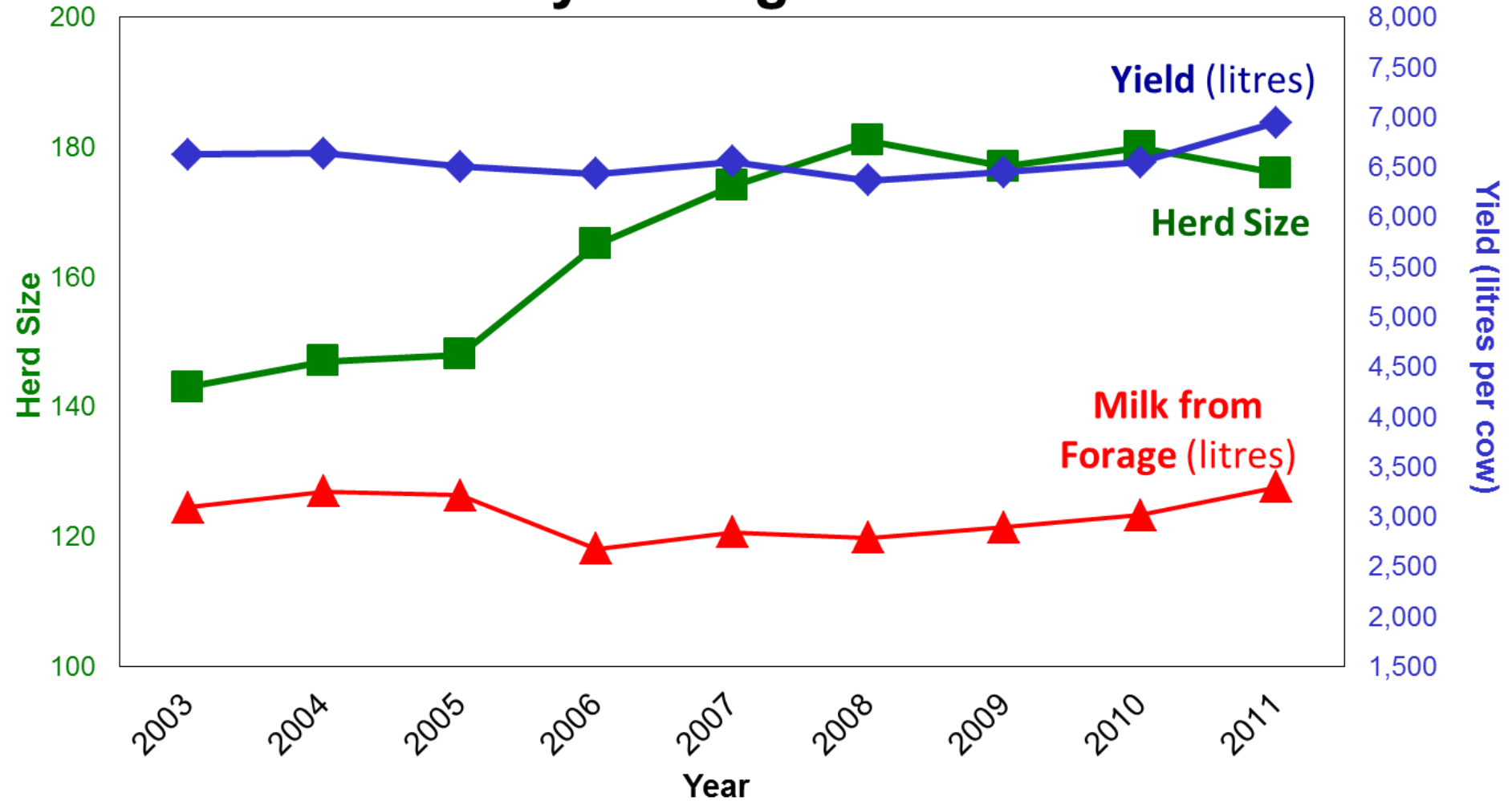


Costings Options

	Margin over Purchased Feed (MOPF)	Gross Margin	Full Costs & Profit
Frequency	Monthly	Varies	Annual (ideally Quarterly)
What's covered	Milk income Purchased feed	All income Variable costs	All income All costs
Pro's	Quick & easy Regular monitoring	Further costs analysed	Full enterprise analysis
Con's	Not a full enterprise analysis Doesn't provide full business detail	Still not full enterprise picture	Fixed costs can be difficult to allocate to dairy enterprise Can be a time delay

Organic Performance

Dairy Manager Trends



Source: Kingshay Dairy Manager, Jan 2012

Organic Milk from Forage

6,000 to 7,000 litre herds	Highest 25% Milk from Forage	Lowest 25% Milk from Forage
Yield per Cow (litres)	6,689	6,512
Yield from Forage	3,943	2,468
All Purchased Feed Cost (p/litre)	6.23	10.09
Saving (p/litre)	3.86	

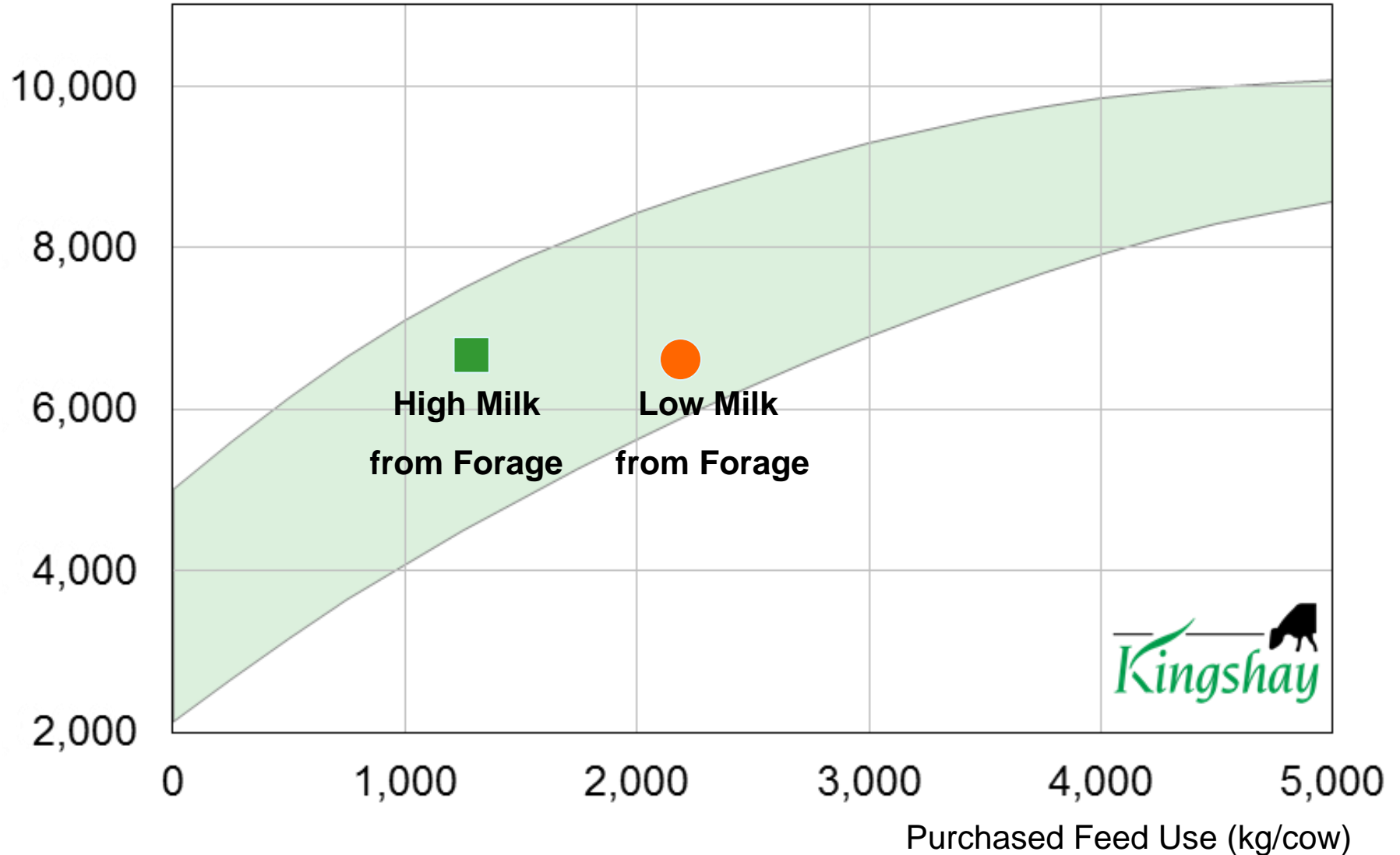
Savings of - £37,635 for a 150 cow herd

Source: Kingshay Dairy Manager, Jan 2012

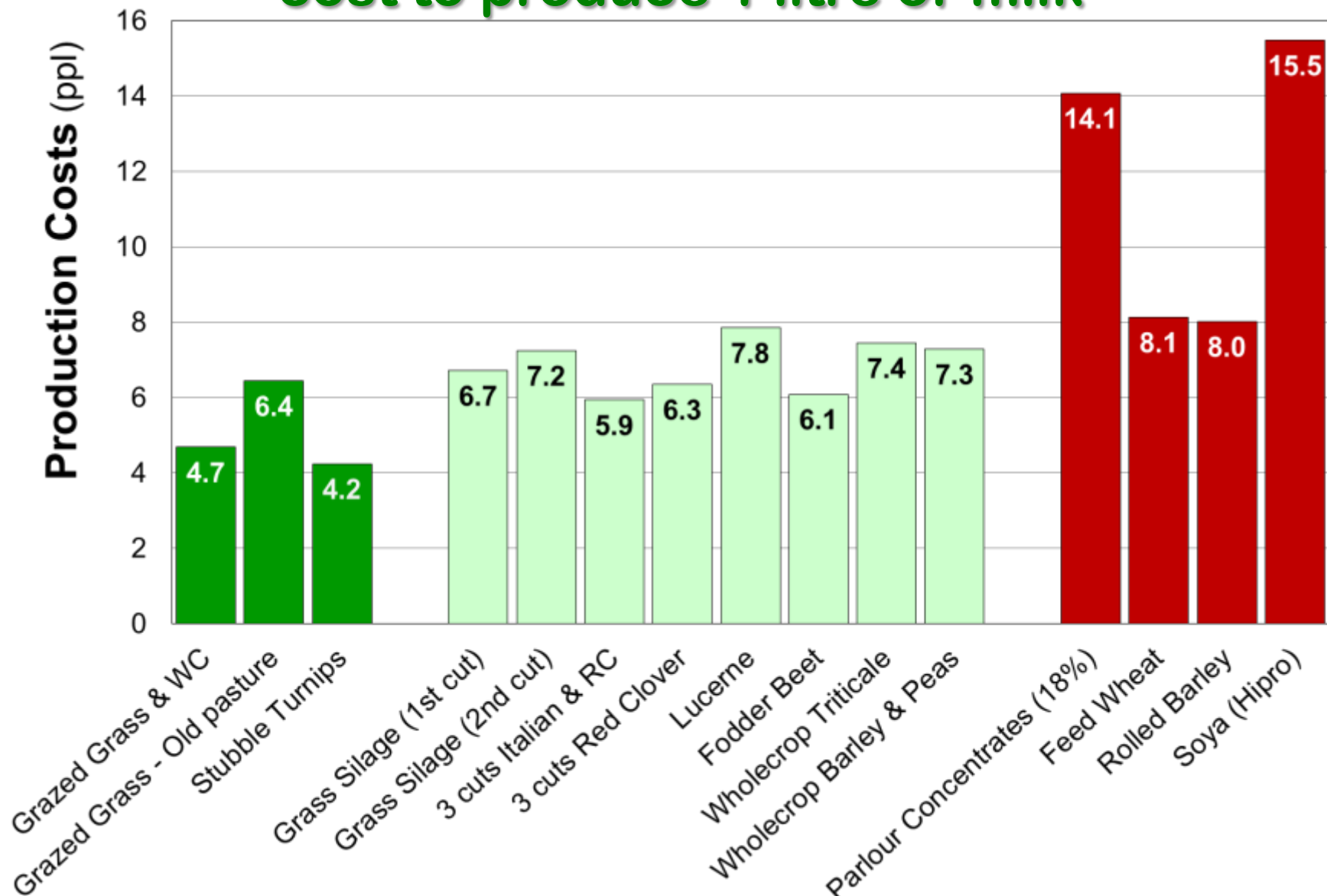
Kingshay Milk Map

Organic - Milk Map

Yield
lters/cow



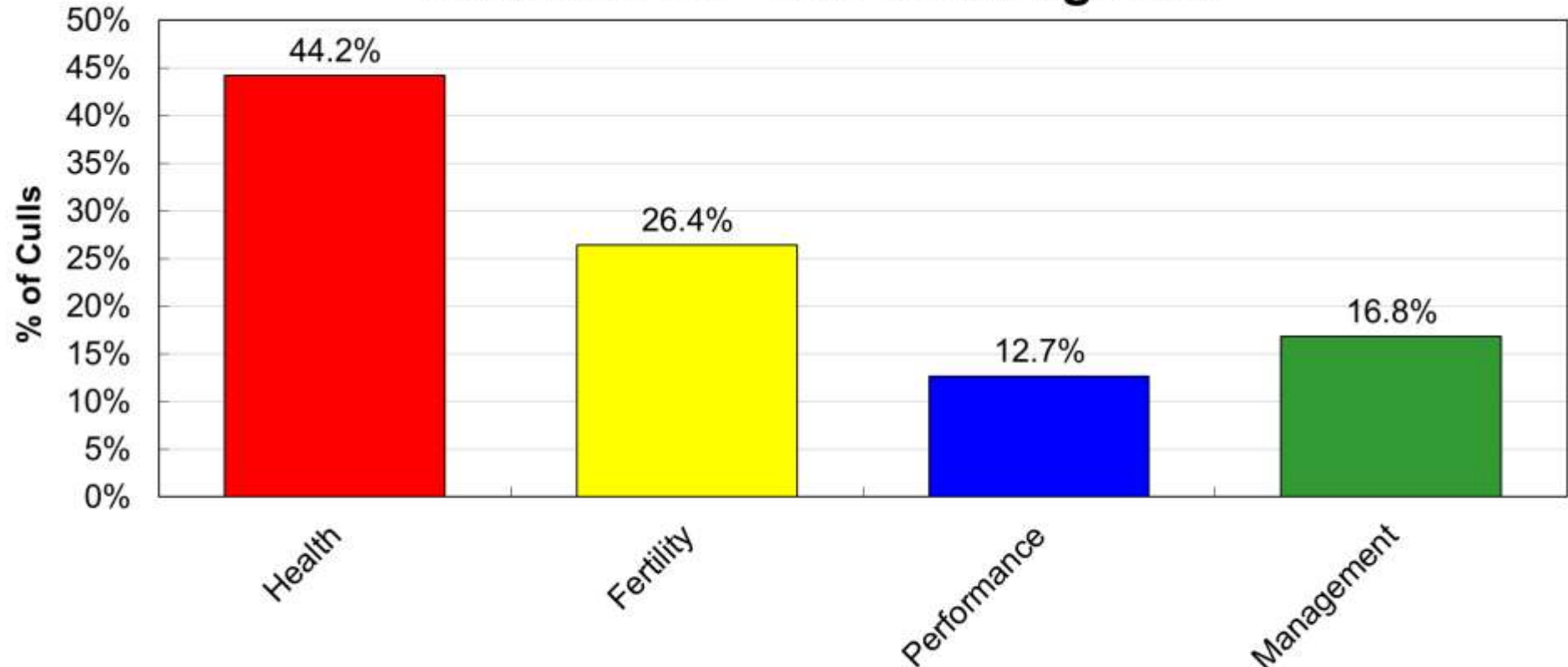
Organic Forage Costs: cost to produce 1 litre of milk



Source: Kingshay Forage Costings Report 2011

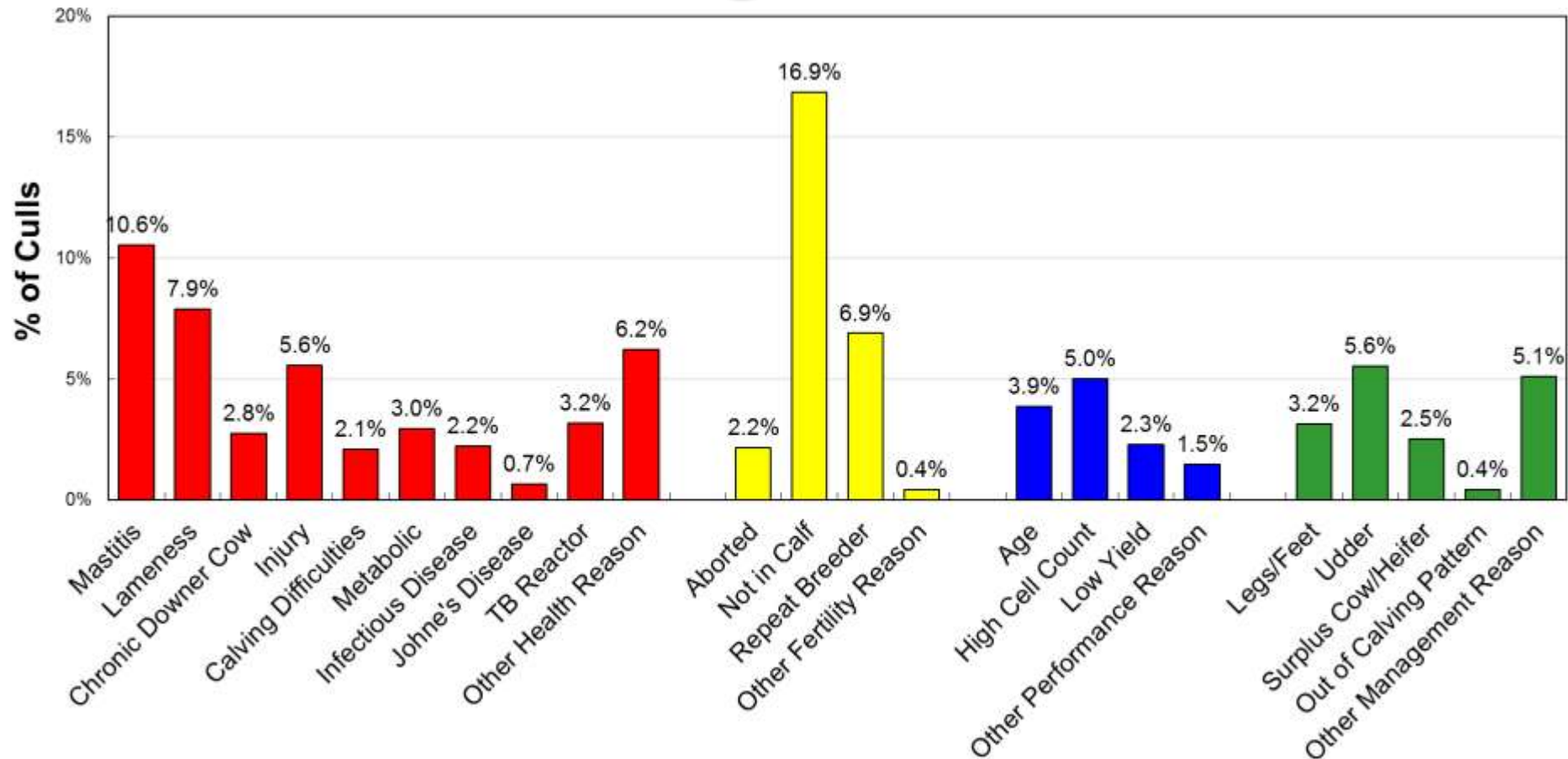
Reasons for Cows Leaving the Herd

Reasons for Cows Leaving Herd



Source: Kingshay Dairy Manager Nov 11

Reasons for Cows Leaving the Herd



Source: Kingshay Dairy Manager Nov 11

Costs of Production

Capital
Reinvestment

8%??

Source: Kingshay Full Costs Service

Replacement
Costs

8%

Variable Costs

45%

Labour &
Machinery

33%

Fixed Costs

9%

Rent & Finance

5%

Production Costs (%)