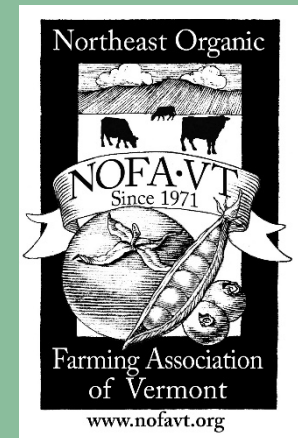


ORGANIC DAIRY COST OF PRODUCTION PROJECT

Jen Miller

NOFA-VT Farmer Services Program

March 14, 2019



Farms in the study

2017 financial information collected from 34 farms

- 29 organic farms (used data from 28)
- 5 organic, 100% grass-fed farms

VT Organic Dairy Participants (n = 28)	
Average # of Cows	81.4
Lbs Shipped Total	1,294,173
Lbs shipped/cow	14,942
Milk price	\$36.90

Farms in the study

BY HERD SIZE

Cow Group	Cost of Production Study	VOF Farms
1	40	32
2	57	58
3	136	131
Average	78	74

Farms in the study

BY MILK BUYER

Milk Buyer	Cost of Production Study	VOF Farms
OV	65%	67%
Stonyfield	15%	11%
Horizon	21%	22%

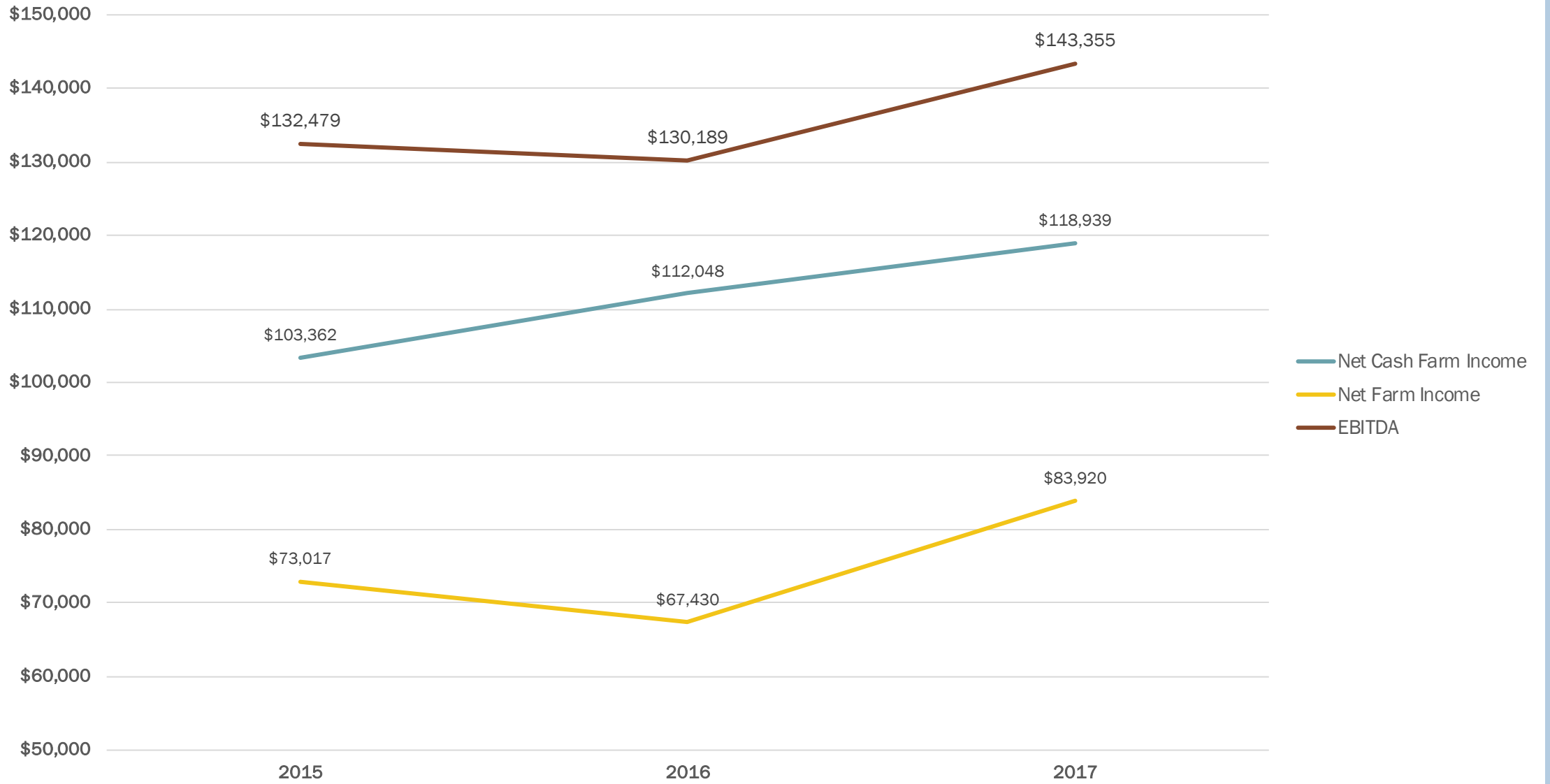
Average Milk Price vs. Cost of Production per CWT



2017 Dairy-Only Cash Expenses Per Cwt	\$31.03
2017 Dairy-Only Total Expense Per Cwt	\$35.03

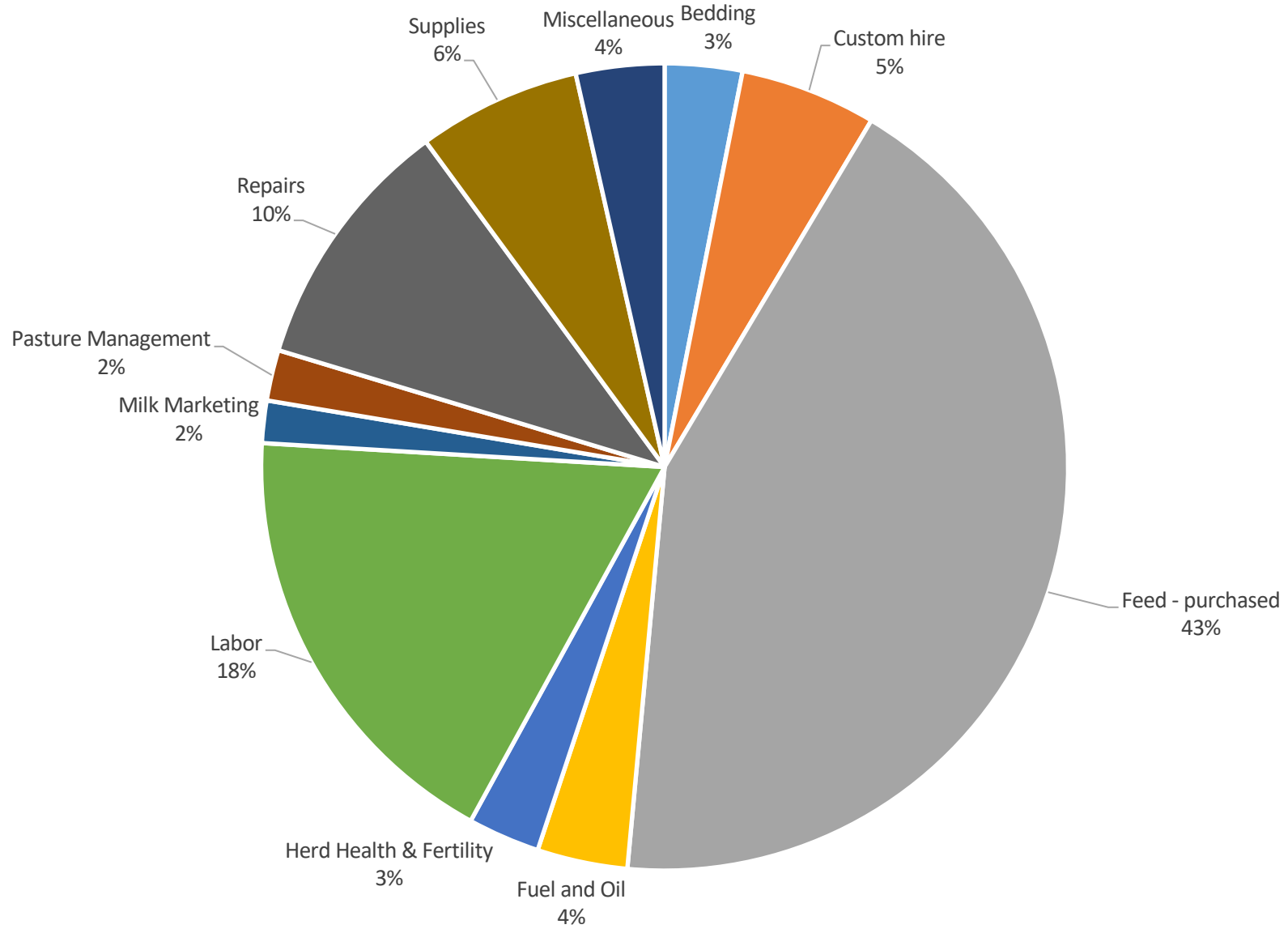
<i>By Profitability Group</i>	Bottom Third	Middle Third	Top Third	All Farms
	N=10	N=9	N=9	N=28
Average # of cows	66.8	49.4	129.6	81.4
Lbs shipped total	946,543	713,462	2,261,140	1,294,173
Lbs shipped/cow	14,194	13,664	17,050	14,942
Milk price	\$36.24	\$37.10	\$37.44	\$36.90
Cash Expenses/CWT	\$32.67	\$29.86	\$29.40	\$30.72

Profit Trends 2015-2017



	2015	2016	2017
Debt/Cow	\$3,389	\$3,337	\$3,215
Interest Expense/Cow	\$115	\$115	\$112
Average Assets/Cow	\$17,246	\$18,235	\$17,549
Average Equity/Cow	\$13,856	\$14,898	\$14,334
Debt/Asset Ratio	6.0%	5.7%	5.8%

Average Production Expenses (Total = \$348,963)



<i>By Profitability Group</i>	Bottom Third	Middle Third	Top Third	All Farms
	N=10	N=9	N=9	N=28
Average # of cows	66.8	49.4	129.6	81.4
Lbs shipped/cow	14,194	13,664	17,050	14,942
Variable Expense/Cow	\$4,126	\$3,515	\$4,313	\$3,990
Fixed Expense/Cow	\$541	\$572	\$703	\$603
Grain Purchased/Cow	\$1,503	\$1,361	\$1,810	\$1,556
Forage Purchased/Cow	\$169	\$241	\$52	\$155
Paid Labor Expense/Cow	\$714	\$231	\$866	\$608
Paid Labor Expense/CWT	\$5.03	\$1.58	\$5.07	\$3.93

Thank you!

To all the farmers who participated

&

To our project supporters

- University of Vermont
- Stonyfield Farm
- Organic Valley/Cropp
- Whitewave/Horizon
- Vermont Agency of Agriculture
- Yankee Farm Credit
- NODPA
- Green Mountain Feeds

