

Table 1. Dairy Farm Business Summary Selected Factors
15 New York State Organic Dairy Farms, 2023

Selected Factors	Average	Low Profit Average	High Profit Average
Number of farms	15	8	7
Size of Business			
Average number of cows	160	138	184
Percent heifers to cows	69%	65%	73%
Total milk sold (lbs)	2,620,549	2,118,811	3,193,965
Full-time worker equivalents (FTE)	4.4	3.8	5.0
Rates of Production			
Milk sold per cow (lbs)	16,189	15,059	17,479
Hay yield per acre (dry matter tons)	2.5	2.4	2.6
Corn silage yield per acre (tons harvested)	14.7	11.8	18.3
Corn grain yield per acre (dry shelled bu)	118.0	85.2	142.6
Total forage yield per cow (dry matter tons)	6.5	6.5	6.5
Total crop and pasture acres per cow	4.8	5.2	4.3
Total pasture acres per cow	1.6	2.0	1.1
Crop Input Costs			
Fertilizer cost per acre	\$38.64	\$49.47	\$26.27
Seed cost per acre	\$51.30	\$59.47	\$41.97
Other crop input cost per acre	\$3.27	\$5.08	\$1.20
Fuel cost per acre	\$69.51	\$64.32	\$75.45
Labor Efficiency & Costs			
Hired labor hours as % of total labor hours	55.0%	55.5%	54.4%
Hired labor cost per hour	\$18.66	\$17.16	\$20.37
Hired labor cost per FTE	\$51,495	\$47,353	\$56,229
Cows per worker	38	37	39
Milk sold per worker (lbs)	604,938	539,773	679,413
Hired labor cost per cwt	\$5.59	\$6.16	\$4.93
Breakeven Costs of Milk Production			
Operating cost to produce milk per cwt	\$30.69	\$42.39	\$34.60
Purchased input cost to produce milk per cwt	\$35.56	\$40.57	\$29.83
Total costs to produce milk per cwt	\$46.24	\$50.11	\$41.82
Operator and family contributions per cwt	\$10.68	\$9.54	\$11.99
Investment and Debt Levels (average for the year)			
Farm capital per cow	\$21,652	\$19,418	\$24,204
Farm debt per cow	\$6,114	\$6,612	\$5,545
Debt to asset ratio	0.29	0.33	0.24
Profitability			
NFI per cow without appreciation	\$306	-\$689	\$1,444
NFI per cow with appreciation	\$1,911	\$1,143	\$2,789
ROE without appreciation	-4.6%	-12.4%	4.3%
ROA without appreciation	-0.3%	-4.6%	4.6%
ROE with appreciation	5.2%	0.4%	10.7%
ROA with appreciation	6.7%	4.4%	9.3%

Table 2. Accrual Receipts and Expenses per Cwt
15 New York State Organic Dairy Farms, 2023

Accrual Operating Receipts	Average	Low Profit Average	High Profit Average
Milk	\$37.73	\$36.28	\$39.37
Dairy cattle	\$1.97	\$1.96	\$1.99
Dairy calves	\$0.44	\$0.51	\$0.37
Other livestock	\$0.10	\$0.18	\$0.01
Crops	\$3.60	\$2.35	\$5.03
Miscellaneous receipts	\$2.10	\$2.09	\$2.10
Total Operating Receipts	\$45.94	\$43.37	\$48.87
Accrual Operating Expenses			
Hired labor	\$5.59	\$6.16	\$4.93
Dairy grain & concentrate	\$9.66	\$10.71	\$8.45
Dairy roughage	\$1.48	\$2.26	\$0.59
Nondairy feed	\$0.01	\$0.02	\$0.00
Professional nutritional services	\$0.01	\$0.01	\$0.00
Machine hire, rent & lease	\$2.23	\$1.67	\$2.87
Machine repair & vehicle expense	\$3.49	\$3.66	\$3.30
Fuel, oil & grease	\$1.78	\$1.83	\$1.73
Replacement livestock	\$0.23	\$0.32	\$0.13
Breeding	\$0.22	\$0.18	\$0.25
Veterinary & medicine	\$0.53	\$0.66	\$0.37
Milk marketing	\$0.52	\$0.59	\$0.43
Bedding	\$0.48	\$0.67	\$0.28
Milking supplies	\$0.83	\$0.80	\$0.87
Cattle lease	\$0.03	\$0.05	\$0.00
Custom boarding	\$0.00	\$0.00	\$0.00
Livestock professional fees	\$0.15	\$0.18	\$0.11
Other livestock expense	\$0.29	\$0.31	\$0.28
Fertilizer & lime	\$1.09	\$1.52	\$0.59
Seeds & plants	\$1.63	\$1.86	\$1.37
Spray & other crop expense	\$0.11	\$0.18	\$0.02
Crop professional fees	\$0.06	\$0.10	\$0.00
Land, building & fence repair	\$0.96	\$1.40	\$0.47
Taxes	\$1.08	\$1.25	\$0.89
Real estate rent & lease	\$1.35	\$1.12	\$1.62
Insurance	\$0.77	\$0.70	\$0.85
Utilities	\$1.07	\$1.27	\$0.84
Interest paid	\$2.12	\$1.88	\$2.40
Other professional fees	\$0.45	\$0.63	\$0.26
Miscellaneous	\$0.55	\$0.42	\$0.70
Total Operating Expenses	\$38.75	\$42.39	\$34.60
Expansion livestock	\$0.15	\$0.23	\$0.06
Extraordinary expense	\$0.00	\$0.00	\$0.00
Machinery depreciation	\$3.38	\$3.59	\$3.14
Real estate depreciation	\$1.48	\$1.44	\$1.53
Total Expenses	\$43.77	\$47.66	\$39.33
Net Farm Income Without Appreciation	\$2.16	-\$4.29	\$9.54
Net farm income with Appreciation	\$13.46	\$6.47	\$21.45

