Benchmark Report #111226 - 2018

EXECUTIVE SUMMARY

Summary

Your operation's overall efficiency score is 41.7%.

The most efficient performing operation has an overall efficiency score of 100%.

The average overall efficiency score for all operations is 72%.

The overall efficiency score provides a measure of how efficiently an operation converts all of its inputs (feed, labour, capital, & misc. expenses) into milk output (litres shipped). It is a measure of overall productivity of the operation and allows for comparison to peers' operations as well as your own operation year-to- year in order to track performance. The higher the score, the more efficiently the operation converts inputs into milk shipped.

Your feed efficiency score is 29.3%.

The most efficient performing operation has a feed efficiency score of 100%.

The average feed efficiency score for all operations is 52%.

The feed efficiency score provides a measure of how efficiently an operation converts feed into milk shipped. Feed expenses are often the highest variable cost for dairy operations and therefore a higher score may result lower costs per litre of milk shipped. Feed consumption is also highly correlated with greenhouse gas emissions from bovine animals. Therefore, herds with higher feed efficiency scores may produce lower levels of greenhouse gas emissions than comparative herds with lower scores.

The following Table 1. provides a comparison between your operation, the average operation and the most efficient performing operation. The far right column calculates the difference between your operation and the Most efficient Performing Peer's Operation.

Table 1 - Operation Comparisons

	Your Operation	Average Peer's Operation	Top 10 Most Performing Peer's Operation	Difference Between Your Operation and Top
Milk Shipped	120,000	677,322	1,243,090	-1,123,090
Number of Lactating Cows	150	74	125	25
Feed Expenses	35,000	113,014	177,810	-142,810
Labour Expenses	33,000	6,781	7,118	25,882
Capital Expenses	40,000	74,678	90,352	-50,352
Miscellaneous Expenses	10,000	42,175	58,169	-48,169

Note: For a visual representation of the expenses information above please see the appendix of this report.

Productivity Measures

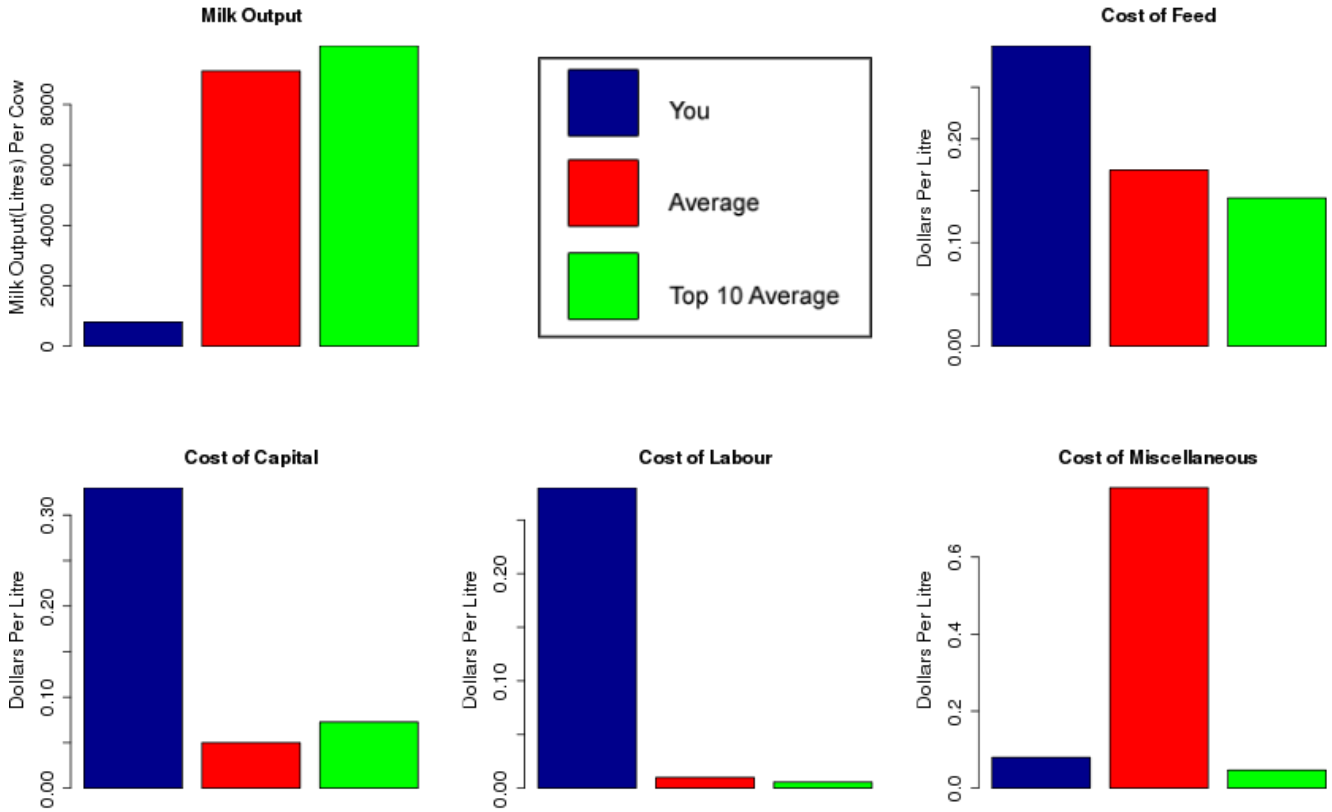
The following Table 2. provides a milk output per cow and cost per litre comparison between your operation, the average operation and the top most performing operation.

Table 2 - Milk Output and Cost Per Litre Comparison

	Your Operation	Average Peer's Operation	Top Most 10 Performing Peer's Operation
Milk Output (litres) per Cow	800	9,109	9,945
Feed Cost ($) per Litre of Milk	0.29	0.17	0.14
Capital Cost ($) per Litre of Milk	0.33	0.11	0.07
Labour Cost ($) per Litre of Milk	0.28	0.01	0.01
Miscellaneous Cost ($) per Litre of Milk	0.08	0.01	0.05
Total Cost per Litre	1.00	0.35	0.27

The following Figure 1. visually displays the information above.

Figure 1 - Milk Output and Cost Comparison



Milk Yield Comparison

Your Milk Yield is 800/litres per cow.

Milk Yield is calculated by dividing the total amount of milk shipped by the average number of milking cows in the benchmark year. Your current milk yield is above/below/(average) average.

Figure 2 - Milk Yield Cumulative Distribution

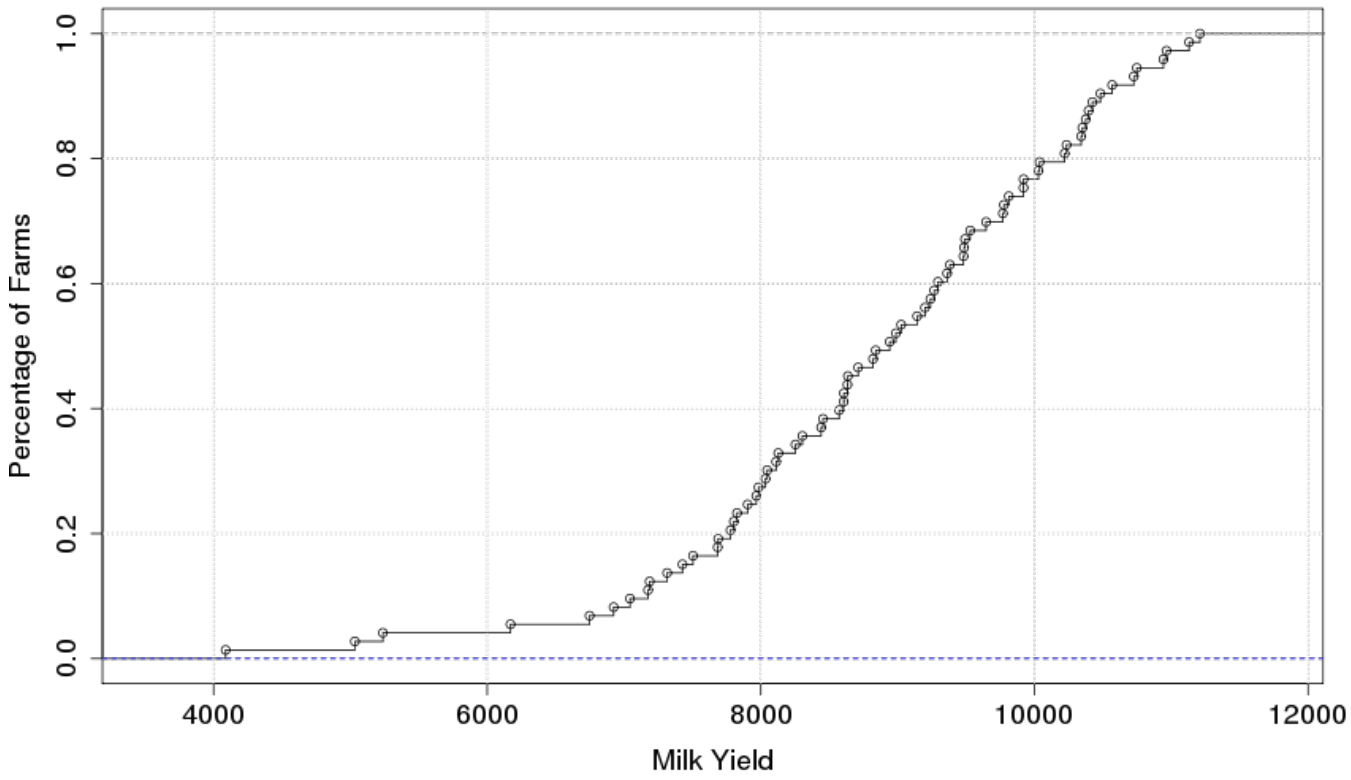


Figure 2. displays your milk yield per cow in comparison to all other operations. The red line represents your milk yield and the blue line identifies where your operation is in comparison to all other operations. The operations with the highest yield are located in the top right of the graph and the operations with the lowest yield are located in the bottom left.

Overall Efficiency Analysis

Overall Efficiency Score: 41.7%

Your overall efficiency score is calculated based on your output and inputs relative to your peers.

The top 10% performers have a higher score compared to your operation. Reducing your expenses and or increasing your output may have an impact on your overall efficiency score.

Figure 3 - Overall Efficiency Cumulative Distribution Graph

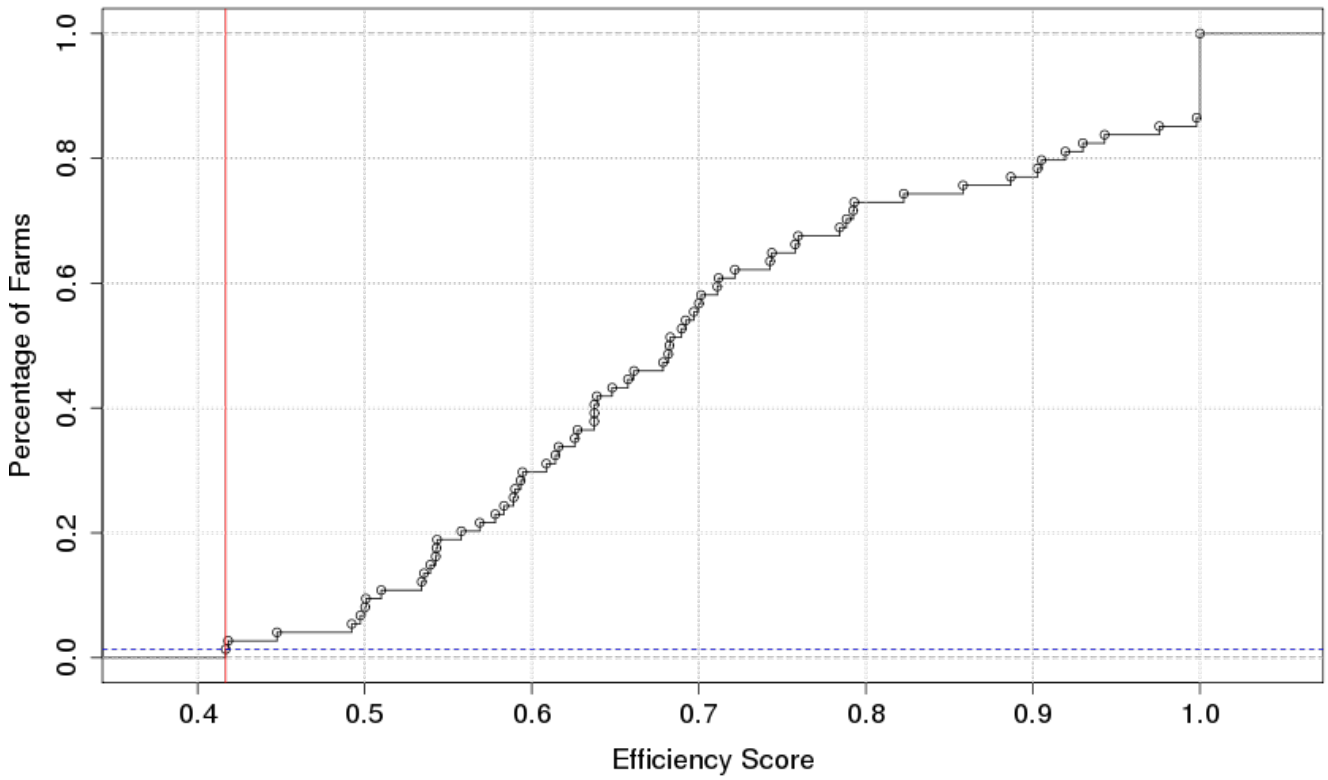


Figure 3. above displays your overall efficiency score in comparison to all other operations. The red line represents your overall efficiency score and the blue line identifies where your operation is in comparison to all other operations. The most efficient operations are located in the top right of the graph and the least efficient operations are located in the bottom left. For more information on the overall efficiency score refer to the summary on page 2.

Feed Efficiency Analysis

Figure 4 - Feed Effiency Distribution Graph

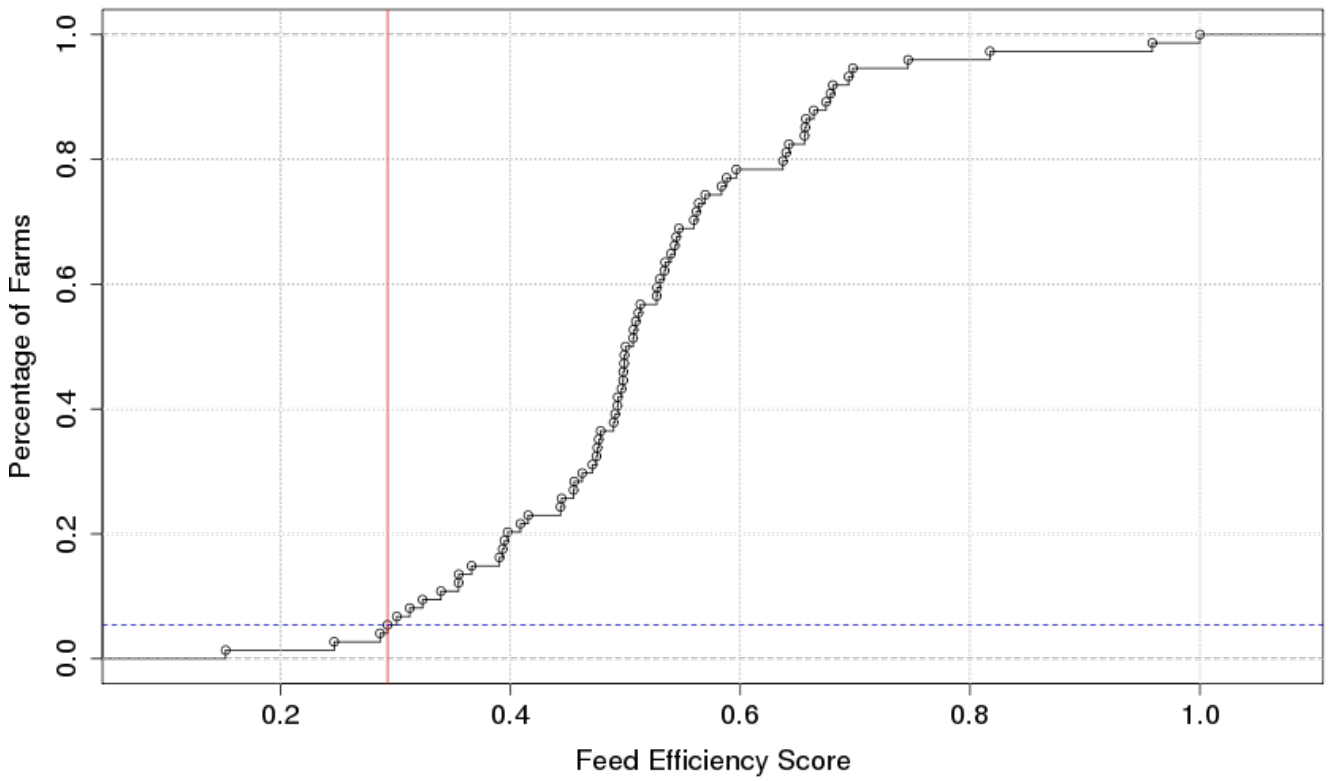


Figure 4. above displays your feed efficiency score in comparison to all other operations. The red line represents your feed efficiency score and the blue line identifies where your operation is in comparison to all other operations. The most efficient operations are located in the top right of the graph and the least efficient operations are located in the bottom left. For more information on the feed efficiency score refer to the summary on page 2.

Farm Characteristics and Performance.

Efficiency Score

Farm Business Type:		
Sole Proprietor	30.3%	41.7%
Corporation	2040833.1%	
Partnership	35.1%	
Education of Principal Operator:		
Primary School	19.3%	41.7%
High School	1298716.6%	
Diploma	67.5%	
Community College	50%	
Bachelor's Degree	100%	
Post Grad Degree	50.8%	
Farm Building Condition:		
Poor	22.2%	
Good	62.1%	
Average	40%	
Excellent	100%	
Housing System:		
Tie Stall	29.9%	41.7%
Free Stall	1219537.4%	
Loose Housing	1.7%	
Milking System:		
Pipeline	37.1%	41.7%
Parlour	1190493.9%	
Feeding System:		
Manual	26.5%	41.7%
Semi-automated	1111137.9%	
Fully automated	0%	
Were milking cows milked using robots:		
Yes	34%	41.7%
No	1149446.7%	
Were milking cows fed using Total Mixed Ration (TMR):		
Yes	34.2%	41.7%
No	1265842.8%	
Were heifers fed using Total Mixed Ration (TMR):		
Yes	26.8%	41.7%
No	1234592.9%	

Were milking cows separated and fed according to production level:		
Yes	30.1%	41.7%
No	1282073.9%	
Manure Handling System:		
Manual	12.6%	41.7%
Stable Cleaner	1190502.7%	
Manure Pack	100%	
Liqud System	33.9%	
Breed of Herd:		
Holstein	32.1%	41.7%
Guernsey	1369879.8%	
Jersey	100%	
Brown Swiss	100%	
Milking Shorthorn	0%	
Ayrshire	0%	
Enrolled in Milk Recording:		
Yes	1204848.7%	41.7%
No	19.4%	

Feed Score

Farm Business Type:		
Sole Proprietor	17.3%	29.3%
Corporation	12.8%	
Partnership	15%	
Education of Principal Operator:		
Primary School	13.2%	29.3%
High School	12.3%	
Diploma	20.8%	
Community College	51.3%	
Bachelor's Degree	49.1%	
Post Grad Degree	6.4%	
Farm Building Condition:		
Poor	12.3%	
Good	27%	
Average	29.7%	
Excellent	68.4%	
Housing System:		
Tie Stall	15.4%	29.3%
Free Stall	16.3%	
Loose Housing	3.6%	
Milking System:		
Pipeline	16.8%	29.3%
Parlour	13.2%	
Feeding System:		
Manual	16.6%	29.3%
Semi-automated	15.6%	
Fully automated	4.3%	
Were milking cows milked using robots:		
Yes	24.5%	29.3%
No	10.7%	
Were milking cows fed using Total Mixed Ration (TMR):		
Yes	19.9%	29.3%
No	12.4%	
Were heifers fed using Total Mixed Ration (TMR):		
Yes	18.9%	29.3%
No	13.2%	

Were milking cows separated and fed according to production level:		
Yes	19.8%	29.3%
No	12.3%	
Manure Handling System:		
Manual	8.9%	29.3%
Stable Cleaner	14.5%	
Manure Pack	70.1%	
Liqud System	23%	
Breed of Herd:		
Holstein	15.1%	29.3%
Guernsey	11.9%	
Jersey	70.8%	
Brown Swiss	85.6%	
Milking Shorthorn	4.3%	
Ayrshire	0%	
Enrolled in Milk Recording:		
Yes	16%	29.3%
No	14.3%	

Appendix

Figure 4 - Your operation expenses.

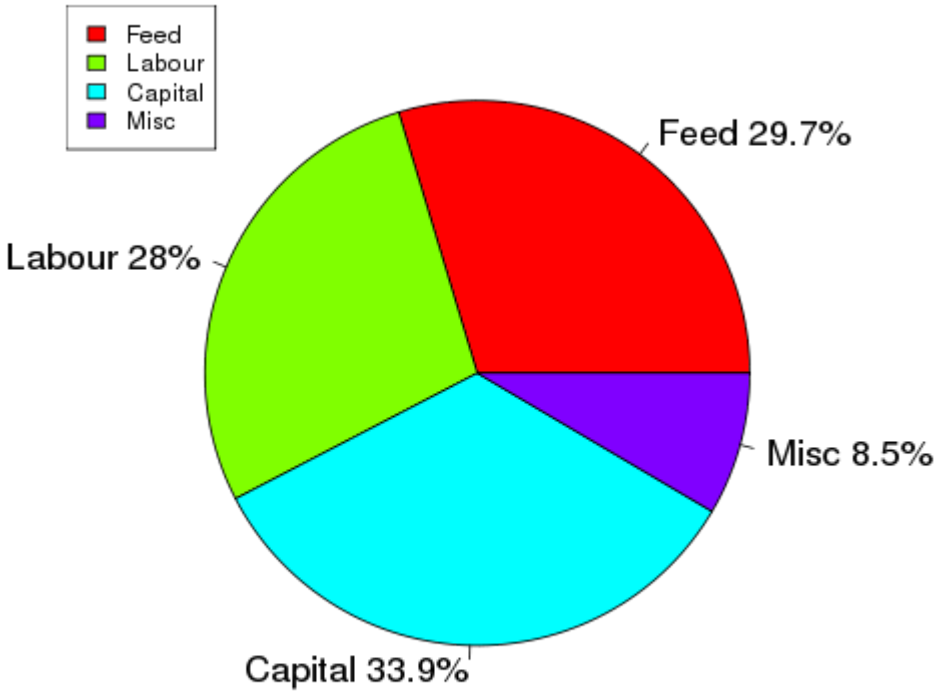


Figure 5 - The average operation expenses.

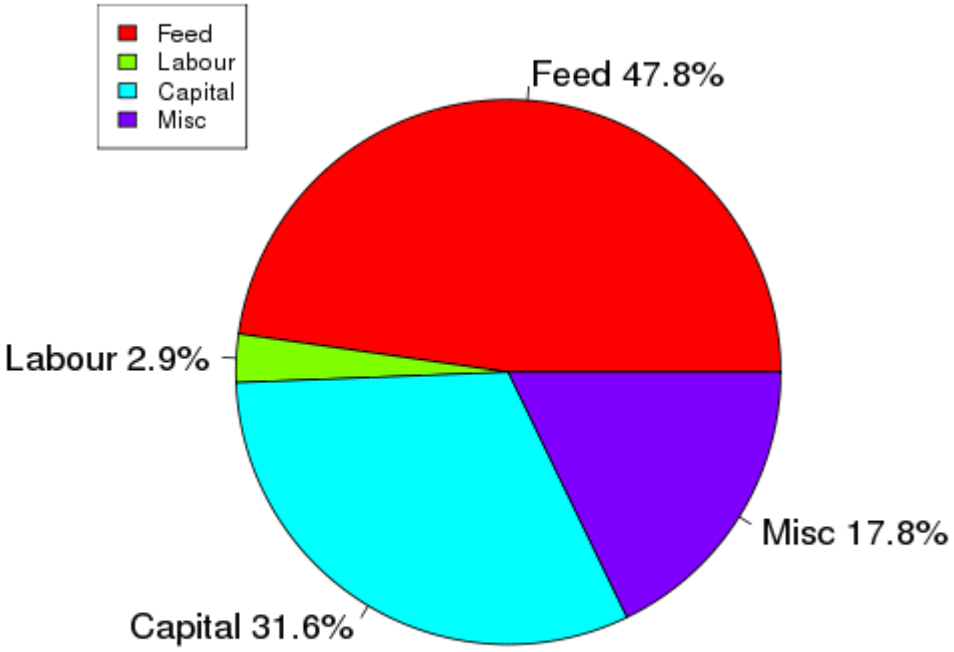


Figure 6 - The top 10 most performing operation expenses.