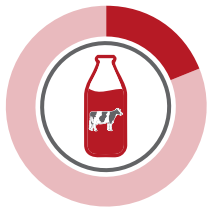


Dairy Farm Monitor Project 2020-21 Northern Victoria Overview

- The Dairy Farm Monitor Project provides industry and government with timely, farm level data for **targeted strategy** and **decision making**.
- Encourages the application of whole farm analysis principles on Victorian farm businesses.
- In Northern Victoria, **30 farms** were analysed.

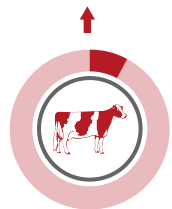
Dairying in Northern Victoria



Approximately **915** dairy farm businesses in Northern Victoria produced **1.67 billion litres** of milk in 2020-21, accounting for **30%** of Victoria's milk production output and **19%** of Australia's milk production.

Physical farm characteristics

On average, farm businesses in the North increased stocking rate and milk production per cow was stable while there was a decrease in purchased feed owing to favourable seasonal conditions and lower water prices.



Average stocking rate
1.7 cows/ha

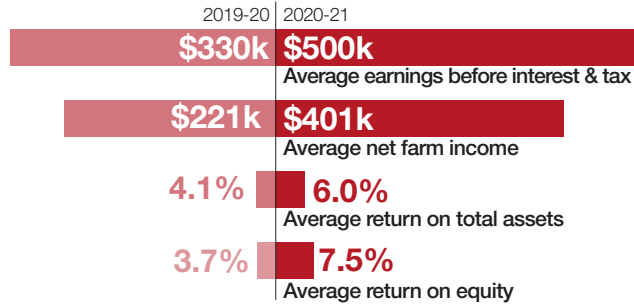


Milk solids sold
572 kg MS/cow



Homegrown feed
55% of metabolisable energy consumed

In 2020-21, 29 of the 30 participants (97%) recorded a positive return on total assets.



Farm profitability was influenced by



4% decrease in average milk price to \$7.02/kg MS



435 mm of rainfall received
91% of long-term average rainfall received.
100% HRWS in all irrigation systems by the end of the year.

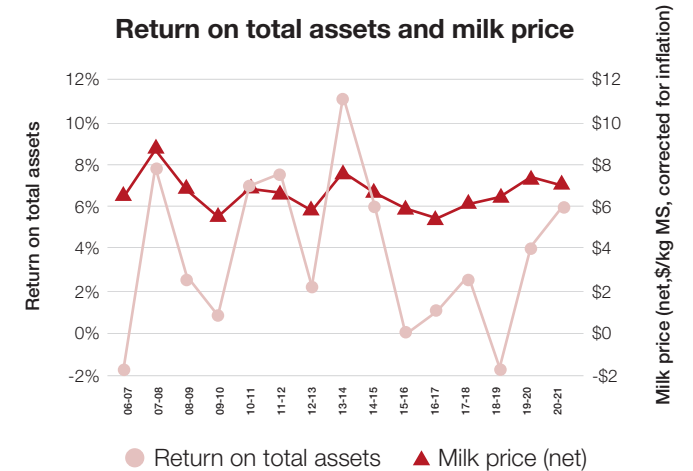


16%↓ in feed costs (\$3.34/kg MS) mainly driven by **27%↓ in purchased feed** and agistment.



73%↑ in water and fodder reserves as part of risk management strategies for high input costs in the future.

Return on total assets and milk price



Average EBIT increased from \$1.22/kg MS in 2019-20 to \$1.76/kg MS in 2020-21.

Future expectations 2021-22



Surveyed farmers in the North were optimistic, with **87%** expecting their business returns to improve, and the balance to remain stable.

Concerns as reported by farm businesses:



Climate/
seasonal
conditions



Input costs



Labour



Pasture/fodder