The NSW Dairy Farm Monitor Project surveys farms across the state to provide industry and government with timely, farm level data for targeted strategy and decision making.

The relevant economic and production benchmarks also enable informed decision making for farm businesses.

Dairy Farm Monitor Project 2017/18 - New South Wales Overview

The NSW Dairy Farm Monitor Project surveys farms across the state to provide industry and government with timely, farm level data for targeted strategy and decision making.

The relevant economic and production benchmarks also enable informed decision making for farm businesses.

2017/18 saw profits lower than the previous year, the lowest in 7 years of the project.

Seven year trend - shows small increase in milk income but downturn in return on assets for the two regions.

Farm profitability (EBIT)—was influenced by

- 100% of NSW in drought by June 2018
- Dry spring then average summer rainfall
- Autumn and winter very dry across all regions

Farm Locations and Rainfall 1 July 2017 to 30 June 2018

Acknowledgements - Dairy Farm Monitor Project is provided with funding and support from the NSW Government and Dairy Australia. This project is delivered primarily through partnerships between the NSW Department of Primary Industries and Dairy Australia.


© State of New South Wales through the Department of Industry, 2018. You may copy, distribute and otherwise freely deal with this publication for any purpose, provided that you attribute the NSW Department of Primary Industries as the owner.

Disclaimer: The information contained in this publication is based on knowledge and understanding at the time of writing (November 2018). However, because of advances in knowledge, users are reminded of the need to ensure that information upon which they rely is up to date and to check currency of the information with the appropriate officer of the Department of Primary Industries or the user’s independent adviser.
In Northern NSW, 18 farms were analysed:

- **Average herd size**: 288 cows
- **Usable area**: 188 ha
- **Milk production**: 459kg MS/cow, 6380 L/cow
- **Labour efficiency**: 70 cows/FTE

**Pasture utilisation**: 8.2 t DM/ha

- **Higher milk price**: $7.62 kg/MS, 56.5 cents/L
- **EBIT (operating profit)**: down 82%, $0.13 kg/MS, 1.1 cents/L

**53% of farmers** expect an increase in the milk price

**47% of farmers** expect to increase milk production

In Southern NSW, 14 farms were analysed:

- **Average herd size**: 401 cows
- **Usable area**: 333 ha
- **Milk production**: 526kg MS/cow, 7311 L/cow
- **Labour efficiency**: 85 cows/FTE

**Pasture utilisation**: 7.2 t DM/ha

- **Higher milk price**: $6.81 kg/MS, 50.6 cents/L
- **EBIT (operating profit)**: down 47%, $0.58 kg/MS, 4.2 cents/L

**53% of farmers** expect an increase or no change in the milk price

**28% of farmers** expect to increase milk production

**55%** Home grown feed

**45%** Imported feed