

**Rotational Grazing Dairy, 150-cow herd**  
**Projected Budget for 2018**  
**(150-cow herd, replacements raised)**

	11,000 lbs. milk sold		14,000 lbs. milk sold	
	<i>per cow</i>	<i>per cwt</i>	<i>per cow</i>	<i>per cwt</i>
<b>ESTIMATED INCOME/COW</b>				
Milk sales @ \$17.5/cwt	\$1,925.04	\$17.50	\$2,450.05	\$17.50
Quality premium	0.00	0.00	0.00	0.00
Government payments	0.00	0.00	0.00	0.00
Calf sales: bulls and surplus heifers	95.63	0.87	95.63	0.68
Cull cow sales: 1100 lbs. x 18% x \$60/cwt	118.80	1.08	118.80	0.85
<b>Total Income</b>	<b>\$2,139.47</b>	<b>\$19.45</b>	<b>\$2,664.48</b>	<b>\$19.03</b>
<b>ESTIMATED OPERATING COSTS/COW</b>				
Feed	\$790.29	\$7.18	\$856.96	\$6.12
Labor	266.67	2.42	266.67	1.90
Veterinary, drugs, and supplies	85.00	0.77	95.00	0.68
Utilities and water	50.00	0.45	50.00	0.36
Fuel, oil, and all vehicle expense	59.06	0.54	59.06	0.42
Milk hauling and promotion	110.00	1.00	140.00	1.00
Building and equipment repair	142.52	1.30	142.52	1.02
Breeding/genetic charges				
Capital replacement	0.00	0.00	0.00	0.00
Semen, A.I. services, supplies	54.00	0.49	54.00	0.39
Interest on breeding herd	70.00	0.64	70.00	0.50
Insurance on breeding herd	14.00	0.13	14.00	0.10
Professional fees (legal, accounting, etc.)	10.00	0.09	10.00	0.07
Miscellaneous	9.90	0.09	12.38	0.09
Operating Interest (1/2 of selected operating costs x 5%)	37.04	0.34	39.01	0.28
<b>Total Operating Costs</b>	<b>\$1,698.48</b>	<b>\$15.44</b>	<b>\$1,809.60</b>	<b>\$12.93</b>
<b>ESTIMATED OWNERSHIP COSTS/COW</b>				
Depreciation on bldgs. and equipment	\$105.71	\$0.96	\$105.71	\$0.76
Interest on land, bldgs. and equipment	205.64	1.87	205.64	1.47
Insurance and taxes on land, bldgs. and equip.	38.89	0.35	38.89	0.28
<b>Total Ownership Costs</b>	<b>\$350.24</b>	<b>\$3.18</b>	<b>\$350.24</b>	<b>\$2.50</b>
<b>Total Costs</b>	<b>\$2,048.72</b>	<b>\$18.62</b>	<b>\$2,159.84</b>	<b>\$15.43</b>
<b>INCOME OVER OPERATING COSTS</b>	<b>\$440.99</b>	<b>\$4.01</b>	<b>\$854.88</b>	<b>\$6.11</b>
<b>INCOME OVER TOTAL COSTS</b>	<b>\$90.75</b>	<b>\$0.82</b>	<b>\$504.64</b>	<b>\$3.60</b>

Prepared by Joe Horner and Ryan Milhollin, Extension Economists.

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