

**TABLE 1** Dairy farm business summary cost of production

Selected factors	Average of lowest quartile		Average of 2nd quartile		Average of 3rd quartile		Average of highest quartile	
Herd size	1,664		1,715		1,381		913	
% Heifers to cows	79%		78%		76%		83%	
Milk per cow	26,971		26,691		26,557		25,745	
Cows per worker equivalent	58.5		53.5		50.2		44.3	
Milk sold per worker equivalent	1,578,275		1,428,583		1,333,550		1,140,995	
Acres per cow	1.68		1.71		1.75		2.08	
	Per Cow	Per Cwt	Per Cow	Per Cwt	Per Cow	Per Cwt	Per Cow	Per Cwt
Purchased grain and forage expense	1,696	6.29	1,655	6.20	1,730	6.51	1,800	6.99
Herd production costs <sup>2</sup>	1,260	4.67	1,347	5.05	1,476	5.56	1,458	5.66
Dairy cattle revenue less expansion cattle	-311	-1.15	-295	-1.10	-313	-1.18	-361	-1.40
<b>Net purchased, feed and herd production expenses</b>	<b>2,645</b>	<b>9.81</b>	<b>2,708</b>	<b>10.14</b>	<b>2,893</b>	<b>10.89</b>	<b>2,897</b>	<b>11.25</b>
Machinery expenses <sup>3</sup>	492	1.83	496	1.86	534	2.01	633	2.46
Crop input expenses <sup>4</sup>	236	0.87	284	1.07	269	1.01	338	1.31
Crop revenue	-109	-0.41	-87	-0.33	-47	-0.18	-41	-0.16
<b>Net machinery and crop input expenses</b>	<b>619</b>	<b>2.30</b>	<b>694</b>	<b>2.60</b>	<b>756</b>	<b>2.85</b>	<b>930</b>	<b>3.61</b>
Other farm operating expenses <sup>5</sup>	375	1.39	431	1.62	429	1.61	489	1.90
Other farm revenue excluding government receipts	-141	-0.52	-101	-0.38	-135	-0.51	-224	-0.87
<b>Net other farm operating expenses</b>	<b>235</b>	<b>0.87</b>	<b>331</b>	<b>1.24</b>	<b>293</b>	<b>1.11</b>	<b>265</b>	<b>1.03</b>
<b>Total net operating costs before interest, milk marketing and government receipts</b>	<b>\$3,499</b>	<b>\$12.97</b>	<b>\$3,732</b>	<b>\$13.98</b>	<b>\$3,942</b>	<b>\$14.84</b>	<b>\$4,092</b>	<b>\$15.89</b>
Milk marketing expenses	\$383	\$1.42	\$364	\$1.37	\$314	\$1.18	\$322	\$1.25
Interest	\$115	\$0.43	\$128	\$0.48	\$136	\$0.51	\$215	\$0.84
<b>Operating costs to produce milk before government receipts</b>	<b>\$3,997</b>	<b>\$14.82</b>	<b>\$4,224</b>	<b>\$15.83</b>	<b>\$4,393</b>	<b>\$16.54</b>	<b>\$4,629</b>	<b>\$17.98</b>
Extraordinary expenses	\$1	\$0.00	\$0	\$0.00	\$1	\$0.00	\$0	\$0.00
Machinery depreciation	\$201	\$0.75	\$222	\$0.83	\$223	\$0.84	\$259	\$1.01
Building and land improvement depreciation	\$181	\$0.67	\$181	\$0.68	\$200	\$0.75	\$216	\$0.84
Total	\$383	\$1.42	\$403	\$1.51	\$424	\$1.60	\$475	\$1.85
<b>Purchased input costs to produce milk before government receipts</b>	<b>\$4,380</b>	<b>\$16.24</b>	<b>\$4,627</b>	<b>\$17.34</b>	<b>\$4,817</b>	<b>\$18.14</b>	<b>\$5,104</b>	<b>\$19.82</b>
Value of owner labor and management	\$143	\$0.53	\$167	\$0.62	\$160	\$0.60	\$217	\$0.84
5% return on average equity	\$388	\$1.44	\$396	\$1.48	\$402	\$1.51	\$391	\$1.52
Unpaid family labor	\$0	\$0.00	\$1	\$0.00	\$0	\$0.00	\$3	\$0.01
Total	\$531	\$1.97	\$564	\$2.11	\$561	\$2.11	\$612	\$2.38
<b>Total cost of producing milk before government receipts</b>	<b>\$4,910</b>	<b>\$18.21</b>	<b>\$5,191</b>	<b>\$19.45</b>	<b>\$5,378</b>	<b>\$20.25</b>	<b>\$5,715</b>	<b>\$22.20</b>

Sorted by Adjusted Total Cost to Produce Milk, 102 New York Dairy Farms Greater Than 300 Cows, Preliminary 2020<sup>1</sup><sup>1</sup> Groups determined by total costs to produce milk per cwt. before milk marketing and government receipts.<sup>2</sup> Herd production expenses is sum of replacement livestock, breeding, herd health, bedding, milking supplies, cattle lease, custom boarding and other livestock expenses.<sup>3</sup> Machinery expenses is sum of custom hire/lease, machinery repair and fuel and oil.<sup>4</sup> Crop input expenses equals sum of fertilizer and lime, seed, spray, professional fees and other crop expenses.<sup>5</sup> Other farm operating costs equals sum of building repair, taxes, rent, insurance, utilities, other professional fees and miscellaneous expenses.