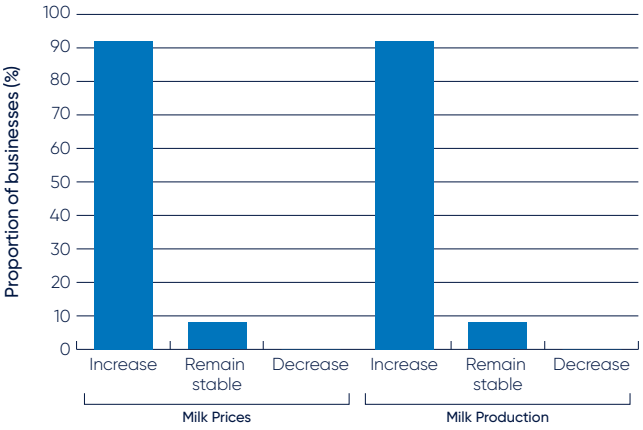


Price and production expectations – milk

The majority of respondents (92%) were expecting milk price to increase for 2025-26, with 8 per cent expecting it to remain stable (Figure 10).

Ninety-two per cent of respondents expect milk production to increase in 2025-26 and the remaining 8 per cent of respondents expected their milk production to remain stable.

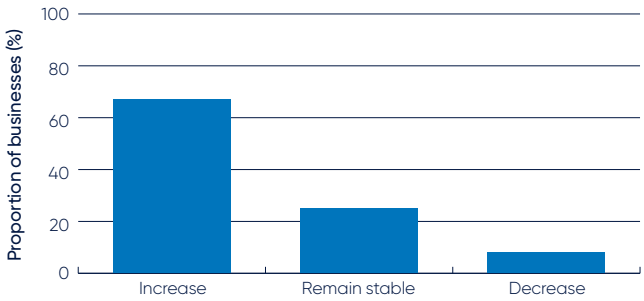
Figure 10 Producer expectations of milk prices and production in 2025-26



Production expectations – fodder

Sixty-seven per cent of respondents expected fodder production to be higher in 2025-26 than in the previous year. 25 per cent of respondents expect fodder production to remain stable and seven per cent were expecting it to decrease. This optimism may be partly due to the challenging autumn last season.

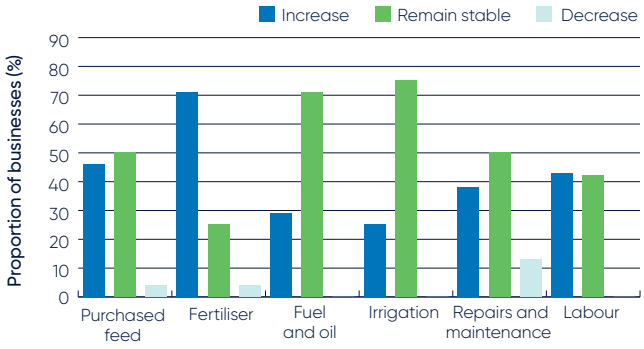
Figure 11 Producer expectations of fodder production in 2025-26



Cost expectations

The majority of participants expect costs to increase in 2025-26, particularly in the areas of paid labour, fertiliser and repairs and maintenance. 25 to 75 per cent of participants expect feed purchases, fuel and oil and irrigation costs to remain stable. Decreases were predicted by only a very small number of participants for purchased feed, fertiliser and repairs and maintenance.

Figure 12 Producer expectations of costs for the dairy industry in 2025-26



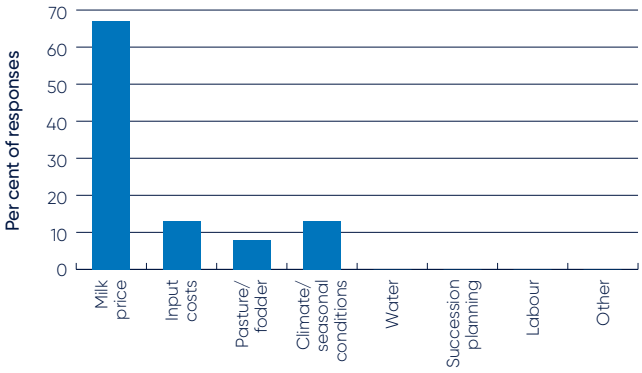
Issues of importance to dairy businesses

Participants are asked to rank issues based on the level of importance to their business. The results are shown in Figure 13 for the short term issues and Figure 14 for medium term issues.

Short term issues – Next 12 months

Milk price has returned as the highest ranked concern, followed by input costs and climate change and seasonal conditions.

Figure 13 Major issues for individual businesses – 12-month outlook

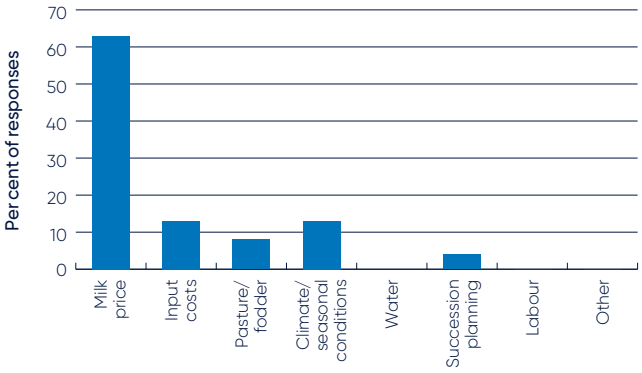


Medium to long term issues – Next five years

As well as being the major concern for the 2025-26 season, milk price was the number one concern for the next five years, with climate change and seasonal conditions followed by input costs both sharing 13 per cent of the vote respectively.

Again, water was not considered a major issue by the respondents with no-one ranking it in their top three issues.

Figure 14 Major issues for individual businesses – Five-year outlook



2024-25 Greenhouse gas emissions

The average carbon footprint for Tasmanian dairy farm monitor farms was 4,935 tonnes of carbon dioxide equivalents (t CO2-e) per farm in 2024-25.

Methane from cow rumination (enteric) accounted for an average of 72 per cent of on-farm emissions.

Smaller herd sizes and reduced total farm milk production contributed to the decrease in greenhouse gas (GHG) emitted per farm for 2024-25.

Notes on GHG emission estimates

The greenhouse gas (GHG) emissions data presented in this project provides valuable insight for those calculating GHG emissions while also informing options for emission reduction.

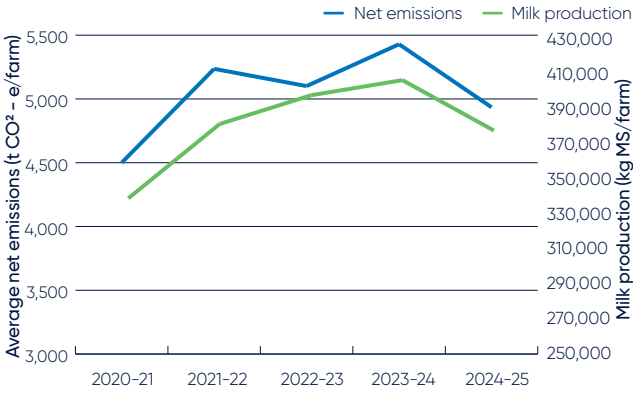
Greenhouse gas emission estimates are calculated using the Australian Dairy Carbon Calculator V5.1 embedded within DairyBase. Data from all years was analysed using the same accounting framework.

Tracking an individual dairy farm's GHG emissions over time provides reliable, farm-specific data for developing strategies to reduce their carbon footprint These estimates reflect a range of DFMP participant farm profiles and should not be taken as representative of the dairy industry.

Total emissions

Net GHG emissions (average) in 2024-25 fell 9 per cent from 5,429 to 4,935 tonnes of carbon dioxide equivalent (Table 1 and Figure 15). Over the last five years, average GHG emissions were also associated with greater herd size and milk production per farm and have increased by an average of 10 per cent over the last 5 years, while greenhouse emission intensity has remained relatively stable at 0.86 compared to 0.87t CO_2-e/t FPCM (Figure 16 and Table 1).

Figure 15 Estimated average net farm GHG emissions and milk solid production between 2020-21 and 2024-25 (CO_2 equivalent)

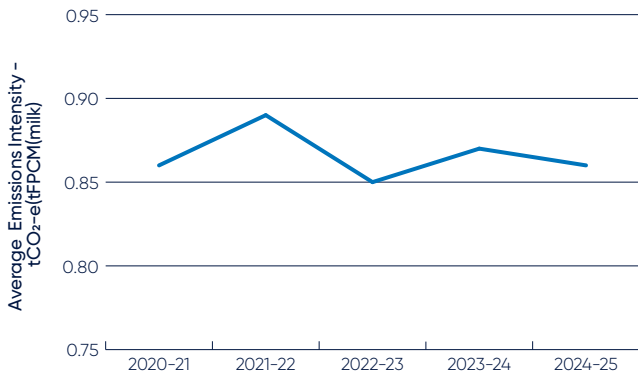


The percentage of greenhouse gas emissions being derived from methane is relatively consistent across the years presented but there was a slight reduction in 2024-25.

Emissions intensity

The emissions intensity allocated to milk production (once meat production is considered) has fluctuated over the years between 0.85 to 0.89t CO_2-e/t FPCM (Figure 15 and Table 1). Emissions intensity in 2024-25 was 0.86t CO_2-e/t FPCM. Emissions intensity is calculated by dividing total emissions by the amount of fat and protein corrected milk (FPCM); standard of 4.0% fat and 3.3% protein. Regional and farm variation was also observed over this period.

Figure 16 Estimated average emissions intensity between 2020-21 and 2024-25 (CO_2 equivalent)



Note

Greenhouse gas emission estimates are calculated using the **Australian Dairy Carbon Calculator** embedded within DairyBase.

Table 1 Estimated average GHG emissions and intensity between 2020-21 and 2024-25 (CO_2 equivalent)

Emission source	Units	2020-21	2021-22	2022-23	2023-24	2024-25
Sample size		31	26	29	30	24
Methane	t CO_2-e/farm	3,305	3,903	3,825	3,899	3,566
Pre-farm	t CO_2-e/farm	454	536	576	616	543
Nitrous oxide	t CO_2-e/farm	562	655	661	685	622
Carbon dioxide	t CO_2-e/farm	178	186	125	242	235
Tree carbon	t CO_2-e/farm	N/A	-44	-86	-13	-30
Net GHG emissions	t CO_2-e/farm	4,500	5,236	5,101	5,429	4,935
Emissions intensity	t CO_2-e/FPCM (milk)	0.86	0.89	0.85	0.87	0.86
Emissions intensity	t CO_2-e/t MS (milk)	11.8	12.3	11.7	12.0	11.7
Emissions intensity	t CO_2-e/kg lwt (meat)	4.6	5.1	4.7	4.8	4.2

How does 2024-25 compare?

Farm profit was 6 per cent lower than the 11-year average of the Tasmanian Dairy Farm Monitor Project.

There was a large decrease in the average farm earnings before interest and tax (EBIT) from $1,018,942 (adjusted for inflation) in 2023-24 to $865,823 but it remains above the long-term average of $781,506.

The decrease in EBIT resulted in a decrease in return on total assets to 5.2%, down from 6.2% in 2023-24 and 10.2% in 2022-23.

Farm profit measured as EBIT for 2024-25 season was $865,823 compared to the long-term 11-year average of $781,506. Net farm income was considerably lower at $487,365 in 2024-25, compared to the long-term average of $619,758. This needs to be considered in light of the changing data set.

Average ROTA was 5.2 per cent in 2024-25, decreasing from 6.2 per cent the previous year (Figure 17). This is below the 11-year average of 6.6 per cent. The average ROE increased to 8.9 per cent in 2024-25 from 7.3 per cent in 2023-24. This is compared to the 11-year average of 8.3 per cent.

Figure 17 Farm profitability between 2013-14 and 2024-25

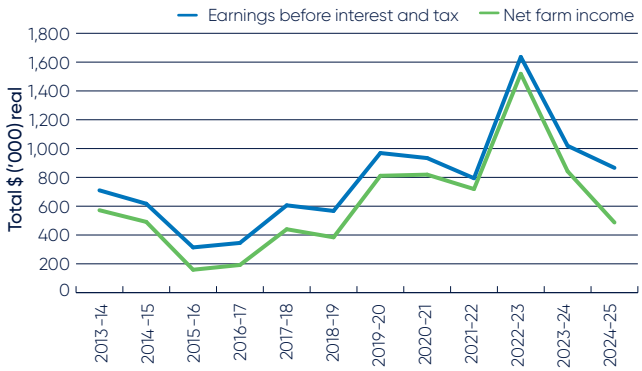
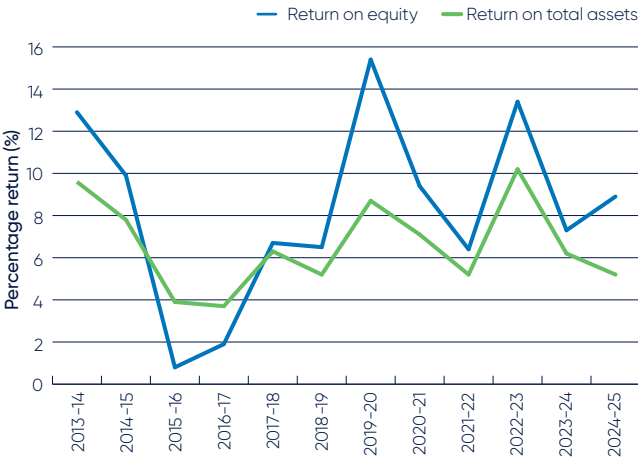
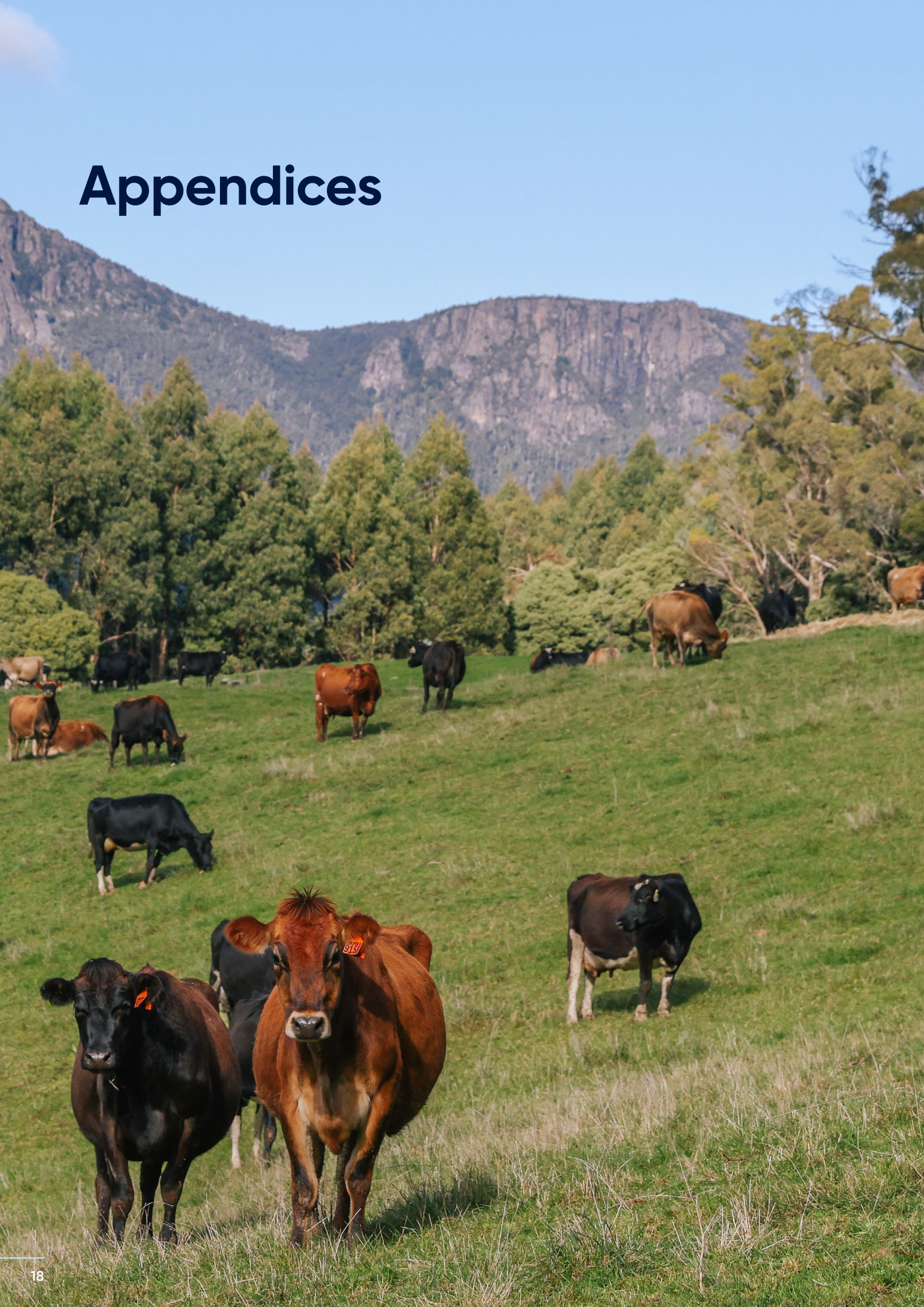


Figure 18 Whole farm performance between 2013-14 and 2024-25



Appendices



Appendix A – Summary tables

Table A1 Main financial indicators

Farm number	Milk income (net)	All other income	Gross farm income	Total variable costs	Total overhead costs	Cost structure (variable costs/total costs)	Earnings before interest and tax	Return on total assets (exc. capital apprec.)	Interest and lease charges	Debt servicing ratio	Net farm income	Return on equity
	$/kg MS	$/kg MS	$/kg MS	$/kg MS	$/kg MS	%	$/kg MS	%	$/kg MS	% of income	$/kg MS	%
TA0001	8.41	0.40	8.82	4.03	3.45	54	1.33	1.7	1.66	18.9	-0.33	-0.6
TA0002	8.57	0.81	9.38	3.61	2.48	59	3.29	6.4	1.41	15.0	1.88	9.3
TA0003	8.34	0.81	9.15	4.77	1.79	73	2.60	10.3	0.26	2.9	2.33	12.1
TA0004	8.24	0.60	8.83	4.71	2.16	69	1.97	5.0	1.31	14.9	0.66	10.9
TA0005	8.63	0.33	8.96	3.88	2.13	65	2.96	7.2	0.66	7.4	2.29	8.0
TA0006	8.36	1.00	9.36	4.90	3.15	61	1.30	2.3	1.00	10.6	0.31	0.8
TA0007	8.36	(0.69)	7.68	5.12	2.04	72	0.52	1.5	1.15	15.0	-0.63	-12.0
TA0008	8.67	0.22	8.89	4.45	2.23	67	2.21	5.3	0.87	9.8	1.35	5.4
TA0009	8.53	0.36	8.89	3.60	2.13	63	3.16	9.1	1.08	12.2	2.08	15.4
TA0010	8.76	0.48	9.25	4.23	2.13	66	2.89	6.9	0.81	8.8	2.07	7.2
TA0011	8.64	0.21	8.85	4.70	2.78	63	1.38	3.4	0.46	5.2	0.92	2.9
TA0012	8.61	0.76	9.37	3.72	2.17	63	3.48	10.1	0.56	6.0	2.91	12.8
TA0013	8.55	0.41	8.96	4.81	3.15	60	1.00	2.1	0.79	8.9	0.21	0.6
TA0014	8.52	1.15	9.67	3.98	2.77	59	2.92	5.9	1.24	12.8	1.69	6.0
TA0015	8.57	0.02	8.58	4.67	3.08	60	0.84	1.9	0.84	9.7	0.00	0.0
TA0016	8.77	0.21	8.98	5.24	3.90	57	-0.16	-0.3	0.31	3.4	-0.47	-1.1
TA0017	9.64	0.68	10.32	3.85	1.69	69	4.78	9.8	1.56	15.1	3.22	87.4
TA0018	8.53	1.43	9.95	5.95	3.87	61	0.13	0.2	1.10	11.1	-0.97	-4.3
TA0019	8.50	1.22	9.71	3.72	2.19	63	3.80	4.8	2.94	30.3	0.86	13.9
TA0020	8.75	0.39	9.14	4.35	2.29	66	2.50	5.7	1.84	20.2	0.65	9.6
TA0021	8.73	0.55	9.28	4.15	2.82	60	2.30	5.4	1.78	19.2	0.52	8.2
TA0022	8.55	0.64	9.19	5.44	2.26	71	1.49	5.3	1.49	16.2	0.00	0.0
TA0023	8.67	0.31	8.98	3.95	2.33	63	2.69	7.2	0.33	3.6	2.37	8.6
TA0024	8.33	0.44	8.76	4.62	1.59	74	2.56	8.3	0.89	10.2	1.67	12.9
Average	**8.59**	**0.53**	**9.12**	**4.44**	**2.52**	**64**	**2.16**	**5.2**	**1.10**	**12.0%**	**1.07**	**8.9**
Top 25%	**8.68**	**0.56**	**9.24**	**4.07**	**1.92**	**68**	**3.25**	**9.1**	**0.84**	**9.0%**	**2.42**	**24.8**

Table A2 Physical information

Farm number	Total usable area	Milking area	Total water use efficiency	Number of milking cows	Milking cows per usable area	Milk sold	Milk sold	Fat	Protein
	ha	ha	t DM/100mm/ha	hd	hd/ha	kg MS/cow	kg MS/ha	%	%
TA0001	275	144	0.6	460	1.7	314	525	5.2	4.1
TA0002	190	120	1.0	390	2.1	486	998	5.4	4.1
TA0003	504	341	0.9	1,380	2.7	546	1,494	4.0	3.4
TA0004	585	365	1.0	1,313	2.2	482	1,082	4.8	3.8
TA0005	500	410	1.0	1,295	2.6	507	1,312	4.7	3.7
TA0006	145	108	0.5	236	1.6	531	864	4.6	3.5
TA0007	290	270	0.9	880	3.0	390	1,183	4.3	3.5
TA0008	531	522	0.9	1,650	3.1	432	1,343	4.8	3.8
TA0009	495	396	1.2	1,296	2.6	425	1,114	5.0	4.1
TA0010	151	151	1.1	522	3.5	495	1,710	4.6	3.7
TA0011	407	304	1.4	1,024	2.5	470	1,183	4.6	3.7
TA0012	391	305	0.9	1,024	2.6	488	1,279	4.9	3.8
TA0013	470	415	0.7	939	2.0	383	766	4.5	3.6
TA0014	522	290	0.6	775	1.5	451	670	4.5	3.5
TA0015	223	201	0.8	592	2.7	414	1,100	4.1	3.4
TA0016	190	170	0.4	175	0.9	570	525	4.2	3.3
TA0017	382	200	0.8	548	1.4	588	843	4.3	3.7
TA0018	241	157	0.6	390	1.6	401	649	4.5	3.7
TA0019	353	180	0.9	498	1.4	437	616	5.0	3.7
TA0020	365	365	0.6	1,005	2.8	409	1,125	4.3	3.5
TA0021	283	283	0.8	866	3.1	404	1,236	4.6	3.6
TA0022	364	232	0.9	980	2.7	469	1,265	4.8	3.8
TA0023	253	253	0.8	720	2.8	473	1,347	4.7	3.7
TA0024	157	157	0.9	548	3.5	442	1,542	5.0	3.9
Average	**344**	**264**	**0.8**	**813**	**2.4**	**459**	**1,074**	**4.6**	**3.7**
Top 25%	**405**	**302**	**0.9**	**1,015**	**2.6**	**499**	**1,264**	**4.6**	**3.8**

Farm number	Estimated grazed pasture*	Estimated conserved feed*	Home grown feed % as of ME consumed	Nitrogen application*	Phosphorous application*	Potassium application*	Sulphur application*	Labour efficiency	Labour efficiency
	t DM/ha	t DM/ha	% of ME	kg/ha	kg/ha	kg/ha	kg/ha	hd/FTE	kg MS/FTE
TA0001	9.5	0.5	76	217	25	-	2	211	66,334
TA0002	9.8	0.5	71	251	40	42	48	146	71,102
TA0003	13.6	1.5	64	196	27	-	34	181	98,740
TA0004	13.9	0.2	62	197	118	19	138	166	80,090
TA0005	11.8	1.1	67	206	17	28	31	146	74,102
TA0006	6.7	0.8	68	34	17	32	21	112	59,632
TA0007	9.0	0.2	49	266	3	-	28	207	80,736
TA0008	10.4	0.4	58	180	14	27	14	186	80,265
TA0009	14.0	0.6	70	279	53	82	43	268	114,175
TA0010	13.5	0.3	64	311	38	73	49	175	86,502
TA0011	10.7	0.7	54	227	49	69	45	173	81,154
TA0012	12.8	0.4	66	205	21	40	26	192	93,724
TA0013	8.0	0.3	63	138	17	24	15	178	68,403
TA0014	9.7	0.5	67	195	20	37	24	152	68,753
TA0015	10.5	0.4	61	194	25	29	32	150	62,325
TA0016	3.8	0.5	65	69	27	38	23	84	47,910
TA0017	10.3	0.2	63	148	23	44	36	206	121,300
TA0018	6.9	0.3	60	189	61	70	84	105	42,258
TA0019	8.8	0.9	80	239	40	129	50	196	85,574
TA0020	8.2	0.8	50	168	13	24	16	180	73,576
TA0021	9.5	1.0	57	146	19	36	23	138	55,639
TA0022	9.8	0.1	49	230	23	76	37	169	79,374
TA0023	9.7	0.3	57	203	30	10	5	178	84,211
TA0024	9.9	0.4	49	232	8	37	27	229	101,142
Average	**10.0**	**0.5**	**62**	**197**	**30**	**40**	**35**	**172**	**78,209**
Top 25%	**12.0**	**0.7**	**63**	**211**	**25**	**39**	**33**	**204**	**100,531**

*on milking area


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Table A3 Purchased feed

Farm number	Purchased feed per milker	Concentrate price	Silage price	Hay price	Other feed price	Average purchased feed price	Per cent of total energy imported
	t DM/hd	$/t DM	$/t DM	$/t DM	$/t DM	$/t DM	% of ME
TA0001	1.2	544	-	225	-	537	24
TA0002	1.6	586	600	-	-	587	29
TA0003	2.4	764	400	383	634	625	36
TA0004	1.3	608	455	304	-	566	38
TA0005	1.5	578	448	369	-	520	33
TA0006	2.5	719	-	324	-	584	32
TA0007	2.2	617	248	248	-	525	51
TA0008	1.7	587	501	319	-	477	42
TA0009	1.0	530	328	243	-	454	30
TA0010	1.3	611	254	252	-	518	36
TA0011	2.3	551	454	270	-	442	46
TA0012	1.5	550	337	287	-	485	34
TA0013	1.6	583	381	226	-	488	37
TA0014	1.8	579	480	480	-	564	33
TA0015	1.4	564	-	366	-	552	39
TA0016	2.1	635	-	132	-	532	35
TA0017	2.5	613	505	374	-	560	37
TA0018	2.2	544	370	318	-	506	40
TA0019	1.3	572	-	-	-	572	20
TA0020	2.1	539	420	344	-	472	50
TA0021	1.6	539	420	335	-	491	43
TA0022	3.2	610	560	318	38	455	51
TA0023	2.1	571	448	270	-	521	43
TA0024	2.2	569	598	210	-	510	51
Average	**1.9**	**590**	**432**	**300**	**336**	**523**	**38**
Top 25%	**1.8**	**601**	**436**	**311**	**-**	**526**	**37**

Note: Calculation of average price of silage, hay and other feed excludes zero values

Table A4 Variable costs

Farm number	AI and herd test	Animal health	Calf rearing	Shed power	Dairy supplies	Total herd and shed costs	Fertiliser	Irrigation	Hay and silage making
	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS
TA0001	0.15	0.19	0.10	0.28	0.08	0.80	0.84	0.11	0.27
TA0002	0.14	0.18	0.06	0.08	0.10	0.56	0.61	0.16	0.18
TA0003	0.16	0.22	0.09	0.05	0.09	0.61	0.47	0.19	0.24
TA0004	0.18	0.17	0.11	0.05	0.13	0.65	0.56	0.36	0.08
TA0005	0.20	0.24	0.06	0.03	0.05	0.58	0.68	0.15	0.17
TA0006	0.17	0.24	0.03	0.15	0.21	0.81	0.41	0.30	0.48
TA0007	0.18	0.17	0.02	0.09	0.14	0.60	0.43	0.15	0.06
TA0008	0.16	0.32	0.01	0.08	0.09	0.67	0.60	0.19	0.08
TA0009	0.13	0.20	0.01	0.06	0.05	0.46	0.76	0.42	0.21
TA0010	0.18	0.24	0.06	0.13	0.07	0.68	0.62	0.46	0.03
TA0011	0.20	0.31	0.02	0.05	0.11	0.70	0.83	0.23	0.09
TA0012	0.12	0.27	0.04	0.06	0.06	0.56	0.59	0.22	0.11
TA0013	0.14	0.25	0.12	0.14	0.06	0.71	0.55	0.29	0.07
TA0014	0.17	0.20	0.03	0.10	0.07	0.57	0.54	0.22	0.24
TA0015	0.20	0.25	0.01	0.10	0.15	0.72	0.68	0.28	0.07
TA0016	0.25	0.27	0.06	0.12	0.26	0.96	0.56	0.21	0.24
TA0017	0.11	0.12	0.02	0.11	0.18	0.54	0.47	0.07	0.23
TA0018	0.18	0.19	0.07	0.15	0.10	0.70	1.13	0.25	0.24
TA0019	0.24	0.27	0.02	0.13	0.14	0.80	0.91	0.25	0.47
TA0020	0.05	0.17	0.08	0.09	0.07	0.46	0.43	0.10	0.17
TA0021	0.07	0.27	0.07	0.09	0.19	0.69	0.49	0.13	0.19
TA0022	0.21	0.31	0.02	0.08	0.15	0.77	0.58	0.15	0.21
TA0023	0.15	0.19	0.09	0.07	0.09	0.59	0.57	0.22	0.04
TA0024	0.23	0.20	0.08	0.15	0.12	0.78	0.45	0.07	0.03
Average	**0.17**	**0.23**	**0.05**	**0.10**	**0.12**	**0.66**	**0.62**	**0.22**	**0.18**
Top 25%	**0.16**	**0.21**	**0.05**	**0.08**	**0.09**	**0.59**	**0.57**	**0.19**	**0.17**

Farm number	Fuel and oil	Pasture improvement/ cropping	Other feed costs	Fodder purchases	Grain/ concentrates/ other	Agistment costs	Feed and water inventory change	Total feed costs	Total variable costs
	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS
TA0001	0.09	0.13	0.00	0.02	2.06	0.00	-0.27	3.24	4.03
TA0002	0.05	0.18	0.00	0.08	1.81	0.00	-0.03	3.05	3.61
TA0003	0.08	0.33	0.00	0.61	2.33	0.15	-0.25	4.16	4.77
TA0004	0.07	0.22	0.00	0.22	1.07	1.10	0.37	4.06	4.71
TA0005	0.04	0.08	0.00	0.43	1.18	0.64	-0.07	3.30	3.88
TA0006	0.16	0.08	0.00	0.54	2.30	0.00	-0.17	4.10	4.90
TA0007	0.07	0.16	0.00	0.35	2.61	0.82	-0.12	4.52	5.12
TA0008	0.05	0.04	0.00	0.61	1.51	0.87	-0.17	3.78	4.45
TA0009	0.03	0.14	0.00	0.21	0.91	0.45	-0.01	3.14	3.60
TA0010	0.07	0.14	0.00	0.20	1.40	0.75	-0.13	3.55	4.23
TA0011	0.11	0.07	0.00	0.94	1.61	0.57	-0.45	4.00	4.70
TA0012	0.04	0.05	0.00	0.26	1.18	0.65	0.05	3.16	3.72
TA0013	0.06	0.02	0.00	0.50	1.82	0.91	-0.13	4.10	4.81
TA0014	0.05	0.13	0.00	0.27	1.81	0.00	0.15	3.41	3.98
TA0015	0.06	0.01	0.00	0.06	1.47	1.31	0.02	3.95	4.67
TA0016	0.18	0.79	0.00	0.10	1.92	0.25	0.02	4.28	5.24
TA0017	0.07	0.25	0.00	0.69	1.75	0.00	-0.24	3.31	3.85
TA0018	0.13	0.74	0.00	0.33	2.51	0.23	-0.30	5.26	5.95
TA0019	0.04	0.25	0.03	0.00	1.41	0.00	-0.43	2.93	3.72
TA0020	0.02	0.05	0.00	0.70	1.89	0.66	-0.14	3.89	4.35
TA0021	0.04	0.03	0.00	0.34	1.62	0.66	-0.04	3.46	4.15
TA0022	0.07	0.48	0.00	0.33	2.54	0.28	0.03	4.66	5.44
TA0023	0.02	0.02	0.00	0.26	1.59	0.45	0.19	3.36	3.95
TA0024	0.05	0.13	0.00	0.60	2.07	0.62	-0.16	3.85	4.62
Average	**0.07**	**0.19**	**0.00**	**0.36**	**1.77**	**0.47**	**-0.10**	**3.77**	**4.44**
Top 25%	**0.05**	**0.17**	**0.00**	**0.47**	**1.57**	**0.42**	**-0.11**	**3.49**	**4.07**

Table A5 Overhead costs

Farm number	Rates	Farm insurance	Motor vehicle expenses	Repairs and maintenance	Other overheads	Employed labour	Total cash overheads	Depreciation	Imputed owner/ operator and family labour	Total overheads
	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS	$/kgMS
TA0001	0.12	0.11	0.24	0.60	0.49	0.78	2.33	0.38	0.75	3.45
TA0002	0.06	0.08	0.01	0.30	0.23	0.93	1.61	0.41	0.46	2.48
TA0003	0.06	0.13	0.01	0.36	0.14	0.68	1.38	0.18	0.23	1.79
TA0004	0.02	0.07	0.00	0.61	0.09	1.31	2.11	0.05	0.00	2.16
TA0005	0.04	0.07	0.02	0.40	0.04	0.98	1.54	0.26	0.33	2.13
TA0006	0.07	0.13	0.07	0.89	0.20	0.59	1.94	0.34	0.87	3.15
TA0007	0.07	0.03	0.10	0.71	0.09	0.68	1.69	0.10	0.25	2.04
TA0008	0.04	0.06	0.01	0.45	0.10	1.27	1.93	0.30	0.00	2.23
TA0009	0.02	0.06	0.03	0.35	0.41	1.00	1.87	0.24	0.03	2.13
TA0010	0.03	0.20	0.04	0.29	0.10	1.24	1.89	0.24	0.00	2.13
TA0011	0.03	0.11	0.06	0.72	0.11	1.35	2.38	0.40	0.00	2.78
TA0012	0.04	0.10	0.01	0.34	0.13	1.04	1.66	0.51	0.00	2.17
TA0013	0.04	0.14	0.01	0.63	0.23	1.49	2.54	0.61	0.00	3.15
TA0014	0.05	0.09	0.03	0.44	0.14	1.60	2.35	0.42	0.00	2.77
TA0015	0.06	0.10	0.01	0.65	0.14	1.62	2.58	0.50	0.00	3.08
TA0016	0.06	0.19	0.05	0.69	0.63	0.00	1.62	0.48	1.80	3.90
TA0017	0.05	0.08	0.01	0.56	0.03	0.94	1.66	0.03	0.00	1.69
TA0018	0.07	0.22	0.01	0.84	0.35	1.35	2.85	0.47	0.55	3.87
TA0019	0.11	0.07	0.15	0.31	0.21	0.81	1.66	0.13	0.40	2.19
TA0020	0.07	0.10	0.05	0.21	0.38	1.42	2.25	0.04	0.00	2.29
TA0021	0.11	0.14	0.08	0.20	0.41	1.82	2.77	0.06	0.00	2.82
TA0022	0.06	0.08	0.02	0.37	0.22	0.61	1.37	0.33	0.56	2.26
TA0023	0.12	0.11	0.03	0.49	0.16	0.97	1.88	0.44	0.00	2.33
TA0024	0.05	0.10	0.06	0.10	0.08	0.12	0.51	0.32	0.76	1.59
Average	**0.06**	**0.11**	**0.05**	**0.48**	**0.21**	**1.03**	**1.93**	**0.30**	**0.29**	**2.52**
Top 25%	**0.04**	**0.09**	**0.02**	**0.35**	**0.14**	**0.80**	**1.44**	**0.26**	**0.22**	**1.92**

Table A6 Capital structure

Farm assets				
	Land value	Land value	Permanent water value	Permanent water value
	$/ha	$/cow	$/ha	$/cow
Average	25,353	11,167	1,335	546
Top 25%	27,086	9,706	2,645	1,009

Other farm assets (per usable hectare)				
Plant and equipment	Livestock	Hay and grain	Other assets	Total assets
$/ha	$/ha	$/ha	$/ha	$/ha
993	5,419	207	317	33,625
973	5,829	228	413	37,175

Liabilities		
Liabilities per usable hectare	Liabilities per milking cow	Liabilities per kgMS
$/ha	$/cow	$/kgMS
11,692	4,824	10.94
14,911	5,246	11.31

Equity	
Equity per usable hectare	Average equity
$/ha	%
21,933	71
22,264	66

Table A7 Historical data – average farm income, costs and profit per kilogram of milk solids

	Income				Variable costs							
	Milk income (net)		Gross farm income		Herd costs		Shed costs		Feed costs		Total variable costs	
Year	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)
2013–14	6.87	9.07	7.59	10.02	0.28	0.37	0.23	0.30	2.51	3.31	3.02	3.99
2014–15	6.19	7.99	6.90	8.90	0.29	0.37	0.20	0.26	2.65	3.42	3.13	4.04
2015–16	5.55	7.07	6.10	7.77	0.29	0.37	0.17	0.22	2.81	3.58	3.27	4.16
2016–17	5.03	6.29	5.84	7.30	0.28	0.35	0.20	0.25	2.38	2.97	2.87	3.59
2017–18	5.95	7.30	6.70	8.23	0.30	0.37	0.18	0.22	2.47	3.03	2.95	3.62
2018–19	6.16	7.46	6.90	8.35	0.30	0.37	0.18	0.22	2.78	3.36	3.27	3.95
2019–20	7.09	8.48	7.94	9.49	0.28	0.33	0.18	0.21	2.68	3.20	3.13	3.74
2020–21	6.66	7.84	7.62	8.97	0.34	0.40	0.15	0.18	2.76	3.25	3.26	3.84
2021–22	7.48	8.44	8.40	9.47	0.39	0.44	0.17	0.19	3.72	4.20	4.28	4.83
2022–23	9.89	10.58	10.77	11.52	0.40	0.43	0.16	0.17	3.90	4.17	4.46	4.77
2023–24	9.26	9.51	9.84	10.11	0.46	0.47	0.18	0.18	4.20	4.31	4.83	4.96
2024–25	8.59	8.59	9.12	9.12	0.45	0.45	0.22	0.22	3.77	3.77	4.44	4.44
Average		**8.22**		**9.10**		**0.39**		**0.22**		**3.55**		**4.16**

Note: 'Real' dollar values are the nominal values converted to 2024–25 dollar equivalents by the consumer price index (CPI) to allow for inflation. From 2017–18 gross farm income did not include feed inventory changes and changes to the value of carry-over water. These are now included in feed costs.

Table A8 Historical data – average farm income, costs and profit per kilogram of milk solids (continued)

	Overhead costs						Profit							
	Cash overhead costs		Non-cash overhead costs		Total overhead costs		Earnings before interest and tax		Interest and lease charges		Net farm income			
Year	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Nominal ($/kgMS)	Real ($/kgMS)	Return on total assets %	Return on equity %
2013-14	1.41	1.86	$0.73	0.96	2.14	2.82	2.44	3.22	0.47	0.62	1.97	2.60	9.6%	12.9%
2014-15	1.34	1.73	$0.60	0.77	1.94	2.50	1.84	2.37	0.42	0.55	1.42	1.83	7.8%	9.9%
2015-16	1.43	1.82	$0.48	0.61	1.91	2.43	0.92	1.17	0.56	0.71	0.36	0.46	3.9%	0.8%
2016-17	1.30	1.62	$0.68	0.85	1.98	2.47	0.99	1.24	0.63	0.79	0.36	0.44	3.7%	1.9%
2017-18	1.36	1.67	$0.73	0.90	2.09	2.57	1.80	2.21	0.66	0.81	1.14	1.40	6.3%	6.7%
2018-19	1.35	1.63	$0.84	1.02	2.19	2.65	1.44	1.74	0.66	0.80	0.78	0.94	5.2%	6.5%
2019-20	1.57	1.87	0.74	0.89	2.31	2.76	2.50	2.99	0.58	0.70	1.92	2.30	8.7%	15.4%
2020-21	1.61	1.90	0.54	0.64	2.16	2.54	2.21	2.60	0.37	0.44	1.84	2.17	7.1%	9.4%
2021-22	1.85	2.09	0.50	0.56	2.35	2.65	1.77	2.00	0.27	0.30	1.50	1.69	5.2%	6.4%
2022-23	2.02	2.16	0.48	0.51	2.50	2.68	3.81	4.08	0.41	0.44	3.40	3.64	10.2%	13.4%
2023-24	2.16	2.22	0.51	0.52	2.67	2.74	2.34	2.40	0.57	0.59	1.77	1.82	6.2%	7.3%
2024-25	1.93	1.93	0.59	0.59	2.52	2.52	2.16	2.16	1.10	1.10	1.07	1.07	5.2%	8.9%
Average		**1.88**		**0.74**		**2.61**		**2.35**		**0.65**		**1.70**	**6.6%**	**8.3%**

Note: 'Real' dollar values are the nominal values converted to 2024-25 dollar equivalents by the consumer price index (CPI) to allow for inflation. From 2017-18 gross farm income did not include feed inventory changes and changes to the value of carry-over water. These are now included in feed costs.

Table A9 Historical data – average farm physical information

Year	Total usable area	Milking area	Total water use efficiency	Number of milking cows	Milking cows per usable area	Milk sold	Milk sold	Estimated grazed pasture*	Estimated conserved feed*	Home grown feed as % of ME consumed	Concentrate price	
	ha	ha	tDM/100mm/ha	hd	hd/ha	kg MS/cow	kg MS/ha	t DM/ha	t DM/ha	% of ME	Nominal ($/T DM)	Real ($/T DM)
2013-14	260	178	0.6	502	2.1	425	894	9.0	0.6	70	437	577
2014-15	280	191	0.8	545	2.1	447	924	9.3	0.7	67	429	553
2015-16	302	198	0.7	580	2.1	444	936	10.2	0.5	68	440	560
2016-17	268	190	0.6	542	2.2	433	976	9.7	0.7	68	390	487
2017-18	289	208	0.9	607	2.3	445	1,031	10.1	0.6	67	426	523
2018-19	305	210	0.8	639	2.2	418	947	10.4	1.1	72	550	665
2019-20	326	236	0.8	707	2.2	423	948	10.1	0.7	70	519	620
2020-21	357	249	0.9	769	2.2	431	955	10.2	0.5	66	462	544
2021-22	360	285	0.8	913	2.6	403	1,041	10.0	0.5	62	487	549
2022-23	346	284	0.8	873	3.0	435	1,123	10.1	0.5	61	582	623
2023-24	358	286	1.0	892	2.5	441	1,120	9.7	0.5	58	600	616
2024-25	344	264	0.8	813	2.4	459	1,074	10.0	0.5	62	590	590
Average	**316**	**232**	**0.8**	**699**	**2.3**	**434**	**997**	**9.9**	**0.6**	**66**		**576**

*on milking area

Appendix B Glossary of terms, abbreviations and standard values

Glossary of terms

All other farm income	Income to the farm from all sources except milk. Includes livestock trading profit, dividends, interest payments received, and rent from farm houses.
Allocation	Water that is actually available to use or trade in any given year, including new allocations and carryover. Previously known as temporary water. Full allocation means irrigators receive 100 per cent of their HRWS.
Allocation trade	The transfer of a volume of allocation water between a seller and buyer. Water is traded within a current irrigation season. Previously this was known as trading of temporary water entitlement and some irrigators still use this term.
Appreciation	An increase in the value of an asset in the market, often only applicable to land value.
Asset	Anything managed by the farm, whether it is owned or not. Assets include owned land and buildings, leased land, plant and machinery, fixtures and fittings, trading stock, farm investments (i.e., Farm Management Deposits), debtors, and cash.
Cash overheads	All fixed costs that have a cash cost to the business. Includes all overhead costs except imputed labour costs and depreciation.
Cost structure	Variable costs as a percentage of total costs, where total costs equal variable costs plus overhead costs.
Concentrates	Refers to feeds with a concentrated source of energy such as grains, pellets and other grain mixes.
Debt servicing ratio	Interest and lease costs as a percentage of gross farm income.
Depreciation	Decrease in value over time of capital asset, usually as a result of using the asset. Depreciation is a non-cash cost of the business but reduces the book value of the asset and is therefore a cost.
Earnings before interest and tax (EBIT)	Gross income minus total variable and total overhead costs.
Employed labour cost	Cash cost of any paid employee, including on-costs such as superannuation and Workcover.
Equity	Total assets minus total liabilities. Equal to the total value of capital invested in the farm business by the owner/operator(s).
Equity per cent	Total equity as a percentage of the total assets owned. The proportion of the total assets owned by the business.
Feed costs	Cost of fertiliser, irrigation (including effluent), hay and silage making, fuel and oil, pasture improvement, fodder purchases, grain/ concentrates, agistment and lease costs associated with any of the above costs, and feed inventory change.
Feed inventory change	An estimate of the feed on hand at the start and end of the financial year to capture feed used in the production of milk and livestock.
Finance costs	See interest and lease costs.
Full time equivalent (FTE)	Standardised labour unit. Equal to 2,400 hours a year. Calculated as 48 hours a week for 50 weeks a year.
Grazed pasture	Calculated using the back-calculation approach. Grazed pasture is calculated as the difference between total metabolisable energy required by livestock over the year and amount of metabolisable energy available from other sources (hay, silage, grain, and concentrates). Total metabolisable energy required by livestock is a factor of age, weight, growth rate, pregnancy, and lactation requirements, walking distance to shed, terrain and number of animals. Total metabolisable energy available is the sum of metabolisable energy from all feed sources except pasture, calculated as (weight (kg) x dry matter content (DM per cent) x metabolisable energy (MJ/ kg DM)).
Gross farm income	Farm income including milk sales, livestock trading and other income such as income from grants and rebates.
Gross margin	Gross farm income minus total variable costs.
Herd costs	Cost of artificial insemination (AI) and herd tests, animal health and calf rearing.
Imputed	An estimated amount introduced into economic management analysis to allow reasonable comparisons between years and between other businesses.
Imputed labour cost	An allocated allowance for the cost of owner/operator, family, and sharefarmer time in the business.
Interest and lease costs	Total interest plus total lease costs paid.
Labour cost	Cost of the labour resource on farm. Includes both imputed and employed labour costs.
Labour efficiency	FTEs per cow and per kgMS. Measures productivity of the total labour resources in the business.
Liability	Money owed to someone else, e.g., family or a financial institute such as a bank.
Livestock trading profit	An estimate of the annual contribution to gross farm income by accounting for the changes in the number and value of livestock during the year. It is calculated as the trading income from sales minus purchases, plus changes in the value and number of livestock on hand at the start and end of the year, and accounting for births and deaths.
Milk income	Income from the sale of milk. This is net of compulsory levies and charges.
Milking area	The area of land grazed by milking cows to produce milk.
Net farm income	Earnings before interest and tax (EBIT) minus interest and lease costs. The amount of profit available for capital investment, loan principal repayments and tax.

Nominal terms	Dollar values or interest rates that include an inflation component.
Number of milkers	Total number of cows milked for at least three months.
Other income	Income to the farm from other farm owned assets and farm business related external sources. Includes milk factory dividends, interest payments received, and rent from farm cottages.
Overhead costs	All fixed costs incurred by the farm business that do not vary with the level of production. These include cash overhead costs such as employed labour and noncash costs such as imputed owner-operator labour, family labour and depreciation of plant and equipment. It excludes interest, lease costs, capital expenditure, principal repayments, drawings, and tax.
Real terms	Dollar values or interest rates that have no inflation component.
Return on equity (ROE)	Net farm income divided by the value of total equity.
Return on total assets (ROTA)	Earnings before interest and tax divided by the value of total assets under management, including owned and leased land.
Shed costs	Cost of shed power and dairy supplies such as filter socks, rubberware, vacuum pump oil etc.
Top 25%	Regional or State average for the Top 25% of participant farms ranked by return on total assets; can also be referred to as the top group, top performers within a region or the state.
Total income	See gross farm income.
Total usable area	Total hectares managed minus the area of land which is of little or no value for livestock production e.g., house and shed area.
Total water use efficiency	Homegrown feed consumed or harvested per 100mm water 'applied' (rainfall and irrigation) to the usable hectares on the farm.
Variable costs	All costs that vary with the size of production in the enterprise e.g., herd, shed and feed costs (including feed and water inventory change).
Water inventory change	An estimate of the values irrigation water on hand at the start and end of the financial year to capture water used in the production of pasture and crops.

Feeding Systems	
Low bail	Low bail is defined by the one-tonne annual cap of grain or concentrates fed in the dairy bail – i.e. cows are fed up to one tonne of grain and concentrate in the dairy at milking time throughout lactation and livestock graze pasture all year round.
Moderate – High bail	The level of grain or concentrate fed in the bail is more significant than one tonne per annum, and livestock graze pasture all year round.
Partial mixed ration	In the partial mixed ration (PMR) system, livestock animals graze on pasture for most of the year, if not all of the year, while being fed a PMR on a feed pad.
Hybrid system	Hybrid systems are classified as grazing pasture for fewer than nine months of the year while feeding a partial mixed ration on a feed pad with grain or concentrates.
Total mixed ration	A total mixed ration or TMR is classified by zero-grazing, where cows are contained and fed a TMR throughout the year.

List of abbreviations

AI	Artificial insemination
CH_4	Methane
CO_2	Carbon dioxide
CO_2-e	Carbon dioxide equivalent
CoP	Cost of production
DFMP	Dairy Farm Monitor Project
DM	Dry matter of feed stuffs
EBIT	Earnings before interest and tax
FPCM	Fat and protein corrected milk
FTE	Full time equivalent
ha	Hectare(s)
hd	Head
HRWS	High Reliability Water Shares
kg	Kilograms
LRWS	Low Reliability Water Shares.
ME	Metabolisable energy (MJ/kg DM)
MJ	Megajoules of energy
ML	Megalitres
mm	Millimetres. 1mm is equivalent to four points or 1/25th of an inch of rainfall
MS	Milk solids (protein and fat)
N_2O	Nitrous oxide
Q1	First quartile, i.e., the value of which one quarter, or 25 per cent, of data in that range is less than the average
Q3	Third quartile, i.e., the value of which one quarter, or 25 per cent, of data in that range is greater than the average
ROTA	Return on total assets
ROE	Return on equity
t	Tonne = 1,000kg

Standard values

Pasture consumption

The pasture consumption calculation assumes 11 ME for homegrown feed.

Livestock values

The standard vales used to estimate the inventory values of livestock were determined by breed and liveweight. Example values for Friesians were:

Category	Opening value ($/hd)	Closing value ($/hd)
Mature cows (550kg)	$2,200	$2,200
Two-year-old heifers	$1,650	$2,200
One-year old heifers	$825	$1,650
2024-25 calves		$825
Mature bulls	$3,300	$3,300

Imputed owner/operator and family labour

In 2024-25, the imputed owner/operator and family labour rate was $36/hr based on a full time equivalent (FTE) working 48 hours/week for 50 weeks of the year.

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