

## **Comparing New York dairy farm characteristics, costs and performance across four quartiles of profitability: 2024**

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For farms that participated in the Dairy Farm Business Summary and Analysis Program (DFBS) in 2024, earnings were impacted by increases in net milk prices along with beef prices for both mature animals and calves. These increases in revenue coupled with a small decrease in operating costs resulted in a net farm income per cow increase of 139 percent to \$1,171 per cow and an average rate of return of 8.2 percent without appreciation<sup>1</sup>. While the average showed significant increases in financial performance on the farm, variation continued to be wide in earnings and some farms continued to have challenges. DFBS data from 2024 provides insight into key measures of productivity, efficiency, and financial performance for New York dairy farms during a year of strong earnings and financial progress on average.

With a total of 129 farms producing greater than 20,000 lbs. of milk per cow participating in the Dairy Farm Business Summary and Analysis Program for 2024, the data was sorted into four groups representing earning quartiles, using the rate of return on all assets without appreciation to measure earnings. The following tables contain selected measures and costs associated with the four quartiles of farms and can be used to identify differences across the earning quartiles. The lowest quartile of farms averaged 0.3 percent rate of return on all capital without appreciation, with the second quartile averaging 5.0 percent, the third quartile earning 8.3 percent, and the highest quartile of farms earning 12.9 percent. The range of 12.6 percent between the lowest and highest quartile of earnings is greater than the range of 8.7 percent from 2023 quartile comparison<sup>2</sup>.

**Table 1** highlights selected measures of size, efficiency, costs and profitability for the four groups. As earnings increased, so did herd size, with the lowest quartile of farms averaging the smallest herd size, and the highest quartile of farms by earnings averaging the largest herd size. However, a large range of herd sizes were represented in each quartile, with only a difference of 182 cows in herd size between the two highest quartiles. **Table 3** reports the ranges on selected measures in each quartile of farms by earnings. In **Table 3**, the quintile range of herd sizes for the lowest earning group of farms was 173 to 1,433 cows and the quintile range in herd size for the highest earning farms was 959 to 4,050.

<sup>1</sup> Progress of the Dairy Farm Report, E.B 2025-7, Karszes, J., Koval, H.L., MacKenzie, M.K., Cornell Dairy Farm Business Summary and Analysis Program, Charles H. Dyson School of Applied Economics and Management, College of Agriculture and Life Sciences, Cornell University, Ithaca, NY, June 2025

<sup>2</sup> Comparing New York dairy farm characteristics, costs, and performance across four quartiles of profitability in 2023, PD 2024-09-02, Karszes, J., PRO-DAIRY, Department of Animal Science, College of Agriculture and Life Sciences, Cornell University, Ithaca, NY, September 2024

Along with an increase in herd size across the four herd size quartiles there are differences in efficiencies that also stand out. Labor efficiency, as measured by milk sold per worker equivalent<sup>3</sup>, averaged 1,209,548 pounds for the lowest quartile of farms, increasing to 1,371,641 pounds for the second quartile, 1,479,018 for the third quartile, and peaking at 1,679,321 for the highest quartile of farms. This increase in labor efficiency impacted hired labor costs, with the highest quartile of farms averaging the lowest cost per hundredweight (cwt.) of milk, 59 cents per cwt. lower than the third highest quartile of farms. Across the four quartiles, hired labor costs per worker ranged from a low of \$57,600 in the lowest quartile to \$61,177 in the third highest quartile. The highest quartile for earnings averaged \$59,004 per hired worker equivalent.

While the higher earning quartiles average the highest number of cows, they managed only 131 more acres than the second quartile of farms and only 35 more acres than the third quartile of farms. This is reflected in the tillable acres per cow, falling from an average of 2.27 acres per cow for the lowest quartile of farms to 1.53 acres per cow for the highest quartile of farms (**Table 1** continued). Per **Table 3**, there is a large range of acres per cow across the four quartiles of earnings, with the lowest quartile of farms quintile range being from 1.55 to 4.30 and the highest quartile of farms ranging from 0.86 to 2.42.

The highest quartile of farms averaged the highest milk sold per cow at 28,041, followed by the second highest quartile of farms averaging 27,633 pounds. While there was not much variation across the quartiles for percent butterfat (4.30 to 4.35 percent) and protein (3.23 to 3.26 percent), the highest quartile of farms was also on the highest side for percents, resulting in 2,133 pounds of components per cow on average (**Table 1** continued). All four quartiles averaged within 1,914 pounds of milk sold per cow to each other. While the average milk sold per cow is increased by each quartile of earnings as reported in **Table 3**, a large range in milk sold per cow. Farms in the highest earnings quartile range from 25,995 pounds sold per cow to 29,984 sold per cow. Farms in the lowest quartile of earnings ranged from 22,702 to 28,730.

Along with averaging the highest milk production, additional highlights from **Table 1** show that the two highest quartiles of farms by earnings had the lowest cull rates, averaging 31 percent for the second highest quartile of earnings and 32 percent for the highest quartile of earnings. With the trend continuing across all farms raising less heifers, the third quartile of farms also averaged the lowest percent heifers to cows at 73.1 percent, with the other three quartiles all averaging in the 74 percent range.

The 2024 year was a strong crop year for New York dairy farms. The highest quartile of farms averaged the highest corn silage yield at 20.30 tons per acre, as well as the highest hay dry matter harvested at 3.91 tons per acre. The lowest quartile averaged 18.99 tons per acre of corn silage and 3.21 dry matter tons of hay harvested (**Table 1**). Across the board, corn silage yields were similar in comparison to those of 2023, while hay yields were higher in 2024.

The average net milk price received across the four quartiles ranged from a low of \$22.28 per cwt. for the lowest quartile of farms to a high of \$23.00 per cwt. for the third quartile of farms. Looking closer at milk price, the highest quartile of farms averaged the highest component value per hundredweight, the second highest average premiums, and the largest deduction for milk price risk management in 2024 (**Table 1** continued).

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<sup>3</sup> One worker equivalent equals 2,760 hours for the year.

Total costs to operate the farm decreased, moving from the lowest quartile of farms to the highest quartile of farms, with the average falling from \$26.80 per cwt. to \$20.49 per cwt., a difference of \$6.31 as shown in **Table 2**. **Table 2** reports the receipts and expenses on a per cow and per hundredweight basis for the four quartiles of farms based on earnings. Along with producing the most milk, the highest quartile of farms also had the lowest total farm expenses, averaging \$6,332 per cow, \$655 less per cow than the third quartile. With operating expenses divided into 31 separate expense categories, differences can be highlighted across the four groups. The highest quartile of farms had the lowest average cost per cow in 20 of the 31 expense categories. Hired labor costs, machinery hire and lease, machinery repair, fuel, replacement livestock, herd health, breeding, seed, fertilizer, crop chemicals, rent, and interest are some of the key costs that the highest quartile of farms achieved the lowest cost per cow.

The highest quartile of farms averaged the highest milk receipts per cow, dairy calf receipts per cow, and crop receipts per cow. The combined impact of all the revenue sources resulted in the highest quartile of farms averaging the highest in revenue per cow, \$217 dollars more revenue per cow than the third quartile and \$509 more revenue than the lowest quartile.

For the lowest quartile of farms, the operating costs to produce milk averaged \$22.32 per hundredweight, with the highest quartile of farms averaging \$15.79 per hundredweight, a difference of \$6.35 per hundredweight. This range in operating costs is larger than the range reported by quartile of earnings in 2023, which was \$4.32. Incorporating depreciation expenses and values for family contributions of labor, management, and equity resulted in a total cost of producing milk of \$27.68 per hundredweight for the lowest quartile of farms, and \$20.29 per hundredweight for the highest quartile of farms by earnings.

**Table 4** highlights the quintile ranges associated with selected financial efficiency and profitability measures for each quartile of farms as determined by earnings. While the highest quartile of farms by earnings averages the second lowest total investment per cow, the investment ranges from \$10,881 to \$20,825 per cow. The highest quartile of farms also averaged the lowest debt per cow at \$2,997. Debt per cow tended higher as you move to lower earnings groups, with the lowest quartile averaging \$6,638 per cow (**Table 1**). The highest quartile of farms tended to have lower investment, higher asset turnover, lower operating expense ratios, higher ability to service debt and stronger working capital positions.

Analyzing how your business compares to industry benchmarks can be useful to identify areas within the business that could benefit from further evaluation and possible management changes. To participate in the Dairy Farm Business Summary and Analysis Program, please reach out to the Cornell Cooperative Extension farm business management extension educator in your area or visit the DFBS website for further information: <https://cals.cornell.edu/pro-dairy/our-expertise/business/dfbs>

**TABLE 1****DAIRY FARM BUSINESS SUMMARY SELECTED FACTORS**Sorted by Return on All Capital without Appreciation, 129 New York Dairy Farms, DFBS, 2024<sup>1</sup>

| SELECTED FACTORS  | Average of      | Average of   | Average of   | Average of   |
|---|-----------------|--------------|--------------|--------------|
|   | Lowest Quartile | 2nd Quartile | 3rd Quartile | Top Quartile |
| <b><i>Size of Business</i></b>  |                 |              |              |              |
| Average number of cows  | 632             | 1,380        | 1,782        | 1,964        |
| Percent heifers to cows   | 74.3%           | 74.1%        | 73.1%        | 74.9%        |
| Milk sold, pounds   | 16,505,293      | 37,091,463   | 49,230,331   | 55,066,749   |
| Worker equivalent   | 13.6            | 27.0         | 33.3         | 32.4         |
| Total tillable acres  | 1,433           | 2,831        | 2,927        | 2,962        |
| <b><i>Rates of Production</i></b>   |                 |              |              |              |
| Milk sold per cow, pounds   | 26,127          | 26,879       | 27,633       | 28,041       |
| Hay DM per acre, tons   | 3.21            | 3.43         | 3.46         | 3.91         |
| Corn silage per acre, tons  | 18.99           | 19.76        | 19.67        | 20.30        |
| Cull rate, percent  | 33%             | 34%          | 31%          | 32%          |
| <b><i>Labor Efficiency</i></b>  |                 |              |              |              |
| Cows per worker   | 46.3            | 51.0         | 53.5         | 60.5         |
| Milk sold per worker, pounds  | 1,209,548       | 1,371,641    | 1,479,018    | 1,697,321    |
| <b><i>Cost Control and Milk Price</i></b>   |                 |              |              |              |
| Grain & concentrate per cwt. milk   | \$7.51          | \$7.26       | \$7.42       | \$7.18       |
| Net milk income over purchased grain & conc. per cow                              | \$3,673         | \$4,079      | \$4,228      | \$4,402      |
| Dairy feed & crop expense per cwt. milk   | \$9.77          | \$9.00       | \$9.31       | \$8.95       |
| Labor and machinery costs per cow   | \$2,774         | \$2,436      | \$2,327      | \$2,016      |
| Hired labor costs per cwt. milk   | \$3.82          | \$3.94       | \$3.76       | \$3.17       |
| Hired labor costs per worker equivalent   | \$57,600        | \$60,094     | \$61,177     | \$59,004     |
| Operating cost of producing milk per cwt.   | \$22.32         | \$19.91      | \$19.00      | \$15.79      |
| Purchased input cost of producing milk per cwt.                                   | \$24.46         | \$21.87      | \$20.78      | \$17.56      |
| Total cost of producing milk per cwt.   | \$27.68         | \$24.54      | \$23.17      | \$20.29      |
| Net milk price  | \$22.28         | \$22.37      | \$23.00      | \$22.91      |
| <b><i>Capital Efficiency (average for year)</i></b>                               |                 |              |              |              |
| Farm capital per cow  | \$17,117        | \$15,777     | \$14,663     | \$15,204     |
| Machinery and equipment per cow   | \$2,941         | \$2,656      | \$2,324      | \$2,405      |
| Asset turnover ratio  | 0.51            | 0.55         | 0.62         | 0.61         |
| <b><i>Profitability</i></b>   |                 |              |              |              |
| Net farm income without appreciation  | -\$28,018       | \$909,114    | \$1,938,724  | \$3,851,166  |
| Net farm income without appreciation per cow                                      | -\$44           | \$659        | \$1,088      | \$1,961      |
| Net farm income with appreciation   | \$551,661       | \$2,261,483  | \$3,869,469  | \$5,681,054  |
| Net farm income with appreciation per cow   | \$873           | \$1,639      | \$2,172      | \$2,893      |
| Labor & management income per operator/manager                                    | -\$161,722      | \$74,433     | \$409,143    | \$1,014,702  |
| Rate return on equity capital with appreciation                                   | 5.3%            | 13.7%        | 20.1%        | 22.5%        |
| Rate return on equity capital without appreciation                                | -3.3%           | 4.5%         | 9.3%         | 14.8%        |
| Rate return on all capital with appreciation                                      | 5.7%            | 11.2%        | 15.7%        | 19.0%        |
| Rate return on all capital without appreciation                                   | 0.3%            | 5.0%         | 8.3%         | 12.9%        |
| <b><i>Financial Summary (based on market value, excluding deferred taxes)</i></b> |                 |              |              |              |
| Farm net worth, end year  | \$6,915,531     | \$15,597,763 | \$19,447,685 | \$26,208,921 |
| Debt to asset ratio   | 0.39            | 0.33         | 0.3          | 0.19         |
| Farm debt per cow   | \$6,638         | \$5,386      | \$4,581      | \$2,997      |
| Debt coverage ratio <sup>2</sup>  | 0.70            | 1.72         | 2.26         | 5.07         |

1 Farms producing a minimum of 20,000 lbs./cow/year. Groups determined by Percent Rate of Return to All Capital w/o Appreciation

2 Farms participating both years

**TABLE 1** (continued)**DAIRY FARM BUSINESS SUMMARY SELECTED FACTORS**Sorted by Return on All Capital without Appreciation, 129 New York Dairy Farms, DFBS, 2024<sup>1</sup>

| SELECTED FACTORS  | Average of<br>Lowest Quartile | Average of<br>2nd Quartile | Average of<br>3rd Quartile | Average of<br>Top Quartile |
|---|-------------------------------|----------------------------|----------------------------|----------------------------|
| <b>Income Generation<sup>2</sup></b>                        |                               |                            |                            |                            |
| % Butterfat   | 4.30%                         | 4.35%                      | 4.33%                      | 4.35%                      |
| % Protein   | 3.23%                         | 3.25%                      | 3.26%                      | 3.26%                      |
| Lbs. of butterfat and protein per cow                       | 1,969                         | 2,044                      | 2,098                      | 2,133                      |
| Component value per cwt. milk                               | \$21.97                       | \$22.22                    | \$22.19                    | \$22.23                    |
| Total premiums per cwt. milk                                | \$0.36                        | \$0.40                     | \$0.51                     | \$0.49                     |
| Total milk price risk management per cwt. milk <sup>3</sup> | -\$0.01                       | -\$0.03                    | -\$0.02                    | -\$0.03                    |
| <b>Balance Sheet Analysis</b>                               |                               |                            |                            |                            |
| Working capital as % of operating expenses                  | 14%                           | 25%                        | 27%                        | 54%                        |
| Long term debt to asset ratio                               | 0.41                          | 0.33                       | 0.32                       | 0.18                       |
| Intermediate/current debt to asset ratio                    | 0.37                          | 0.33                       | 0.29                       | 0.19                       |
| Debt to asset ratio, total                                  | 0.39                          | 0.33                       | 0.3                        | 0.19                       |
| <b>Debt Analysis</b>  |                               |                            |                            |                            |
| Accounts payable as percent of total debt                   | 5%                            | 3%                         | 5%                         | 3%                         |
| Long-term debt as percent of total debt                     | 48%                           | 44%                        | 42%                        | 33%                        |
| Current & intermediate debt as percent of total debt        | 52%                           | 56%                        | 58%                        | 67%                        |
| Cost of term debt(weighted average)                         | 6.2%                          | 5.9%                       | 5.2%                       | 4.7%                       |
| <b>Net Worth Change</b>                                     |                               |                            |                            |                            |
| Retained earnings   | -\$213,347                    | \$665,309                  | \$1,363,033                | \$3,073,130                |
| Contributed capital   | \$160,608                     | \$259,333                  | \$294,374                  | \$213,207                  |
| Valuation equity  | \$427,893                     | \$1,123,645                | \$1,534,841                | \$1,431,096                |
| <b>Cash Flow</b>  |                               |                            |                            |                            |
| Net provide by operating activities, per cow                | \$124                         | \$634                      | \$960                      | \$1,130                    |
| Net provided by investing activities, per cow               | -\$1,404                      | -\$1,355                   | -\$1,224                   | -\$1,237                   |
| Net provided by financing activities, per cow               | \$1,290                       | \$725                      | \$292                      | \$159                      |
| Net provided by reserves, per cow                           | -\$4                          | -\$5                       | -\$35                      | -\$49                      |
| <b>Repayment Analysis<sup>4</sup></b>                       |                               |                            |                            |                            |
| Planned debt payments per cow                               | \$877                         | \$760                      | \$683                      | \$438                      |
| Planned debt payments per cwt. milk                         | \$3.36                        | \$2.84                     | \$2.47                     | \$1.56                     |
| Percent of total receipts                                   | 12%                           | 10%                        | 9%                         | 6%                         |
| Percent of milk receipts                                    | 14%                           | 12%                        | 10%                        | 7%                         |
| Cash flow coverage ratio                                    | 0.62                          | 1.27                       | 1.83                       | 2.95                       |
| Debt coverage ratio   | 0.70                          | 1.72                       | 2.26                       | 5.07                       |
| <b>Crop Program Analysis</b>                                |                               |                            |                            |                            |
| Crop input costs per acre                                   | \$207                         | \$192                      | \$218                      | \$205                      |
| Total tillable acres per cow                                | 2.27                          | 2.05                       | 1.64                       | 1.53                       |
| Total forages acres per cow                                 | 1.76                          | 1.67                       | 1.42                       | 1.38                       |
| Harvested dry matter per cow                                | 8.44                          | 8.41                       | 7.33                       | 7.62                       |
| Percent tillable land owned                                 | 47%                           | 51%                        | 51%                        | 53%                        |
| <b>Capital and Financial Efficiency</b>                     |                               |                            |                            |                            |
| Farm capital per cow  | \$17,117                      | \$15,777                   | \$14,663                   | \$15,204                   |
| Real estate per cow   | \$7,920                       | \$7,015                    | \$5,963                    | \$5,595                    |
| Machinery and equipment per cow                             | \$2,941                       | \$2,656                    | \$2,324                    | \$2,405                    |
| Asset turnover  | 0.51                          | 0.55                       | 0.62                       | 0.61                       |
| Operating expense ratio                                     | 0.88                          | 0.81                       | 0.77                       | 0.68                       |
| Interest expense ratio                                      | 0.05                          | 0.04                       | 0.04                       | 0.02                       |
| Depreciation expense ratio                                  | 0.07                          | 0.07                       | 0.06                       | 0.06                       |

1 Farms producing a minimum of 20,000 lbs./cow/year. Groups determined by Percent Rate of Return to All Capital w/o Appreciation

2 Average of farms reporting milk income detail.

3 Average of all net proceeds for farms providing detail, including Dairy Margin Coverage, Dairy-RP, and other net proceeds.

4 Farms participating 2 years

**TABLE 2****RECEIPTS & EXPENSES PER COW AND PER HUNDREDWEIGHT**Sorted by Return on All Capital without Appreciation, 129 New York Dairy Farms, DFBS, 2024<sup>1</sup>

| Item                              | Lowest Quartile |               | 2nd Quartile |               | 3rd Quartile |               | Top Quartile |               |
|-----------------------------------|-----------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|
|                                   | Per Cow         | Per Cwt.      | Per Cow      | Per Cwt.      | Per Cow      | Per Cwt.      | Per Cow      | Per Cwt.      |
| Average number of cows            | 632             |               | 1,380        |               | 1,782        |               | 1,964        |               |
| Cwt. of milk sold                 |                 | 165,053       |              | 370,915       |              | 492,303       |              | 550,667       |
| <b>ACCUAL OPERATING RECEIPTS</b>  |                 |               |              |               |              |               |              |               |
| Milk                              | \$6,347         | \$24.29       | \$6,538      | \$24.32       | \$6,831      | \$24.72       | \$6,884      | \$24.55       |
| Dairy cattle                      | \$631           | \$2.41        | \$491        | \$1.83        | \$562        | \$2.03        | \$538        | \$1.92        |
| Dairy calves                      | \$293           | \$1.12        | \$308        | \$1.15        | \$353        | \$1.28        | \$401        | \$1.43        |
| Other livestock                   | \$14            | \$0.06        | \$16         | \$0.06        | \$16         | \$0.06        | \$28         | \$0.10        |
| Crops                             | \$232           | \$0.89        | \$150        | \$0.56        | \$123        | \$0.45        | \$265        | \$0.95        |
| Miscellaneous receipts            | <u>\$266</u>    | <u>\$1.02</u> | <u>\$200</u> | <u>\$0.74</u> | <u>\$191</u> | <u>\$0.69</u> | <u>\$177</u> | <u>\$0.63</u> |
| Total Operating Receipts          | \$7,784         | \$29.79       | \$7,702      | \$28.66       | \$8,076      | \$29.23       | \$8,293      | \$29.57       |
| <b>ACCUAL OPERATING EXPENSES</b>  |                 |               |              |               |              |               |              |               |
| Hired labor                       | \$999           | \$3.82        | \$1,059      | \$3.94        | \$1,040      | \$3.76        | \$889        | \$3.17        |
| Dairy grain & concentrate         | \$1,963         | \$7.51        | \$1,950      | \$7.26        | \$2,050      | \$7.42        | \$2,012      | \$7.18        |
| Dairy roughage                    | \$80            | \$0.31        | \$67         | \$0.25        | \$167        | \$0.60        | \$179        | \$0.64        |
| Nondairy feed                     | \$1             | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        |
| Professional nutritional services | \$0             | \$0.00        | \$2          | \$0.01        | \$0          | \$0.00        | \$1          | \$0.00        |
| Machine hire, rent & lease        | \$444           | \$1.70        | \$204        | \$0.76        | \$258        | \$0.93        | \$187        | \$0.67        |
| Machine repair & vehicle expense  | \$418           | \$1.60        | \$389        | \$1.45        | \$369        | \$1.33        | \$275        | \$0.98        |
| Fuel, oil & grease                | \$230           | \$0.88        | \$228        | \$0.85        | \$190        | \$0.69        | \$171        | \$0.61        |
| Replacement livestock             | \$96            | \$0.37        | \$119        | \$0.44        | \$30         | \$0.11        | \$1          | \$0.00        |
| Breeding                          | \$78            | \$0.30        | \$71         | \$0.26        | \$68         | \$0.24        | \$56         | \$0.20        |
| Veterinary & medicine             | \$197           | \$0.75        | \$166        | \$0.62        | \$177        | \$0.64        | \$152        | \$0.54        |
| Milk marketing                    | \$526           | \$2.01        | \$524        | \$1.95        | \$476        | \$1.72        | \$458        | \$1.63        |
| Bedding                           | \$131           | \$0.50        | \$111        | \$0.41        | \$127        | \$0.46        | \$99         | \$0.35        |
| Milking supplies                  | \$113           | \$0.43        | \$135        | \$0.50        | \$106        | \$0.38        | \$98         | \$0.35        |
| Cattle lease                      | \$0             | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        | \$2          | \$0.01        |
| Custom boarding                   | \$92            | \$0.35        | \$52         | \$0.19        | \$105        | \$0.38        | \$157        | \$0.56        |
| BST expense                       | \$0             | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        |
| Livestock professional fees       | \$36            | \$0.14        | \$14         | \$0.05        | \$26         | \$0.09        | \$23         | \$0.08        |
| Other livestock expense           | \$74            | \$0.28        | \$42         | \$0.16        | \$49         | \$0.18        | \$41         | \$0.15        |
| Fertilizer & lime                 | \$239           | \$0.91        | \$172        | \$0.64        | \$139        | \$0.50        | \$132        | \$0.47        |
| Seeds & plants                    | \$163           | \$0.62        | \$145        | \$0.54        | \$133        | \$0.48        | \$117        | \$0.42        |
| Spray & other crop expense        | \$102           | \$0.39        | \$80         | \$0.30        | \$78         | \$0.28        | \$65         | \$0.23        |
| Crop professional fees            | \$7             | \$0.03        | \$6          | \$0.02        | \$4          | \$0.02        | \$4          | \$0.01        |
| Land, building & fence repair     | \$110           | \$0.42        | \$122        | \$0.45        | \$76         | \$0.27        | \$105        | \$0.38        |
| Taxes                             | \$79            | \$0.30        | \$72         | \$0.27        | \$66         | \$0.24        | \$59         | \$0.21        |
| Real estate rent & lease          | \$120           | \$0.46        | \$110        | \$0.41        | \$87         | \$0.31        | \$78         | \$0.28        |
| Insurance                         | \$84            | \$0.32        | \$71         | \$0.26        | \$57         | \$0.21        | \$53         | \$0.19        |
| Utilities                         | \$139           | \$0.53        | \$123        | \$0.46        | \$122        | \$0.44        | \$118        | \$0.42        |
| Interest paid                     | \$406           | \$1.55        | \$313        | \$1.17        | \$286        | \$1.03        | \$161        | \$0.57        |
| Other professional fees           | \$43            | \$0.16        | \$32         | \$0.12        | \$35         | \$0.13        | \$27         | \$0.10        |
| Miscellaneous                     | <u>\$33</u>     | <u>\$0.13</u> | <u>\$39</u>  | <u>\$0.15</u> | <u>\$33</u>  | <u>\$0.12</u> | <u>\$26</u>  | <u>\$0.09</u> |
| Total Operating Expenses          | \$7,003         | \$26.80       | \$6,418      | \$23.88       | \$6,352      | \$22.99       | \$5,746      | \$20.49       |
| Expansion livestock               | \$265           | \$1.02        | \$98         | \$0.37        | \$144        | \$0.52        | \$91         | \$0.32        |
| Extraordinary expenses            | \$13            | \$0.05        | \$0          | \$0.00        | \$0          | \$0.00        | \$0          | \$0.00        |
| Machinery depreciation            | \$312           | \$1.19        | \$320        | \$1.19        | \$266        | \$0.96        | \$298        | \$1.06        |
| Real estate depreciation          | <u>\$235</u>    | <u>\$0.90</u> | <u>\$207</u> | <u>\$0.77</u> | <u>\$226</u> | <u>\$0.82</u> | <u>\$197</u> | <u>\$0.70</u> |
| Total Expenses                    | \$7,828         | \$29.96       | \$7,044      | \$26.20       | \$6,988      | \$25.29       | \$6,332      | \$22.58       |
| Net Farm Income w/o Appreciation  | -\$44           | -\$0.17       | \$659        | \$2.45        | \$1,088      | \$3.94        | \$1,961      | \$6.99        |

<sup>1</sup> Farms producing a minimum of 20,000 lbs./cow/year. Groups determined by Percent Rate of Return to All Capital w/o Appreciation<sup>2</sup> Average of farms reporting milk income detail.

**TABLE 3****SELECTED FARM BUSINESS CHARTS**

Sorted by Return on All Capital without Appreciation, 129 New York Dairy Farms, DFBS, 2024<sup>1</sup>  
 Each Column Sorted Independently

**Lowest Quartile**

| Average Number of Cows | Cull Rate | Pounds Milk Sold per Cow | Percent Butterfat | Percent Protein | Pounds Milk Sold per Worker | Hired Labor Cost per Worker Equiv. | Tillable Acres per Cow | Operating Cost to Produce Milk per Cwt. | Total Cost of Milk Prod. per Cwt. | Milk Receipts per Cwt. |
|------------------------|-----------|--------------------------|-------------------|-----------------|-----------------------------|------------------------------------|------------------------|---|-----------------------------------|------------------------|
| 173                    | 21.7      | 22,702                   | 4.50              | 3.33            | 773,163                     | 37,693                             | 1.55                   | 18.18                                   | 25.80                             | 22.94                  |
| 290                    | 30.3      | 24,804                   | 4.36              | 3.26            | 1,024,382                   | 51,020                             | 1.97                   | 20.67                                   | 26.86                             | 23.44                  |
| 548                    | 33.9      | 26,113                   | 4.24              | 3.21            | 1,137,884                   | 56,667                             | 2.20                   | 21.95                                   | 27.58                             | 24.01                  |
| 861                    | 37.5      | 27,011                   | 4.16              | 3.17            | 1,307,045                   | 60,450                             | 2.99                   | 22.98                                   | 28.84                             | 24.53                  |
| 1,433                  | 43.7      | 28,730                   | 4.02              | 3.11            | 1,625,874                   | 67,319                             | 4.30                   | 23.87                                   | 31.16                             | 25.41                  |

**2nd Quartile**

| Average Number of Cows | Cull Rate | Pounds Milk Sold per Cow | Percent Butterfat | Percent Protein | Pounds Milk Sold per Worker | Hired Labor Cost per Worker Equiv. | Tillable Acres per Cow | Operating Cost to Produce Milk per Cwt. | Total Cost of Milk Prod. per Cwt. | Milk Receipts per Cwt. |
|------------------------|-----------|--------------------------|-------------------|-----------------|-----------------------------|------------------------------------|------------------------|---|-----------------------------------|------------------------|
| 379                    | 26.4      | 23,344                   | 4.57              | 3.35            | 1,085,770                   | 49,765                             | 1.51                   | 17.42                                   | 23.56                             | 23.29                  |
| 749                    | 29.9      | 26,024                   | 4.45              | 3.31            | 1,196,731                   | 54,752                             | 1.79                   | 19.02                                   | 24.15                             | 24.00                  |
| 1,111                  | 32.5      | 27,538                   | 4.37              | 3.26            | 1,285,812                   | 59,519                             | 2.06                   | 19.56                                   | 24.76                             | 24.47                  |
| 1,672                  | 34.7      | 28,124                   | 4.27              | 3.21            | 1,434,787                   | 62,820                             | 2.37                   | 20.57                                   | 25.38                             | 24.99                  |
| 3,261                  | 40.0      | 29,580                   | 4.15              | 3.14            | 1,860,892                   | 68,211                             | 3.11                   | 21.53                                   | 26.10                             | 25.69                  |

**3rd Quartile**

| Average Number of Cows | Cull Rate | Pounds Milk Sold per Cow | Percent Butterfat | Percent Protein | Pounds Milk Sold per Worker | Hired Labor Cost per Worker Equiv. | Tillable Acres per Cow | Operating Cost to Produce Milk per Cwt. | Total Cost of Milk Prod. per Cwt. | Milk Receipts per Cwt. |
|------------------------|-----------|--------------------------|-------------------|-----------------|-----------------------------|------------------------------------|------------------------|---|-----------------------------------|------------------------|
| 502                    | 25.0      | 24,792                   | 4.62              | 3.42            | 1,069,128                   | 53,664                             | 1.13                   | 14.77                                   | 21.26                             | 23.68                  |
| 1,032                  | 28.7      | 26,665                   | 4.38              | 3.28            | 1,229,157                   | 56,896                             | 1.57                   | 17.21                                   | 22.73                             | 24.15                  |
| 1,515                  | 30.5      | 27,839                   | 4.33              | 3.25            | 1,428,592                   | 59,087                             | 1.93                   | 18.91                                   | 23.14                             | 24.59                  |
| 2,308                  | 32.0      | 28,757                   | 4.28              | 3.21            | 1,585,892                   | 62,049                             | 2.15                   | 19.64                                   | 23.54                             | 25.02                  |
| 3,889                  | 37.8      | 29,686                   | 4.14              | 3.15            | 1,905,955                   | 67,841                             | 2.66                   | 21.57                                   | 25.00                             | 26.15                  |

**Top Quartile**

| Average Number of Cows | Cull Rate | Pounds Milk Sold per Cow | Percent Butterfat | Percent Protein | Pounds Milk Sold per Worker | Hired Labor Cost per Worker Equiv. | Tillable Acres per Cow | Operating Cost to Produce Milk per Cwt. | Total Cost of Milk Prod. per Cwt. | Milk Receipts per Cwt. |
|------------------------|-----------|--------------------------|-------------------|-----------------|-----------------------------|------------------------------------|------------------------|---|-----------------------------------|------------------------|
| 959                    | 24.1      | 25,995                   | 4.58              | 3.43            | 1,335,318                   | 53,271                             | 0.86                   | 13.11                                   | 18.58                             | 23.45                  |
| 1,378                  | 29.9      | 27,276                   | 4.44              | 3.29            | 1,558,165                   | 55,854                             | 1.34                   | 14.97                                   | 19.81                             | 24.08                  |
| 1,734                  | 31.7      | 28,215                   | 4.32              | 3.25            | 1,720,999                   | 57,905                             | 1.60                   | 16.20                                   | 20.61                             | 24.47                  |
| 1,960                  | 33.8      | 28,893                   | 4.23              | 3.23            | 1,900,970                   | 60,964                             | 2.03                   | 16.99                                   | 21.10                             | 24.93                  |
| 4,055                  | 39.0      | 29,984                   | 4.15              | 3.14            | 2,181,103                   | 70,417                             | 2.42                   | 18.72                                   | 22.52                             | 25.88                  |

1 Farms producing a minimum of 20,000 lbs./cow/year. Groups determined by Percent Rate of Return to All Capital w/o Appreciation

**TABLE 4****SELECTED FARM BUSINESS CHARTS**

Sorted by Return on All Capital without Appreciation, 129 New York Dairy Farms, DFBS, 2024<sup>1</sup>  
 Each Column Sorted Independently

**Lowest Quartile**

| Investment per Cow | Machinery Investment per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments per Cow | Percent Equity | % Rate of Return on All Capital w/o Apprec. | Net Farm Income per Cow | Working Capital as % of Opr. Expense |
|--------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|---|-------------------------|--------------------------------------|
| 11,524             | 1,576                        | 0.77                 | 0.77                    | 2.19                | 384                           | 89             | 2.0   | 839                     | 38                                   |
| 14,626             | 2,457                        | 0.56                 | 0.84                    | 1.24                | 637                           | 78             | 1.0   | 376                     | 27                                   |
| 18,095             | 3,081                        | 0.51                 | 0.87                    | 0.92                | 869                           | 67             | 0.3   | 78                      | 21                                   |
| 20,937             | 4,173                        | 0.43                 | 0.89                    | 0.62                | 1,082                         | 57             | -0.6  | -242                    | 13                                   |
| 28,635             | 6,436                        | 0.33                 | 0.94                    | 0.25                | 1,524                         | 40             | -2.2  | -435                    | 1                                    |

**2nd Quartile**

| Investment per Cow | Machinery Investment per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments per Cow | Percent Equity | % Rate of Return on All Capital w/o Apprec. | Net Farm Income per Cow | Working Capital as % of Opr. Expense |
|--------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|---|-------------------------|--------------------------------------|
| 12,286             | 1,778                        | 0.72                 | 0.73                    | 6.41                | 277                           | 96             | 6.2   | 1,262                   | 57                                   |
| 14,052             | 2,292                        | 0.62                 | 0.77                    | 2.39                | 632                           | 77             | 5.6   | 981                     | 39                                   |
| 15,859             | 2,868                        | 0.56                 | 0.81                    | 1.62                | 777                           | 73             | 5.2   | 739                     | 25                                   |
| 18,302             | 3,578                        | 0.48                 | 0.83                    | 1.36                | 915                           | 63             | 4.3   | 587                     | 18                                   |
| 22,495             | 4,547                        | 0.42                 | 0.85                    | 0.95                | 1,145                         | 50             | 3.0   | 322                     | 8                                    |

**3rd Quartile**

| Investment per Cow | Machinery Investment per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio | Planned Debt Payments per Cow | Percent Equity | % Rate of Return on All Capital w/o Apprec. | Net Farm Income per Cow | Working Capital as % of Opr. Expense |
|--------------------|------------------------------|----------------------|-------------------------|---------------------|-------------------------------|----------------|---|-------------------------|--------------------------------------|
| 10,786             | 1,365                        | 0.85                 | 0.66                    | 32.44               | 175                           | 96             | 9.5   | 2,066                   | 75                                   |
| 14,081             | 2,076                        | 0.68                 | 0.71                    | 3.00                | 517                           | 79             | 8.9   | 1,574                   | 42                                   |
| 15,189             | 2,682                        | 0.59                 | 0.76                    | 2.17                | 716                           | 73             | 8.2   | 1,150                   | 26                                   |
| 17,363             | 3,290                        | 0.52                 | 0.78                    | 1.82                | 913                           | 63             | 7.5   | 841                     | 20                                   |
| 21,860             | 5,266                        | 0.48                 | 0.84                    | 1.16                | 1,270                         | 46             | 6.8   | 641                     | 8                                    |

**Top Quartile**

| Investment per Cow | Machinery Investment per Cow | Asset Turnover Ratio | Operating Expense Ratio | Debt Coverage Ratio <sup>2</sup> | Planned Debt Payments per Cow | Percent Equity | % Rate of Return on All Capital w/o Apprec. | Net Farm Income per Cow | Working Capital as % of Opr. Expense |
|--------------------|------------------------------|----------------------|-------------------------|----------------------------------|-------------------------------|----------------|---|-------------------------|--------------------------------------|
| 10,881             | 768                          | 0.91                 | 0.61                    | 28.18                            | 0                             | 100            | 16.8  | 2,700                   | 131                                  |
| 13,923             | 1,985                        | 0.69                 | 0.67                    | 5.06                             | 167                           | 93             | 13.9  | 2,194                   | 80                                   |
| 15,302             | 2,501                        | 0.61                 | 0.70                    | 3.18                             | 433                           | 85             | 12.2  | 1,900                   | 47                                   |
| 17,369             | 2,998                        | 0.56                 | 0.71                    | 1.64                             | 755                           | 72             | 11.4  | 1,720                   | 36                                   |
| 20,825             | 3,957                        | 0.44                 | 0.76                    | NA                               | 1,124                         | 54             | 10.3  | 1,293                   | 22                                   |

1 Farms producing a minimum of 20,000 lbs./cow/year. Groups determined by Percent Rate of Return to All Capital w/o Appreciation

2 NA = unable to calculate debt coverage ratio due to no planned debt service for subset of farms