

Dairy Profits and Survival Goals and Analysis

Debt/Cow	< \$2,000 before expansion < \$3,000 after expansion	
Cows/Full Employee	No Crops	With Crops
Freestall	65+	50+
Tie-stall	45+	30+
Pounds Milk/Full Employee/Year	2x Milk	3x Milk
Freestall	900,000+	1,000,000+
Tie-stall	550,000+	650,000+
Feed Cost/Cwt Milk (Milking)	<5.50	
Heifer Age at Calving	23-25 months	
Heifer Weight at Calving (without calf)	1,250	
Days Open, Average	110	
Involuntary Culling, % of Total Cull	<50%	
Services/Conception	<2	
Cows Milked/Operator/Hour		
Pipeline	30	
Parlor	60-75	
Total Investment/Cow		
Freestall	\$4,500-5,000	
Tie-stall	\$6,000-7,000	
Return-on-Investment	10-12% +	
Positive Team Attitude	A Must!	

The rate of return for any size dairy is primarily dependent on the management decisions that affect the total investment, development of young stock, reproduction, milk harvest, feed costs and labor efficiency. These management factors give an overview analysis of a dairy business to determine the growth, stability and success of a given farm.

