

# Missouri 75-Cow Grazing Dairy Model

Financial feasibility for a conversion of an existing dairy to a 75-cow intensive rotational grazing dairy



Example of a swing parlor

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This paper examines the financial feasibility of creating a new Missouri grass based dairy via converting an existing older conventional dairy to a 75-cow intensive rotational grazing dairy. The model assumes the farm buyer is able to purchase a dairy without paying anything extra for the fact that it contains an obsolete double 4 herringbone parlor. Using a low cost retrofit of the parlor, the new dairyman is able to increase labor efficiency without committing a large amount of additional capital. This startup model allows the new dairymen to overcome the capital threshold that is a barrier to entry for most new smaller dairies. This dairy is designed to be located in an area where winter weather conditions and soil types allow cattle to be housed outside all year.

### **Farm Description**

In this model dairy, the farm is a carefully selected 65-acre piece of land that is purchased specifically for developing a grazing dairy. A 65-acre farm is purchased for \$2,000/acre.

- 56 acres for paddocks (1.35 cows per acre) and 9 acres for farmstead/facilities.
- Permanent lanes, water lines, and paddocks are established.
- An existing double 4 herringbone is converted into a swing 12 parabone parlor.
- The farm is regressed with new grass.

Careful farm selection is critical both to the amount of investment needed and to enable future low operating costs. To avoid investments in livestock housing, the farm site must have well drained soils with some timber or brush for cover during the worst winter conditions. To keep feed costs low, the dairy needs mostly open ground with productive soils that can be managed for high producing pastures which can be replanted with annual forage and improved perennial forage varieties.

### **Herd Management**

The beginning herd for this dairy is assumed to be made up of 100% purchased crossbred dairy heifers. While the heifers will be purchased with an eye toward selecting cattle type's best suited for grazing, the genetics of the cattle are assumed to be unknown. Because U.S. dairies have only recently started deliberately cross breeding cattle to produce milk under intensive rotational grazing systems, a higher cull rate is assumed at startup. By the fifth year of operation, the cull rates are expected to have declined to their expected long term average.

Cows were expected to be culled from the herd based upon involuntary factors (death, disease, problem breeders, etc.) and voluntary factors (low milk production, disposition, etc.). Projected cow culling rates, death losses and the calving interval for the next five years are listed in the following table. It is assumed that the average cull rate (voluntary and involuntary) would be 25 percent in the first year and gradually fall to 18 percent in year 5 as problems. Death loss rate would be 4 percent in all years. The total herd turnover rate would be 29 percent in year 1 and then gradually fall with lower rates until reaching a steady state of 22 percent by year 5.

**Table 1. Herd turnover and mortality rates**

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Target herd size (head)	75	75	75	75	75
Annual cull rate (percent)	25	22	20	18	18
Annual death loss (percent)	4	4	4	4	4
Calving interval (months)	14.0	13.5	13.0	12.8	12.8

This entire dairy system is built around a seasonal grass-based dairy concept with 12 month calving interval. However, when starting a dairy using purchased genetics selected for high production, there will be a few years of transition needed. For the first year of production, many heifers will enter the herd and not rebreed within the window to remain seasonal. They will be rebred eventually but outside the window necessary to calve seasonally. These animals will be sold as breeding stock to non-seasonal dairymen. This allows the dairy to cull as needed for reproduction, without having to sell all the cull cows for slaughter.

Over time, the whole herd calving interval will drop as the hard breeders are selected out of the herd. By year four, the calving interval is expected to be down to 12.8 months. Further improvement may be expected as genetic crosses with higher reproductive performance continually enter the herd.

Crossbred dairy cows are utilized in this grazing dairy system because of their ability to better utilize pasture, higher reproductivity, and overall hybrid vigor. They typically can be purchased for lower prices than traditional Holsteins that are selected for their high milk production traits. In this model, all calves are to be sold within one week of birth to a contract heifer grower and repurchased back from the contract heifer grower. All replacement heifers will be purchased as needed for \$1,600 each. All heifer calves will be sold for \$300 and bull calves for \$75.

Annual milk production estimates and estimated rolling herd average are depicted in the following table. In the model, 95% of that volume of milk is being sold and 5% being dumped from fresh or treated cows.

**Table 2. Daily milk production and rolling herd averages**

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Pounds per day	38.0	44.0	46.0	48.0	49.0
365 day rolling herd avg.	10,999	12,736	13,181	13,680	13,965

Supplementary feeds are designed to complement the characteristics of the pasture forage at a reasonable cost. Hay and concentrate are purchased in the dairy model. Twelve pounds of concentrate costing \$180/ton delivered is fed per cow in the parlor for the milking group. Five pounds of purchased forage dry matter costing \$0.07/lb. of dry matter is fed as needed throughout the year to the milking group. The dry cow group is being fed 5 lbs of concentrate costing \$0.06/lb. and 20 lbs of purchased hay @ \$0.045/lb as needed throughout the year.

**Table 3. Daily feed costs/cow/day for the milking period**

Description	Cost/Cow/Day
Purchased concentrates	\$1.08
Purchased hay	\$0.35
Feed cost/cow/day:	\$1.43

**Table 4. Daily feed costs/cow/day for the dry cow period**

Description	Cost/Cow/Day
Purchased concentrates	\$0.30
Purchased hay	\$0.90
Feed cost/cow/day:	\$1.20

**Milk Marketing**

A \$14.70 farm level gross milk price was used in the financial projections. This price level is considered realistic, neither optimistic nor pessimistic based upon long term historical milk prices and relationships in Missouri. Justification of the price expectation is presented below. Marketing costs that are deducted from the gross milk price in the model include advertising (\$0.15/cwt), coop fee (\$0.10/cwt.) and hauling (\$0.65/cwt.).

**Table 5. Estimated Missouri milk price**

Description	Milk Price
Class III average	\$12.45
Long term basis in Missouri	\$1.50
Cell count premium	\$0.25
Component premium	\$0.50
Gross milk price per cwt.	<b>\$14.70</b>

**Labor Management**

A grazing dairy that milks two times daily will ideally plan to spend no more than 2.5 hours in the parlor per milking. Outsourcing of any necessary forage harvest and heifer development is used to keep labor costs low. The dairy farmer will withdraw a salary of \$30,000 with no additional labor hired. Benefits cost for labor is assumed to include only the employer's share of Social Security and Medicare taxes. A 2.5% inflation rate is built into all of the labor and operating expenses.

**Table 6. Projected labor summary**

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Hired labor (hours)	4,368	4,368	4,368	4,368	4,368
# of FTE (based on labor hours)	2.1	2.1	2.1	2.1	2.1
Lbs milk per FTE	376,656	432,099	447,205	464,143	473,813
Annual benefits	\$2,295	\$2,352	\$2,411	\$2,471	\$2,533
Total hourly labor	\$0	\$0	\$0	\$0	\$0
Total salaried labor	\$30,000	\$30,750	\$31,519	\$32,307	\$33,114
Total labor cost	\$32,295	\$33,102	\$33,930	\$34,778	\$35,648

## **Capital Investments**

Capital investments for this start-up operation are listed in the following table. These investments include land, real estate, machinery, equipment and livestock. The total capital invested in the dairy will be \$397,585 or \$5,301 per cow. This includes all the minimum components necessary to make the dairy operational.

The financial success of grazing dairies depends upon keeping the capital investment and the operating expenses low. Careful farm selection is critical both to the amount of investment needed and to enabling future low operating costs. To avoid investments in livestock housing, the farm site must have well drained soils. To keep feed costs low, the dairy needs mostly open ground with productive soils that can be managed for high producing pastures which can be planted with annual forage and improved perennial forage varieties.

**Table 7. Capital investments for the 75-cow grazing dairy model**

<b>Description</b>	<b>Quantity</b>	<b>Cost/Unit</b>	<b>Investment</b>
Land	65 acres	\$2,000	\$130,000
Dairy cows	75 cows	\$1,600	\$120,000
<b><u>Buildings and Farm Setup</u></b>			
Conversion of double 4 herringbone to swing 12 parlor		\$30,000	\$30,000
Manure storage (tin overhang, monthly haul)		\$5,000	\$5,000
Feed bin (12 ton)	1 bins	\$5,000	\$5,000
Hay barn and equipment storage	5,000 ft.	\$4	\$20,000
Lanes	5,703 ft.	\$2.00	\$11,406
Watering system (without well and pump)	5,703 ft.	\$1.50	\$8,555
Fencing and paddock setup	25,992 ft.	\$0.50	\$12,996
Establishing new forages (fert, seed, tillage)	56 acres	\$138.00	\$7,728
<b><u>Machinery and Equipment</u></b>			
Tractor	1	\$20,000	\$20,000
Pickup	1	\$10,000	\$10,000
ATV	1	\$4,500	\$4,500
Sickle bar mower	1	\$1,200	\$1,200
Bale rings	6	\$200	\$1,200
Other farm equipment	1	\$10,000	\$10,000
<b>Total investment</b>			<b>\$397,585</b>
<b>Investment per cow</b>			<b>\$5,301</b>

Investments in the milking center include converting an existing double 4 herringbone parlor to a swing 12 parabone parlor. Milking equipment includes parabone stalls designed for rapid cow flow, a flush system for the parlor, automatic take-offs, plate cooler with chilled water, and a heater. The basic philosophy of most graziers carries over to the milking parlor. They want a facility that is inexpensive, very efficient and can be updated or improved as cash flow permits. Bottom line, most producers want a parlor large enough to allow them to complete each milking in 2.5 hours. Parabone swing parlors were used in order to promote production efficiency by emphasizing cow comfort, cow movement and efficient labor usage.

Permanent lanes, water lines, and paddocks are established in this dairy. Lanes are essential in a pasture-based dairy to move cows easily from pasture to parlor, whether the grazing cell design is fixed or flexible. Constructing raised lanes with adequate drainage capacity and using crushed rock, lime screenings, or other stabilizing material reduces annual maintenance needs and keeps cows cleaner and healthier. Electrified 12.5-gauge high-tensile wire is used for perimeter fence and permanent paddock fencing in this dairy system. Water systems include buried waterlines and permanently installed stock tanks.

Initial expenses of forage establishment are also factored in the capital investments. These expenses include fertilizer, seed and tillage. Pastures can be seeded either on a prepared seedbed or by no-till drilling, depending on site conditions and crop requirements.

Machinery investments include a tractor, pickup, ATV, sickle bar mower, and other farm equipment. Other facility investments include equipment storage, hay barn and a feed bin.

### **Financial Analysis and Statements**

The 75-cow model dairy will gross \$147,997 per year in milk and young stock sales. This farm will have a net of \$4,216 after all operating costs, labor, and depreciation are deducted. On a per cow basis, this is a gross operating income of \$1,973 per cow and a net operating income of \$56 per cow, after labor and depreciation are deducted.

The model represents a dairy using 100% equity financing, with no debt. Although unrealistic, this simplifying assumption allows lenders to quickly analyze the free cash flow to determine how much debt the operation will support. Adding net income from operations plus the building and machinery depreciation yields a free cash flow of \$16,353 available for principal and interest payments, (\$4,216 net income + \$12,137 depreciation = \$16,353). On a per cow basis this is equivalent to \$218 of cash available for principal and interest payments. This free cash flow estimate assumes no additional cash will be used for family living expenses other than what is already used to pay labor in the dairy.

The character of the investments in the dairy reduces the lenders risk because a high percentage of the initial investment is concentrated in appreciating land and reproducing cattle, rather than specialized assets that are harder to liquidate at full value.

**Table 8. Financial measurements of the 75-cow grazing dairy model**

	Year 1	Year 2	Year 3	Year 4	Year 5
Current ratio	2.15	4.67	4.67	4.67	4.67
Return on assets	-3.7%	0.7%	1.9%	3.3%	3.8%
Operating expense ratio	92.6%	82.5%	80.5%	78.4%	77.9%
Depreciation expense ratio	18.2%	15.5%	14.6%	13.7%	13.5%
Net farm income from operations ratio	-11.0%	1.8%	4.7%	7.7%	8.5%

**Table 9. Dairy enterprise budget for the 75-cow grazing dairy model (5-year average)**

	Herd	Per Cow	Per CWT	Percent
<b>INCOME FROM OPERATIONS:</b>				
Milk sales	\$135,452	\$1,806	\$14.70	91.5%
Sales of youngstock & calves	\$12,545	\$167	\$1.36	8.5%
Other farm income	\$0	\$0	\$0.00	0.0%
Patronage dividend	\$0	\$0	\$0.00	0.0%
Total Gross Receipts	\$147,997	\$1,973	\$16.06	100.0%
<b>OPERATING EXPENSES:</b>				
Feed:				
Feedstuffs	\$37,812	\$504	\$4.10	26.3%
Less feed for heifers	\$0	\$0	\$0.00	0.0%
Total feed	\$37,812	\$504	\$4.10	26.3%
<b>Herd replacement costs:</b>				
Depreciation--dairy cows	\$10,033	\$134	\$1.09	7.0%
Loss on sale of cows	\$5,319	\$71	\$0.58	3.7%
Total herd replacement costs	\$15,352	\$205	\$1.67	10.7%
<b>Other operating expenses:</b>				
Cow expenses				
Hired labor (including benefits)	\$33,951	\$453	\$3.68	23.6%
Rent	\$270	\$4	\$0.03	0.2%
DHIA testing	\$750	\$10	\$0.08	0.5%
Semen/breeding	\$990	\$13	\$0.11	0.7%
Real estate/P.P. taxes	\$520	\$7	\$0.06	0.4%
Milk marketing 1/	\$8,293	\$111	\$0.90	5.8%
Repairs/truck/fuel	\$7,000	\$93	\$0.76	4.9%
Vet/medicine	\$3,510	\$47	\$0.38	2.4%
Parlor supplies	\$3,532	\$47	\$0.38	2.5%
Utilities	\$4,068	\$54	\$0.44	2.8%
Insurance	\$1,672	\$22	\$0.18	1.2%
Other expenses	\$2,535	\$34	\$0.28	1.8%
Forage Expenses				
Rent	\$0	\$0	\$0.00	0.0%
Fertilizer	\$4,526	\$60	\$0.49	3.1%
Seed/spray	\$2,145	\$29	\$0.23	1.5%
Custom hire	\$1,577	\$21	\$0.17	1.1%
Fuel	\$1,215	\$16	\$0.13	0.8%
Real estate/P.P. taxes	\$457	\$6	\$0.05	0.3%
Fence/water	\$1,470	\$20	\$0.16	1.0%
Other expenses	\$0	\$0	\$0.00	0.0%
Depreciation	\$12,137	\$162	\$1.32	8.4%
Less other expenses for raising heifers	\$0	\$0	\$0.00	0.00%
Total other operating expenses	\$90,617	\$1,208	\$9.83	63.0%
<b>TOTAL OPERATING EXPENSES</b>	<b>\$143,781</b>	<b>\$1,917</b>	<b>\$15.60</b>	<b>100.0%</b>
<b>NET INCOME FROM OPERATIONS</b>	<b>\$4,216</b>	<b>\$56</b>	<b>\$0.46</b>	
1/ Includes milk hauling, state and federal promotion, coop/marketing fees, and the cost of marketing beef.				

**Table 10. Pro forma cash flow statement for the 75-cow grazing dairy model**

	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Average
<b>CASH INFLOWS</b>						
Farm cash receipts						
Milk sales	\$116,274	\$133,389	\$138,052	\$143,281	\$146,266	\$135,452
Livestock sales	\$27,281	\$25,863	\$25,096	\$24,108	\$24,108	\$25,291
<b>TOTAL</b>	<b>\$143,555</b>	<b>\$159,252</b>	<b>\$163,148</b>	<b>\$167,389</b>	<b>\$170,374</b>	<b>\$160,744</b>
<b>CASH OUTFLOWS</b>						
Cow Expenses						
Purchased concentrates	\$25,303	\$25,145	\$24,975	\$24,885	\$24,885	\$25,039
Purchased hay	\$12,587	\$12,698	\$12,818	\$12,881	\$12,881	\$12,773
Hired labor (including benefits)	\$32,295	\$33,102	\$33,930	\$34,778	\$35,648	\$33,951
Rent	\$270	\$270	\$270	\$270	\$270	\$270
DHIA testing	\$750	\$750	\$750	\$750	\$750	\$750
Semen/breeding	\$990	\$990	\$990	\$990	\$990	\$990
Real estate/P.P. taxes	\$495	\$507	\$520	\$533	\$546	\$520
Milk marketing 1/	\$7,119	\$8,167	\$8,452	\$8,772	\$8,955	\$8,293
Repairs/truck/fuel	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000
Vet/medicine	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510
Parlor supplies	\$3,360	\$3,444	\$3,530	\$3,618	\$3,709	\$3,532
Utilities	\$3,870	\$3,967	\$4,066	\$4,168	\$4,272	\$4,068
Insurance	\$1,590	\$1,630	\$1,670	\$1,712	\$1,755	\$1,672
Other expenses	\$2,535	\$2,535	\$2,535	\$2,535	\$2,535	\$2,535
Total cow expenses	\$101,673	\$103,715	\$105,016	\$106,403	\$107,706	\$104,903
Forage Expenses						
Rent	\$0	\$0	\$0	\$0	\$0	\$0
Fertilizer	\$4,305	\$4,413	\$4,523	\$4,636	\$4,752	\$4,526
Seed/spray	\$2,040	\$2,091	\$2,143	\$2,197	\$2,252	\$2,145
Custom hire	\$1,500	\$1,538	\$1,576	\$1,615	\$1,656	\$1,577
Fuel	\$1,215	\$1,215	\$1,215	\$1,215	\$1,215	\$1,215
Real estate/P.P. taxes	\$435	\$446	\$457	\$468	\$480	\$457
Fence/water	\$1,470	\$1,470	\$1,470	\$1,470	\$1,470	\$1,470
Other expenses	\$0	\$0	\$0	\$0	\$0	\$0
Total forage expenses	\$10,965	\$11,172	\$11,384	\$11,602	\$11,825	\$11,389
Capital purchases:						
Breeding livestock	\$34,798	\$31,203	\$28,800	\$26,400	\$26,400	\$29,520
<b>TOTAL</b>	<b>\$147,437</b>	<b>\$146,090</b>	<b>\$145,201</b>	<b>\$144,405</b>	<b>\$145,931</b>	<b>\$145,812</b>
<b>NET CASH FLOW</b>	<b>(\$3,882)</b>	<b>\$13,162</b>	<b>\$17,948</b>	<b>\$22,984</b>	<b>\$24,443</b>	<b>\$14,931</b>
1/ Includes milk hauling, state and federal promotion, coop/marketing fees, and the cost of marketing beef.						

**Table 11. Pro forma income statement for the 75-cow grazing dairy model**

	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Average
<b>GROSS REVENUE</b>						
Milk sales	\$116,274	\$133,389	\$138,052	\$143,281	\$146,266	\$135,452
Crops sold	\$0	\$0	\$0	\$0	\$0	\$0
Calves & heifers sold	\$11,812	\$12,250	\$12,721	\$12,971	\$12,971	\$12,545
Total gross revenue	\$128,086	\$145,639	\$150,773	\$156,251	\$159,236	\$147,997
<b>OPERATING EXPENSES:</b>						
Purchased concentrates	25,303	25,145	24,975	24,885	24,885	\$25,039
Purchased hay	12,587	12,698	12,818	12,881	12,881	\$12,773
Less feed for heifers	\$0	\$0	\$0	\$0	\$0	\$0
Total operating expenses	\$37,889	\$37,843	\$37,793	\$37,766	\$37,766	\$37,812
<b>HERD REPLACEMENT COSTS</b>						
Depreciation--dairy cows	\$11,172	\$10,436	\$9,900	\$9,329	\$9,329	\$10,033
Loss on sale of cows	\$6,264	\$5,595	\$5,175	\$4,781	\$4,781	\$5,319
Total herd replacement costs	\$17,437	\$16,030	\$15,075	\$14,110	\$14,110	\$15,352
<b>OTHER OPERATING EXPENSES</b>						
<b>Cow expenses</b>						
Hired labor (includes benefits)	\$32,295	\$33,102	\$33,930	\$34,778	\$35,648	\$33,951
DHIA testing	\$750	\$750	\$750	\$750	\$750	\$750
Semen/breeding	\$990	\$990	\$990	\$990	\$990	\$990
Real estate/P.P. taxes	\$495	\$507	\$520	\$533	\$546	\$520
Milk marketing 1/	\$7,119	\$8,167	\$8,452	\$8,772	\$8,955	\$8,293
Repairs/truck/fuel	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000
Vet/medicine	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510
Parlor supplies	\$3,360	\$3,444	\$3,530	\$3,618	\$3,709	\$3,532
Utilities	\$3,870	\$3,967	\$4,066	\$4,168	\$4,272	\$4,068
Insurance	\$1,590	\$1,630	\$1,670	\$1,712	\$1,755	\$1,672
Other expenses	\$2,535	\$2,535	\$2,535	\$2,535	\$2,535	\$2,535
Total cow expenses	\$63,514	\$65,602	\$66,954	\$68,367	\$69,670	\$66,821
<b>Forage Expenses</b>						
Fertilizer	\$4,305	\$4,413	\$4,523	\$4,636	\$4,752	\$4,526
Seed/spray	\$2,040	\$2,091	\$2,143	\$2,197	\$2,252	\$2,145
Custom hire	\$1,500	\$1,538	\$1,576	\$1,615	\$1,656	\$1,577
Fuel	\$1,215	\$1,215	\$1,215	\$1,215	\$1,215	\$1,215
Real estate/P.P. taxes	\$435	\$446	\$457	\$468	\$480	\$457
Fence/water	\$1,470	\$1,470	\$1,470	\$1,470	\$1,470	\$1,470
Other expenses	\$0	\$0	\$0	\$0	\$0	\$0
Total forage expenses	\$10,965	\$11,172	\$11,384	\$11,602	\$11,825	\$11,389
Depreciation (buildings & equipment)	\$12,137	\$12,137	\$12,137	\$12,137	\$12,137	\$12,137
Less other expenses for raising heifers	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total other operating expenses</b>	\$86,615	\$88,911	\$90,475	\$92,105	\$93,631	\$90,347
<b>TOTAL OPERATING EXPENSES</b>	\$141,942	\$142,784	\$143,342	\$143,981	\$145,507	\$143,511
<b>INCOME BEFORE FINANCING COSTS</b>	(\$13,856)	\$2,855	\$7,431	\$12,271	\$13,730	\$4,486
Interest and rent expense	\$270	\$270	\$270	\$270	\$270	\$270
<b>NET INCOME (LOSS)</b>	(\$14,126)	\$2,585	\$7,161	\$12,001	\$13,460	\$4,216

1/ Includes milk hauling, state and federal promotion, coop/marketing fees, and the cost of marketing beef.