

## **KNOW YOUR BUSINESS DBOY FARMERS**

- 1. Phil Lang (representing Lang Family)**
- 2. Merv & Bonita Koch**
- 3. Rod & Susan McCracken**

## Australia Dairy Business of the Year 2008/09 Key Performance Indicators

	Koch	Lang	McCracken	Nth Vic Avg	Nth Vic Top 10%
<b>Profitability Measures</b>					
Return on Capital	17.9 %	10.9 %	8.5 %	3.5 %	9.1 %
Operating Profit per Hectare	\$ 3,353	\$ 2,931	\$ 2,281	\$ 676	\$ 2,397
Pasture Harvest (tDM/ha)	5.7	12.3	12.0	6.3	7.8
<b>Efficiency Measures</b>					
Milk Production (kgs MS/ha)	1,701	2,105	2,157	1,518	1,769
Average Cost of Feed \$/tDM	\$ 353	\$ 280	\$ 356	\$ 367	\$ 353
Forage Cost (\$/tDM)	\$ 235	\$ 260	\$ 422	\$ 251	\$ 241
Concentrate Cost (\$/t As Fed)	\$ 347	\$ 347	\$ 325	\$ 344	\$ 342
Cows per Full Time Equivalent	160	161	162	133	150
Core per Hectare Cost per tDM Pasture Harvest	\$ 178	\$ 73	\$ 126	\$152	\$127
<b>Risk Measures</b>					
Operating Profit Margin	25 %	24 %	15 %	7 %	21 %
Cost of Production per kgMS	\$ 5.03	\$ 4.20	\$ 5.41	\$ 5.32	\$ 4.79
Cost of Production per Litre	36.9 cents	30.5 cents	39.7 cents	41.1 cents	36.7 cents
Pasture as % of Diet Consumed	26 %	50 %	43 %	33 %	38 %