



European Dairy Farmers

Europe's network for future-oriented dairy farmers
spanish

Website: www.dairyfarmer.net

Email: edf@ti.bund.de



Programm



Rick Hoksbergen; STAR of NL

- EDF
- Costs of Production
- Labor efficiency



Tom Dunne; Irish Dairy Farmer

- EDF activities
- EDF value



The club: European dairy farmers get together

The European Dairy Farmers Club is an independent, non-political and future-oriented club of dairy farmers for dairy farmers from all over Europe.

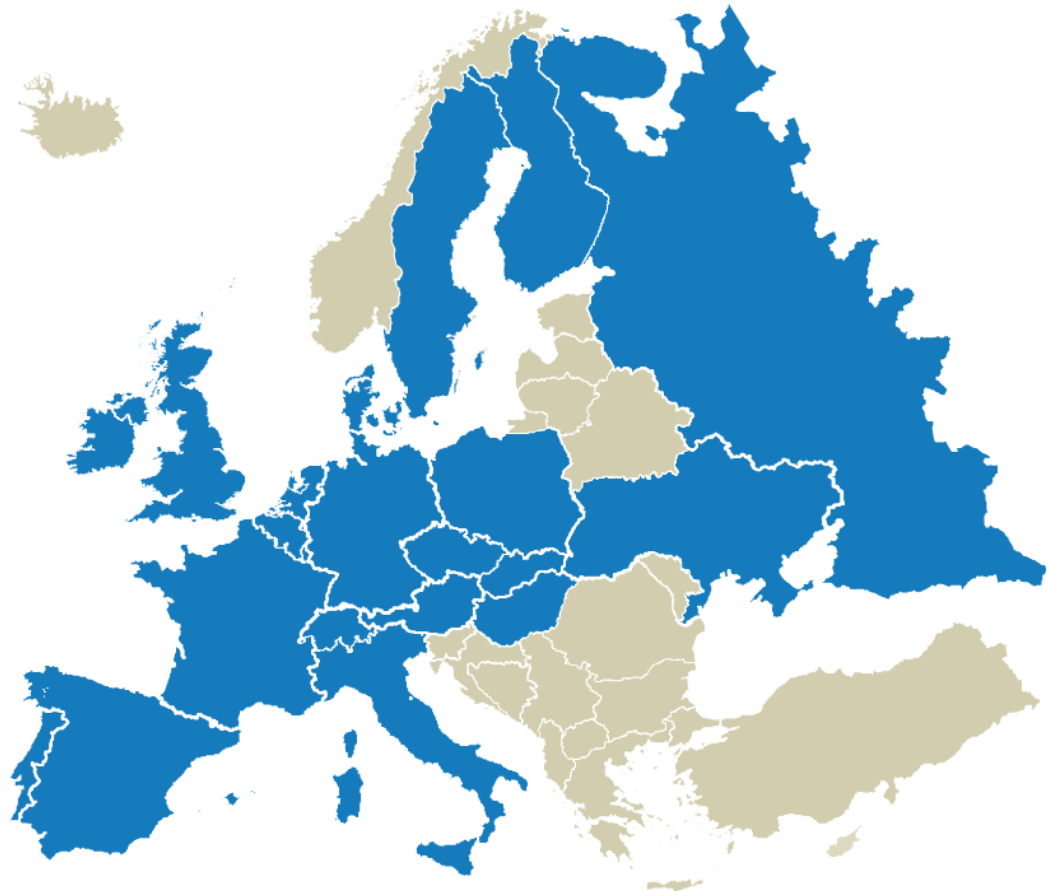
- Founded in 1990 in Stoneleigh, England
- About 400 members
- International exchange of knowledge
 - Fact based, comparable
- Exchange of experiences
 - By seeing and talking



Operating on an European / International level

plus members from Australia and Canada

1989	Germany, Belgium, Denmark, Ireland, United Kingdom, Netherlands, France
1997	Sweden
1998	Hungary, Poland
2000	Italy, Spain
2001	Austria, Switzerland
2003	Luxembourg
2005	Slovakia
2007	Czech Republic
2008	Ukraine
2009	Russia
2011	Portugal





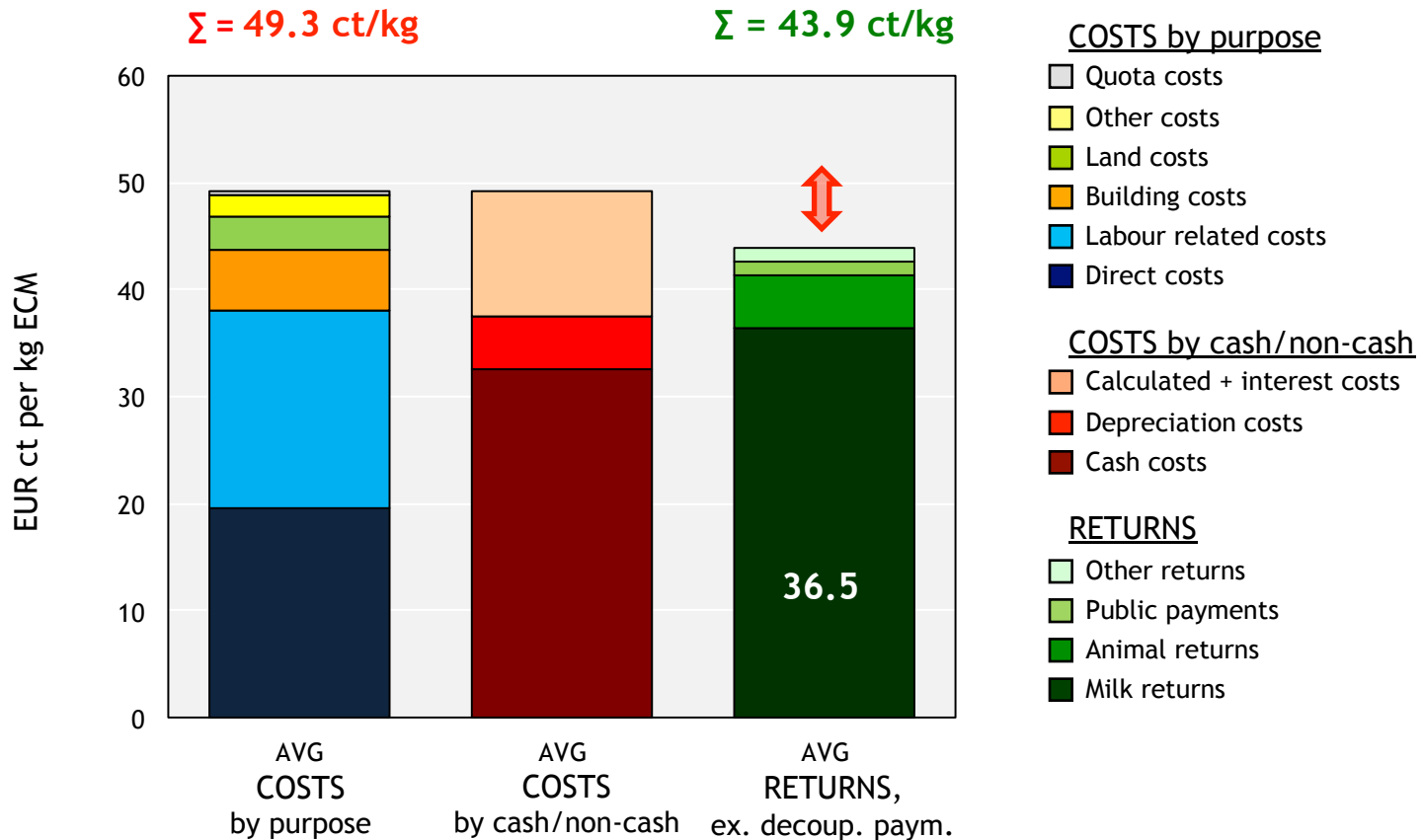
The projects of EDF

- EDF Cost of Production Comparison: Annual farm comparison based on the financial results of real existing dairy farms
- EDF-*agri benchmark*-Snapshot: Annual survey on future and investment plans of European dairy farmers plus “Topic of the Year”
- International Milk Price Comparison: www.milkprices.nl (partner)
- Temporary projects: Input Price Comparison, RedNEX (partner)
- Annual EDF Congress: Lectures, workshops and farm visits
- EDFNews: Country reports and up-to-date-information
- National EDF groups: Meetings, discussions and farm visits
- Website: www.dairyfarmer.net



EDF Europe: Costs, returns and results of milk production

in EUR Ct per kg ECM, average all European EDF farms, Entrepreneur's perspective

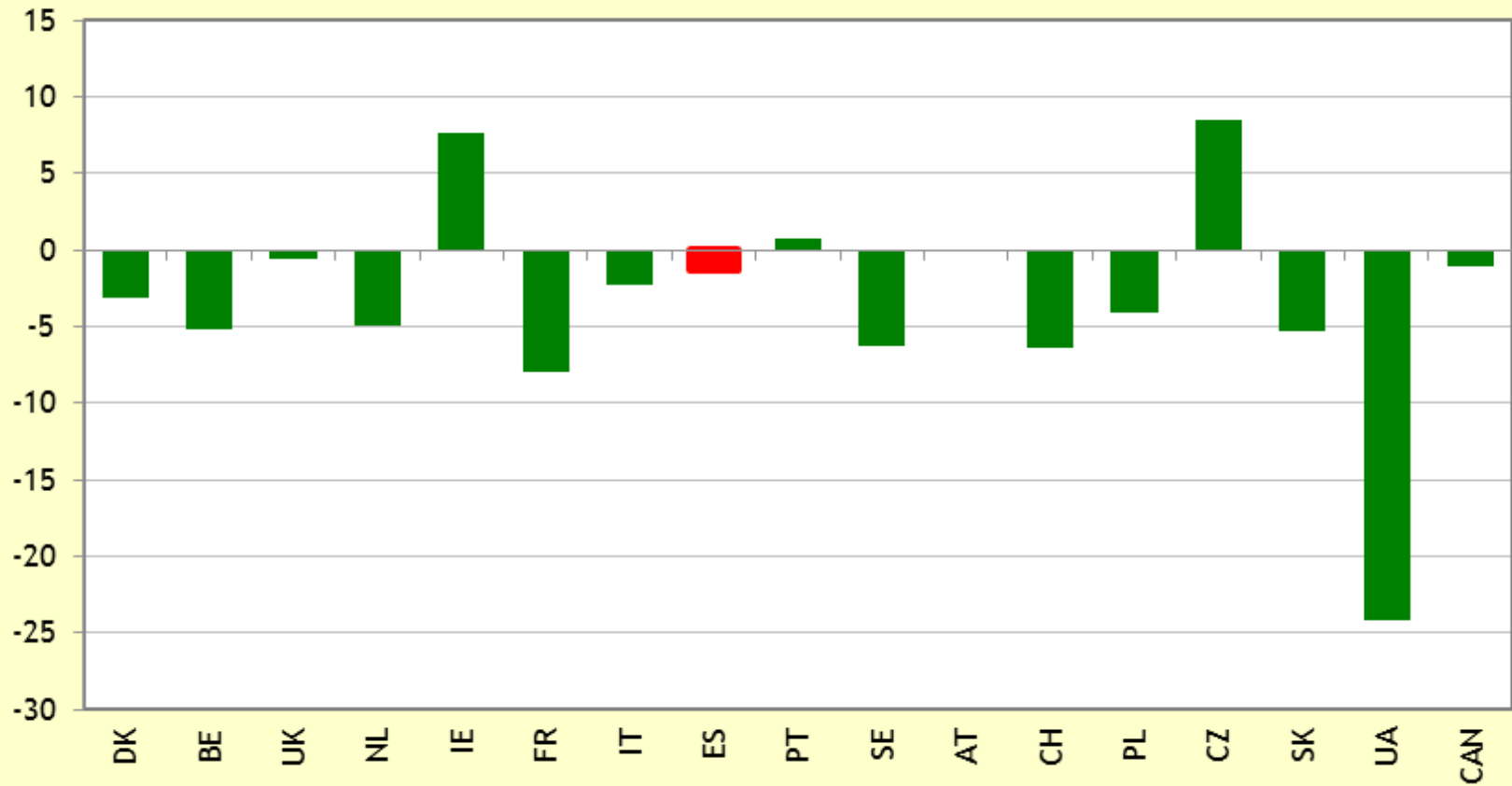


Negative Entrepreneur's Profit I (EP I) per kg ECM: -5.4 ct. Not profitable even including decoupled farm payments (3.2 ct/kg → -2.2 ct/kg).

Source: EDF Cost of Production Comparison 2014, not representative



Entrepreneursprofit I



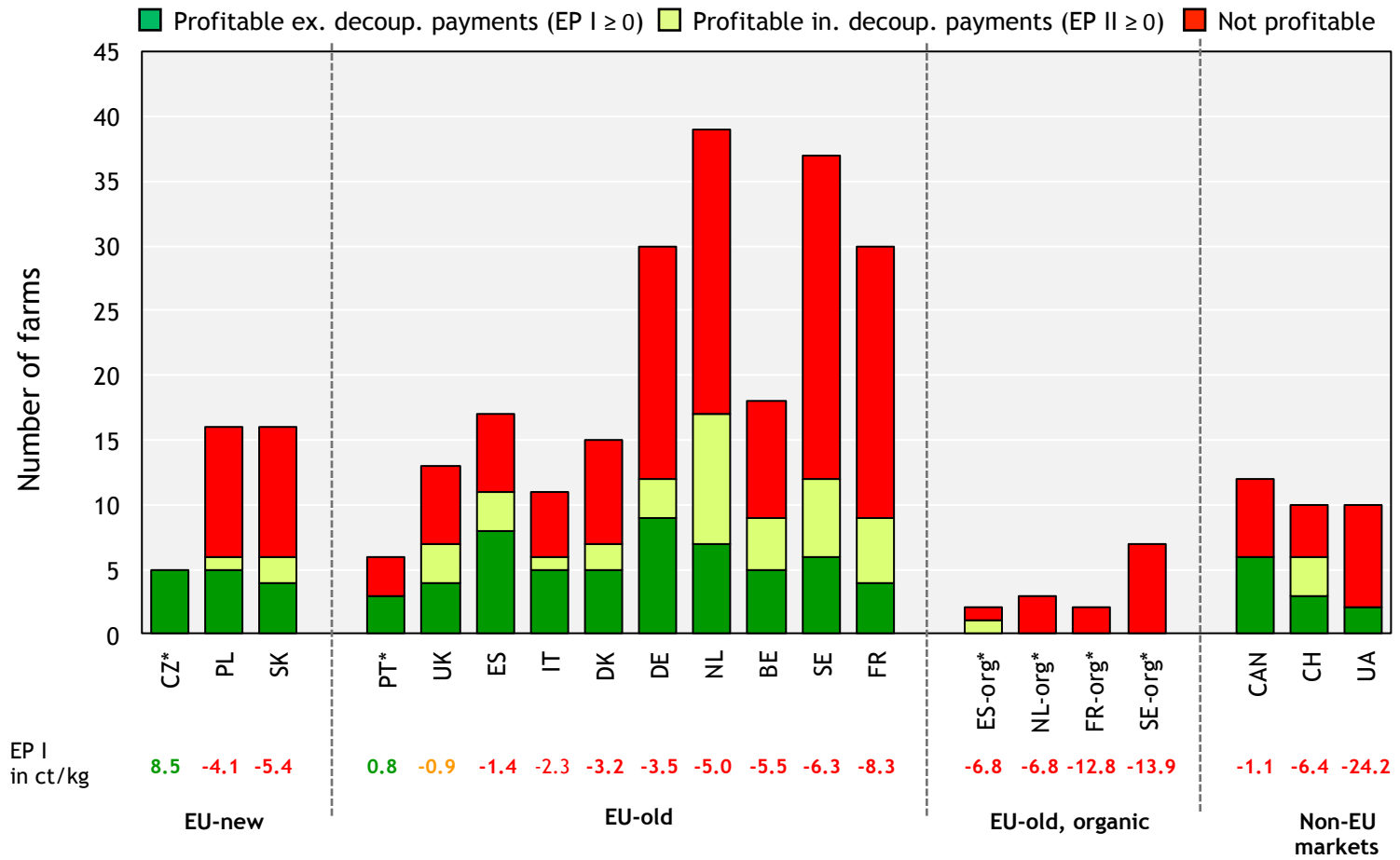
Entrepreneursprofit I (without decoupled payment), per kg ECM
EDF Average -5,1 and Spain - 1,4



Profitability of milk production:

EP I in EUR Ct per kg ECM

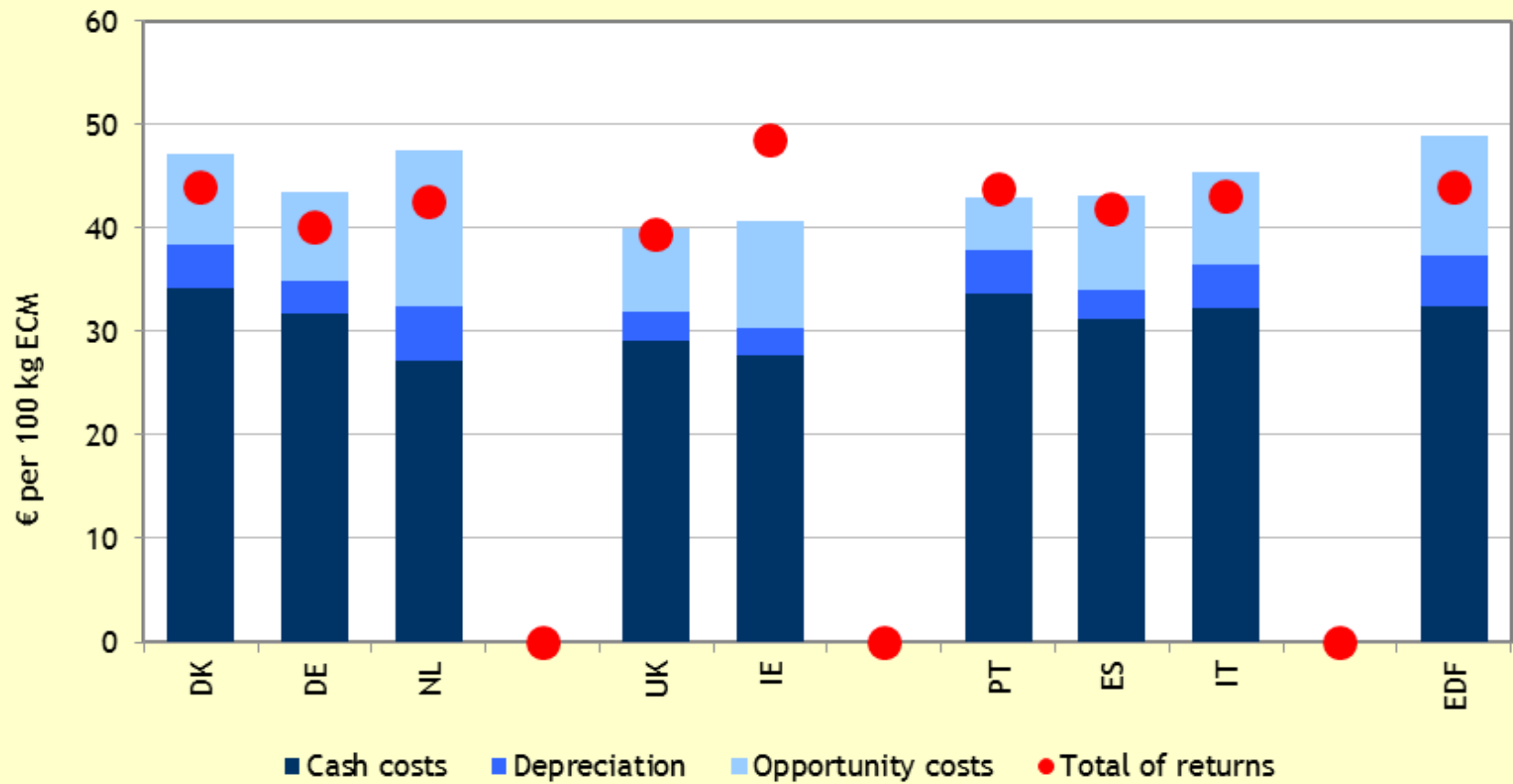
Source: EDF Cost of Production Comparison 2013, not representative



Farms' accounting period starting in the 2nd, 3rd or 4th quarter of 2011 or in the 1st quarter of 2012, * less than 10 farms in the group

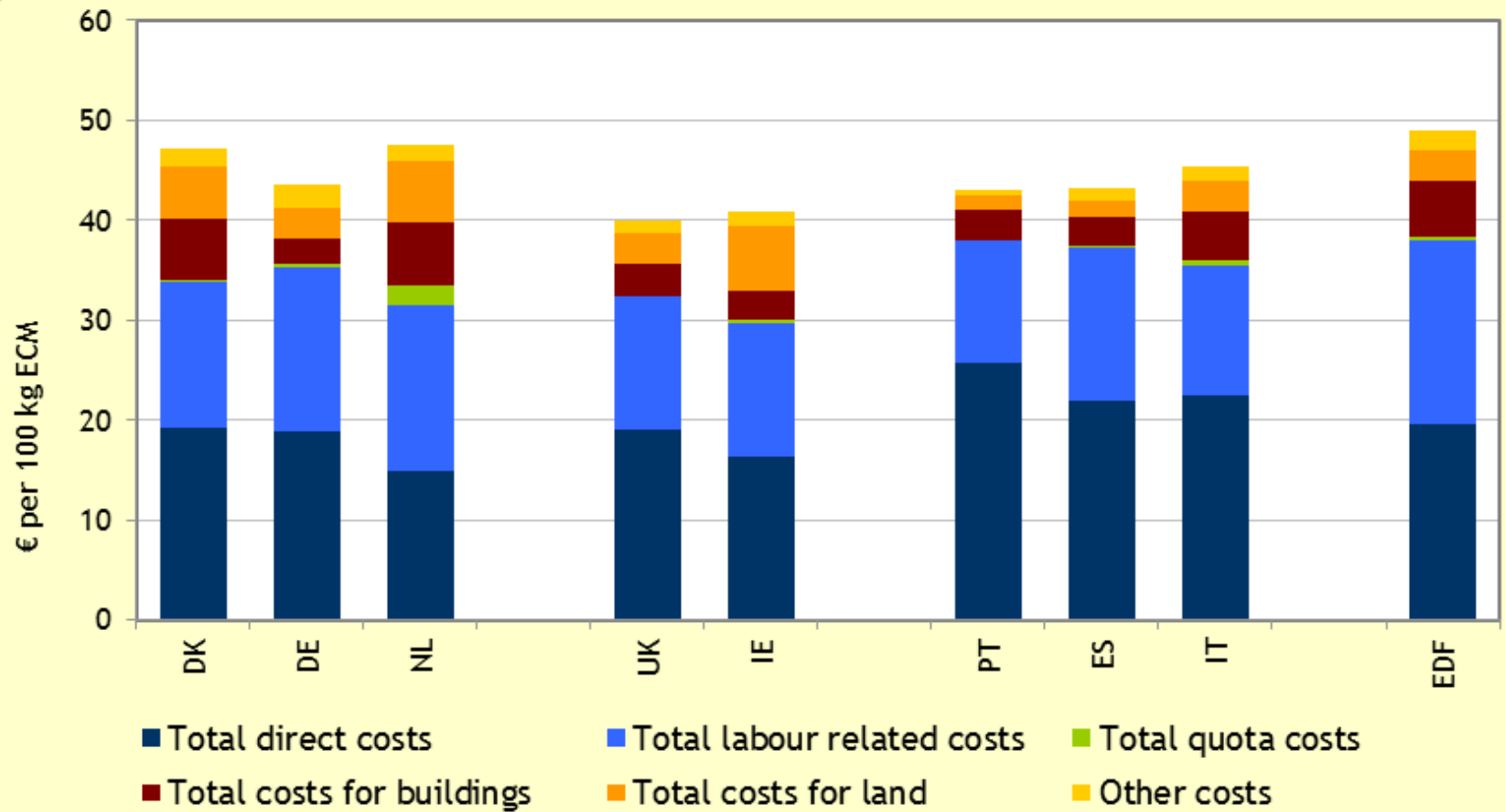


Costs structure and returns



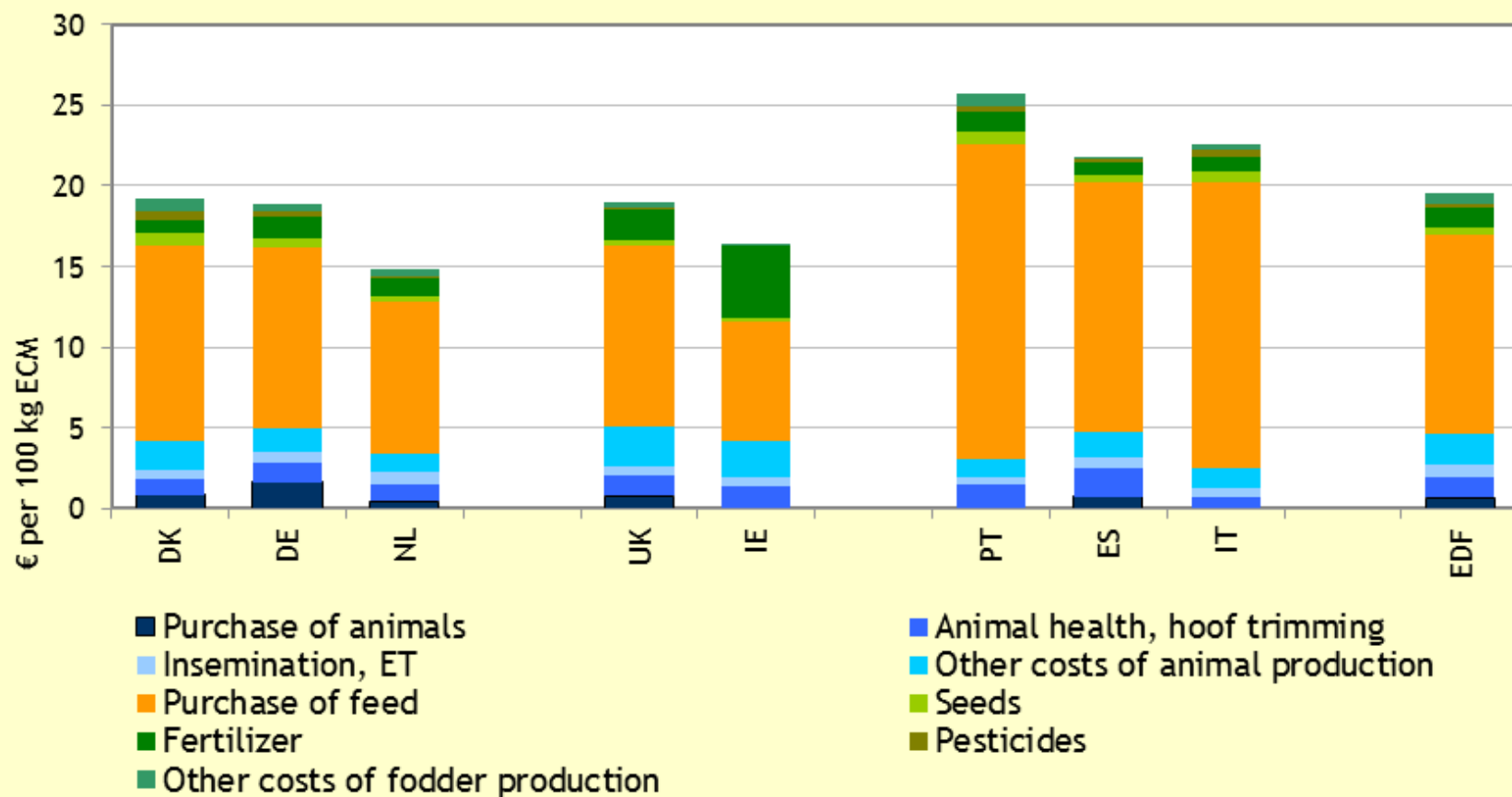


Structure of costs





Direct costs





Analysis of labour costs

19 % of total costs

Aim: Low costs and healthy workload

Same farm structure, but

→ **26 to 107 hours/cow/year**

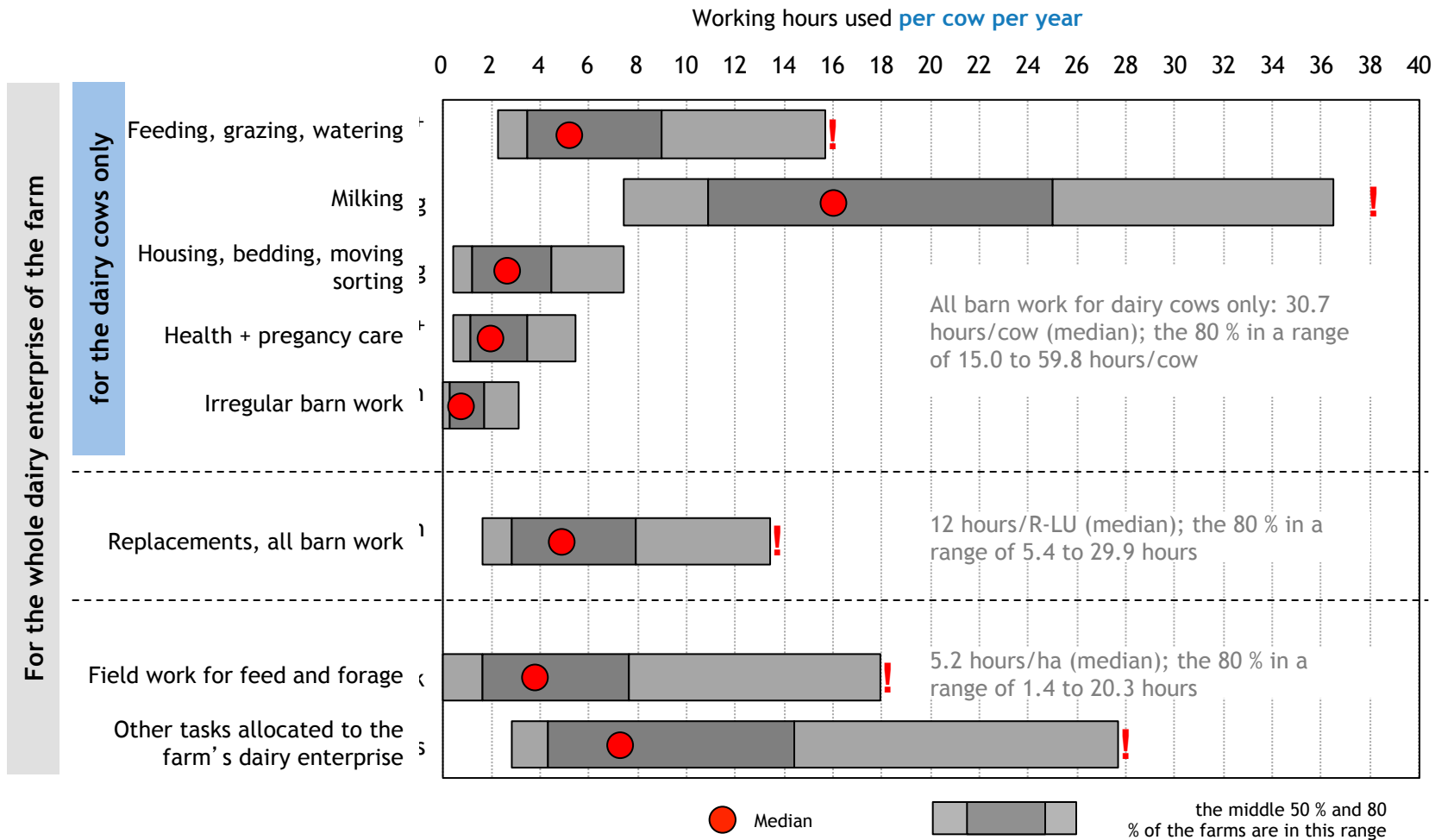
→ **296 to 1,411 hours/100,000 kg ECM**

→ 50 % better than **48.7 hours/cow/year** and **539 hours/100,000 kg ECM**

(Input to dairy enterprise of the middle 80 % of our EDF farms)



Working hours* used for the dairy enterprise



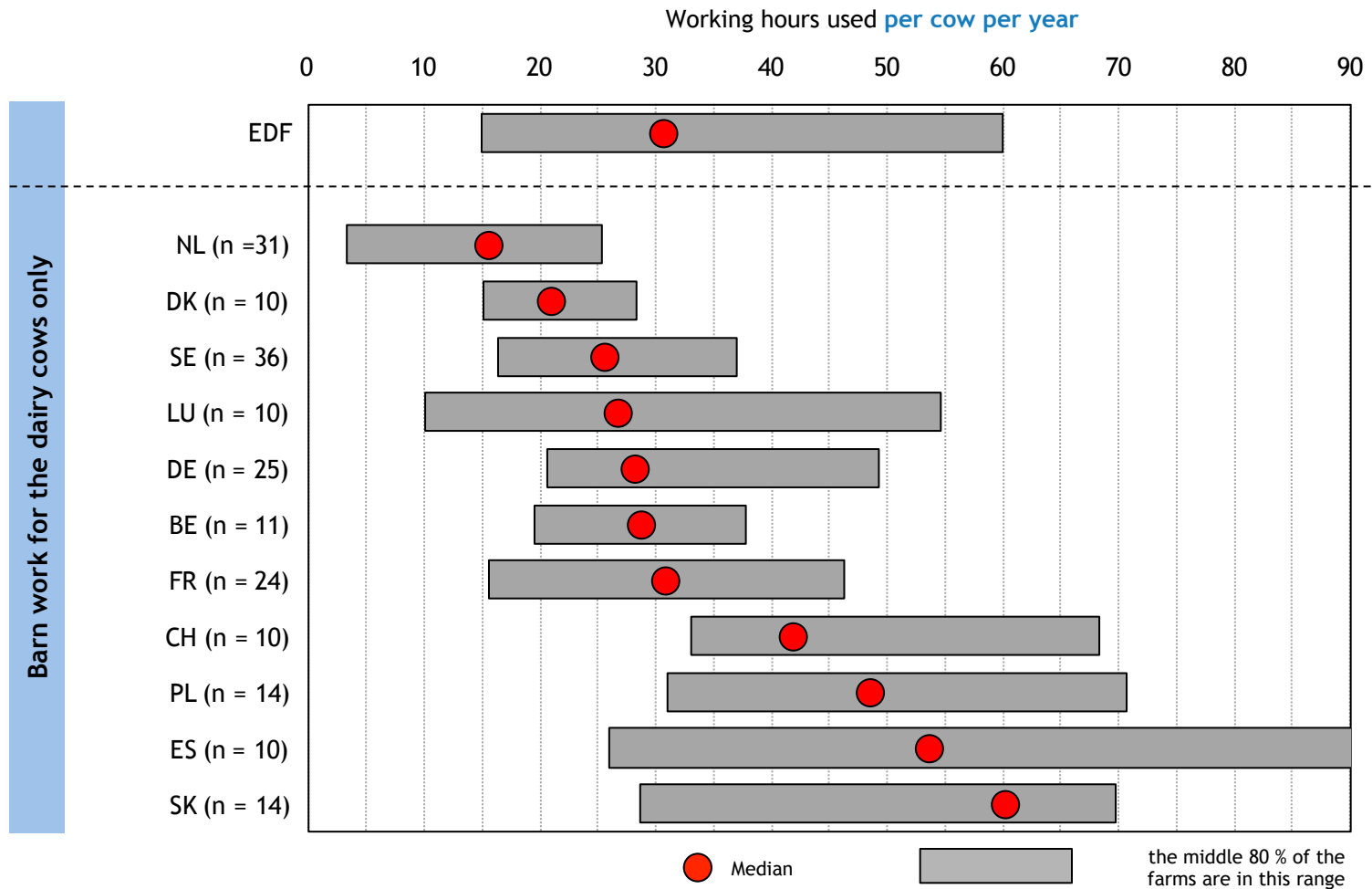
MILKING, management/maintenance, feeding cows, replacement, field work

Source: EDF Cost of Production Comparison 2014, not representative

*working hours of hired and family workers on the farm, working hours delivered by contractor services/contractors not included,



Working hours* used for barn work for dairy cows



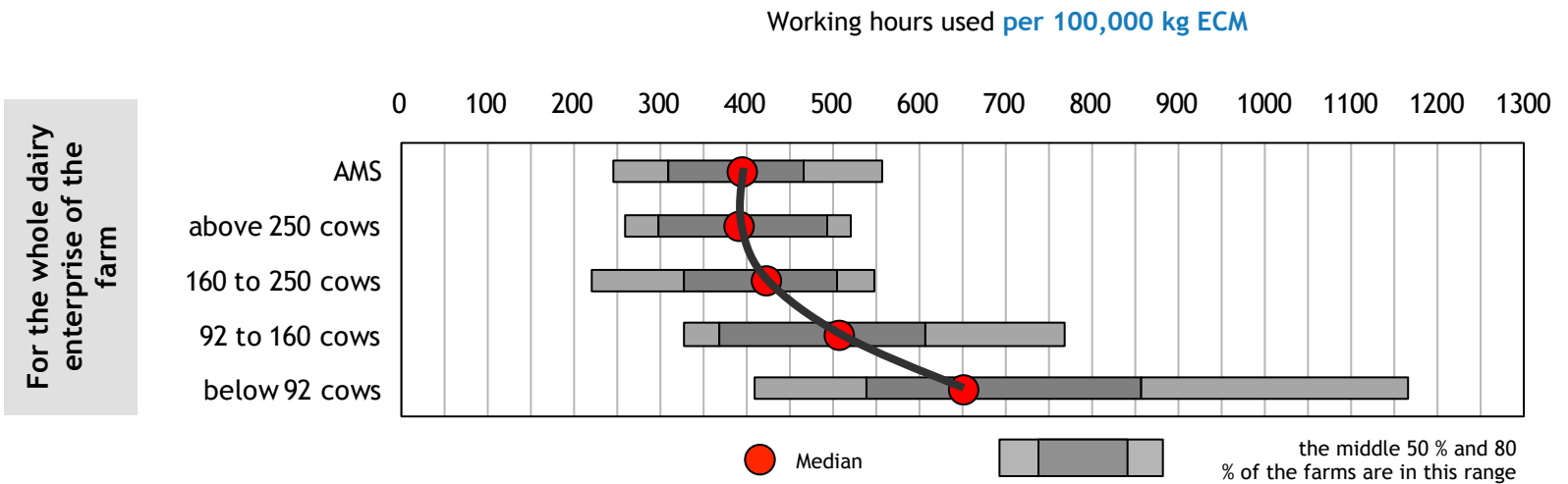
ES widest range ! A lot potential to improve

Source: EDF Cost of Production Comparison 2014, not representative

*working hours of hired and family workers on the farm, working hours delivered by contractor services/contractors not included, groups with less than 10 farms not shown



Working hours* used for barn work for dairy cows, by herd size + AMS, per cow per 100,000 kg ECM, only farms from groups with labour prices in the upper range



Herd size + milk yield count. Cost advantages depending on labour price:

Hour input per 100,000 kg ECM	Working hour price		Cost for workers, Ct/kg ECM
	15 EUR/h	20 EUR/h	
396	5.9	7.9	3.9 ct 5.2 ct
392	5.9	7.8	
424	6.4	8.5	
508	7.6	10.2	
653	9.8	13.1	

Source: EDF Cost of Production Comparison 2014, not representative

*working hours of hired and family workers on the farm, working hours delivered by contractor services/contractors not included, only selected countries



Overview of the spanish situation

Strong points:

Higher Entrepreneursprofit I than EDF average

Highest % of farms are making profit

Low feedcosts compared to other southern countries

Weak points:

Animal related costs are high

Labour costs higher than other southern countries

Biggest spread in hours used per cow per year



Tom Dunne





Introduction

- Tom Dunne
- Dairy Farmer
- Partnership with brother Michael and Dad.
- Married with 4 children
- Eldest son studying Agriculture to go farming.



Discussion

What is EDF?

Why am I a member?

Comparisson of my farm



EDF organisation

- There is a President and two Vice-Presidents as well as the STAR President who form a working executive.
- All Council reps and officers of the club are elected at the General Assembly held each year.
- EDF employs a Manager and has a Scientific Co-ordinator
- Each country has a national branch. It elects a council member to represent its views
- There is a STAR member from each country which also assists the national groups



EDF activities

- Annual congress
- National meetings
- Special project for sponsors / partners



Annual Congress

- The Congress is the highlight of the EDF year
- Discussion and presentation of CoP results
- Held in a different country each year since 1990
- Switzerland in 2014 and Germany in 2015
- A social, cultural and farm visiting event



Why am I a member?

- Am a member since 1990.
- See new countries
- Make new friends
- To learn, meet, compare, discuss, share experience and have fun.



EDF Vision

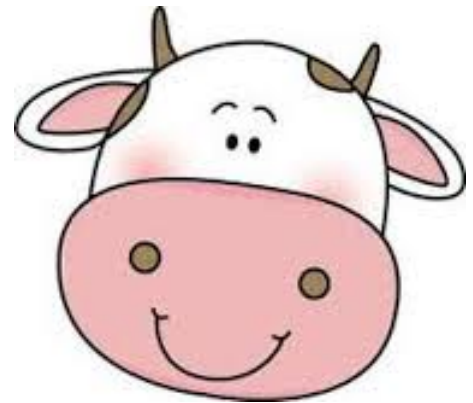
- See the BIG picture
- See the Future





Why should YOU join?

- All the reasons in the last slide and.....
- TO MAKE MORE PROFIT!





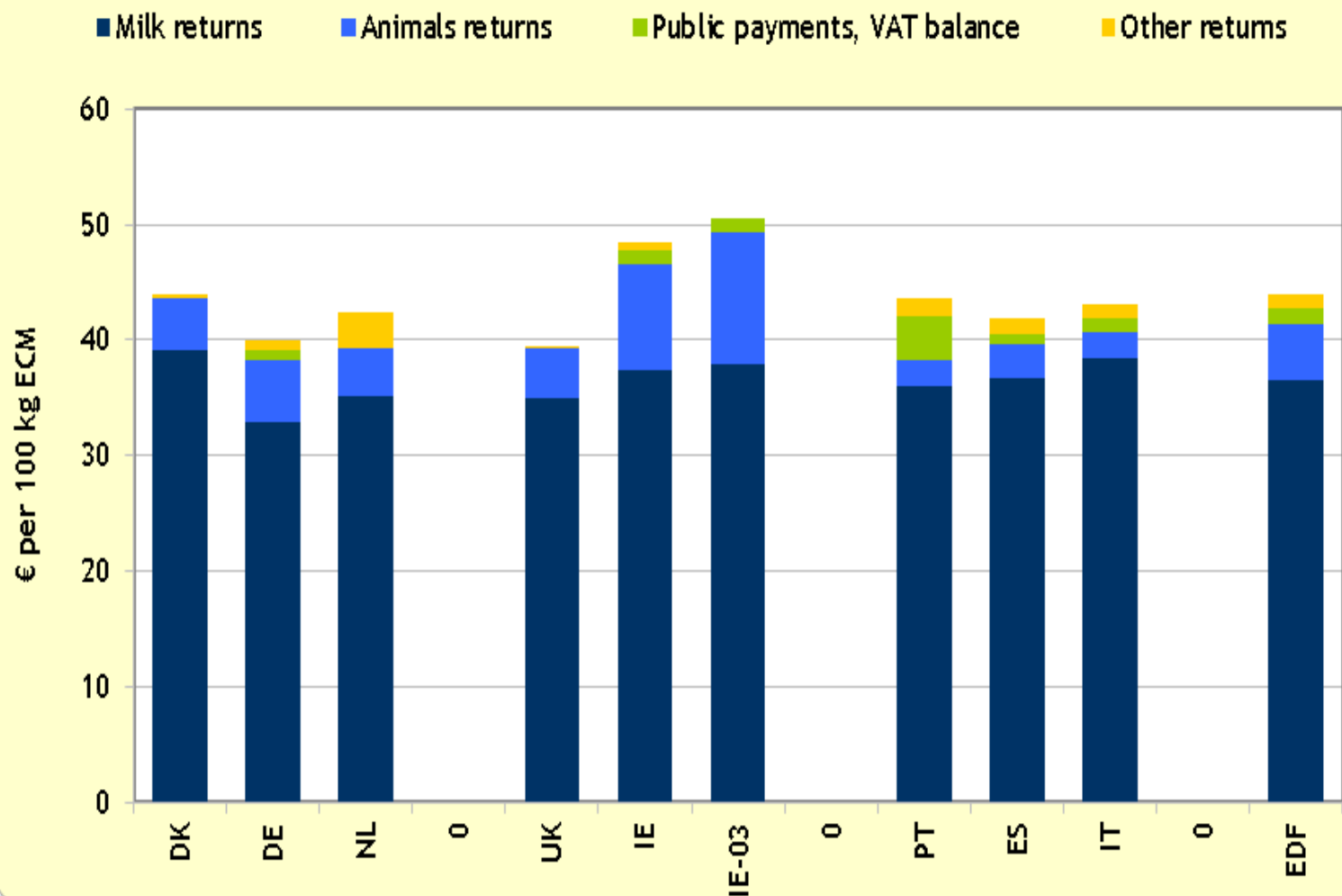
Comparing Figures

- Dunne Farm
- 146HA
- 300 cows + replacements @20%
- 1.1 million ltrs quota
- Once a Day milking
- 2015 2million ltrs plus
- 2 brothers plus 6 wks help in spring



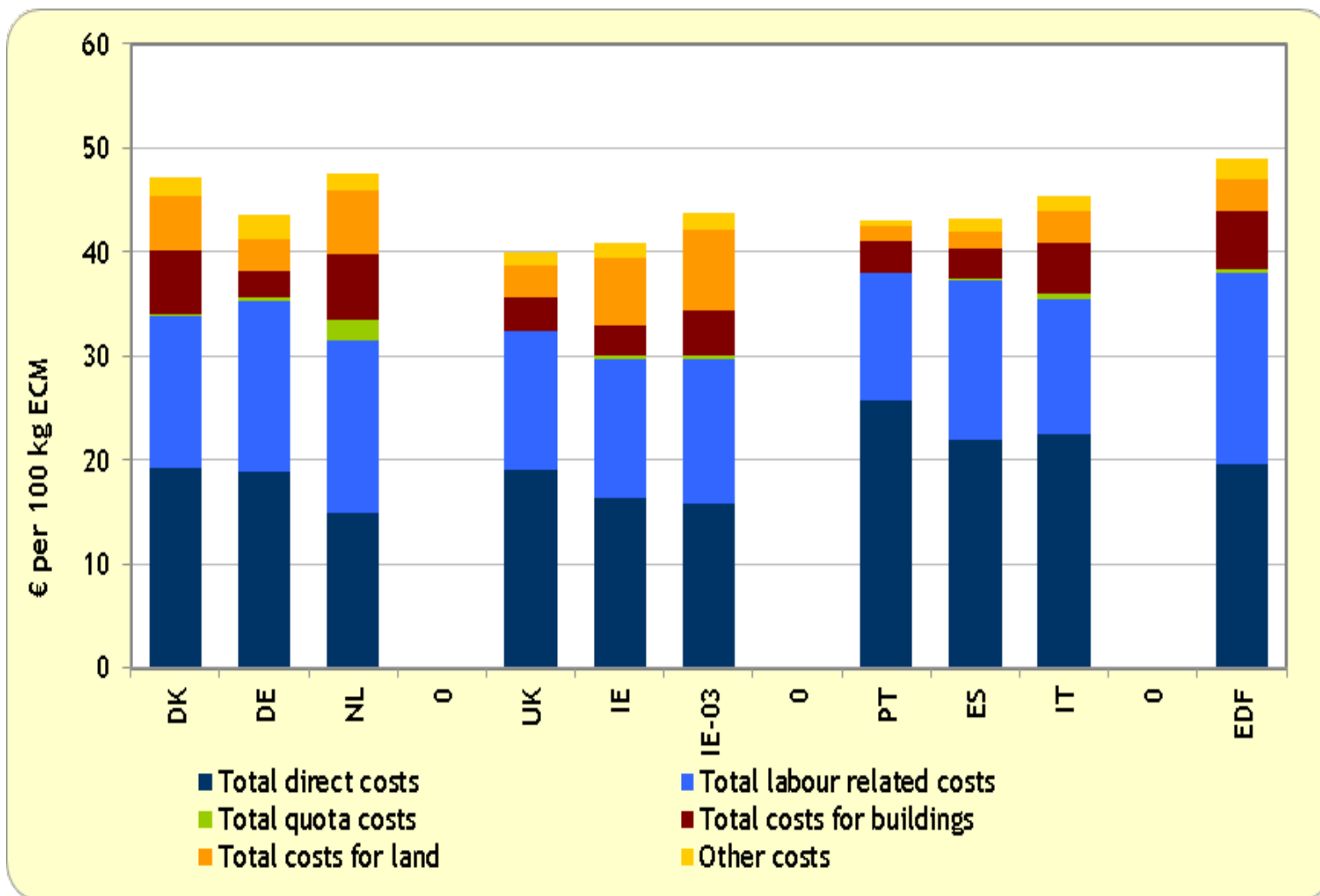


Returns

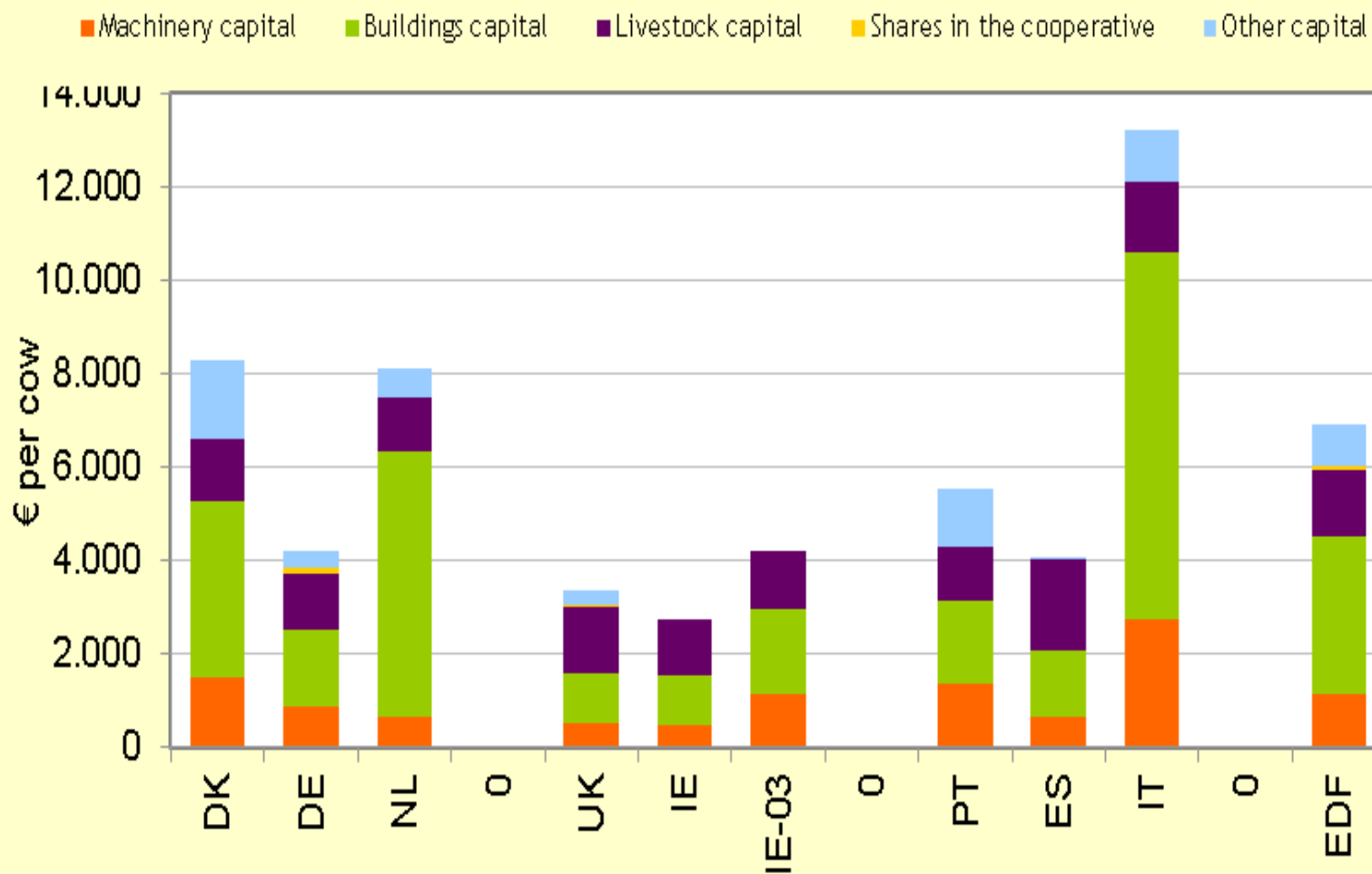




Costs Breakdown

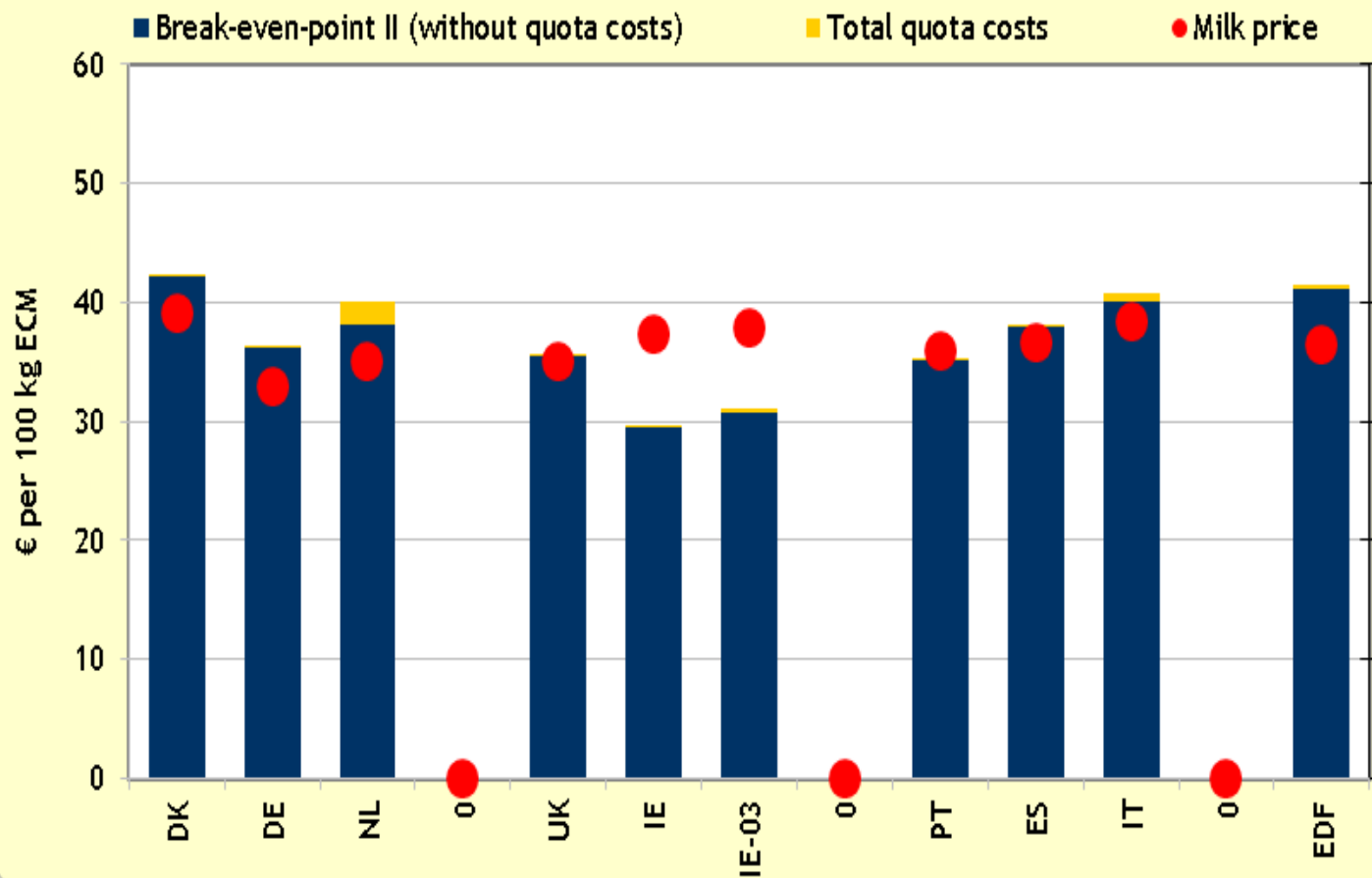


Capital input



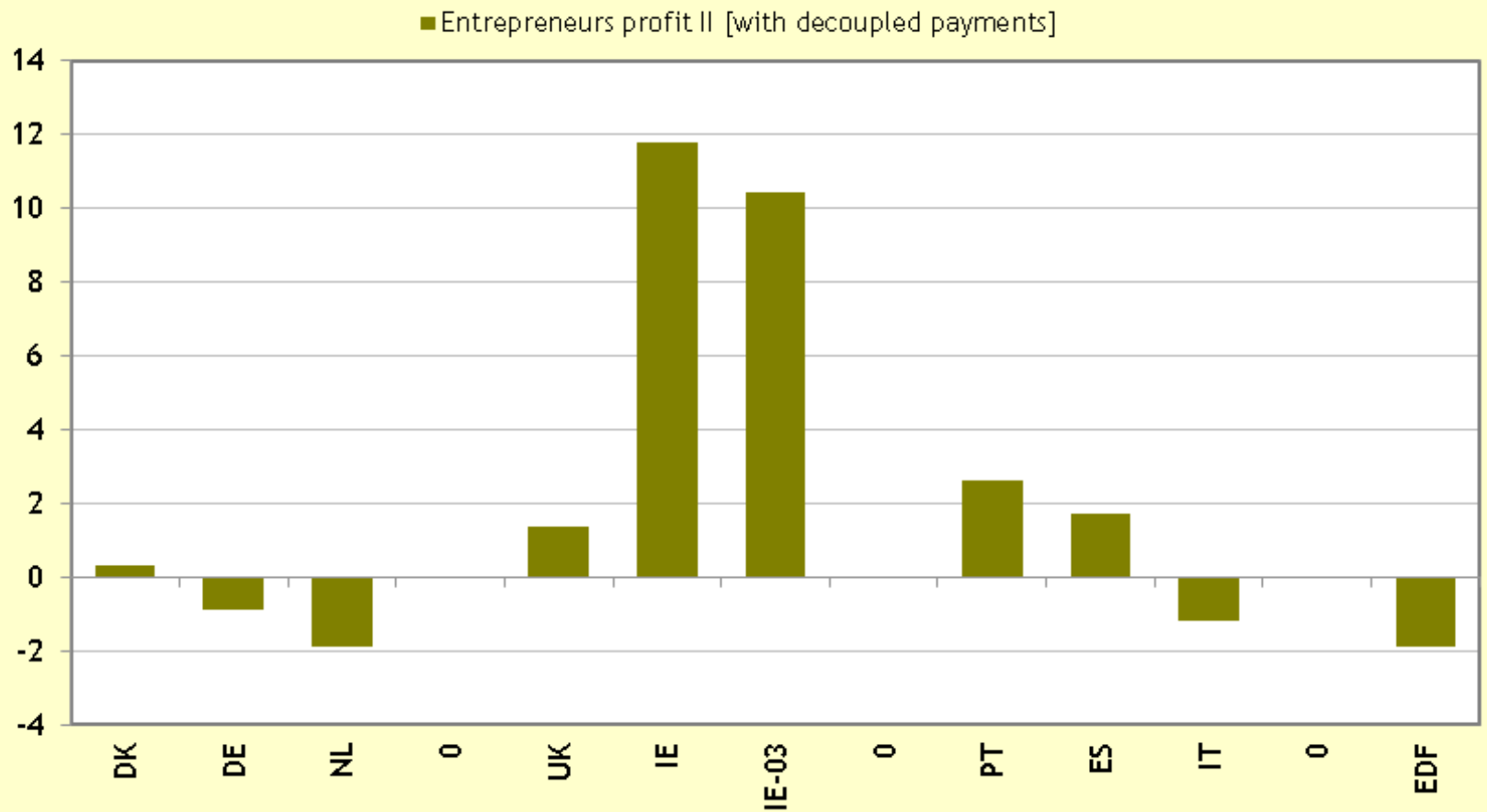


Break-even-point II





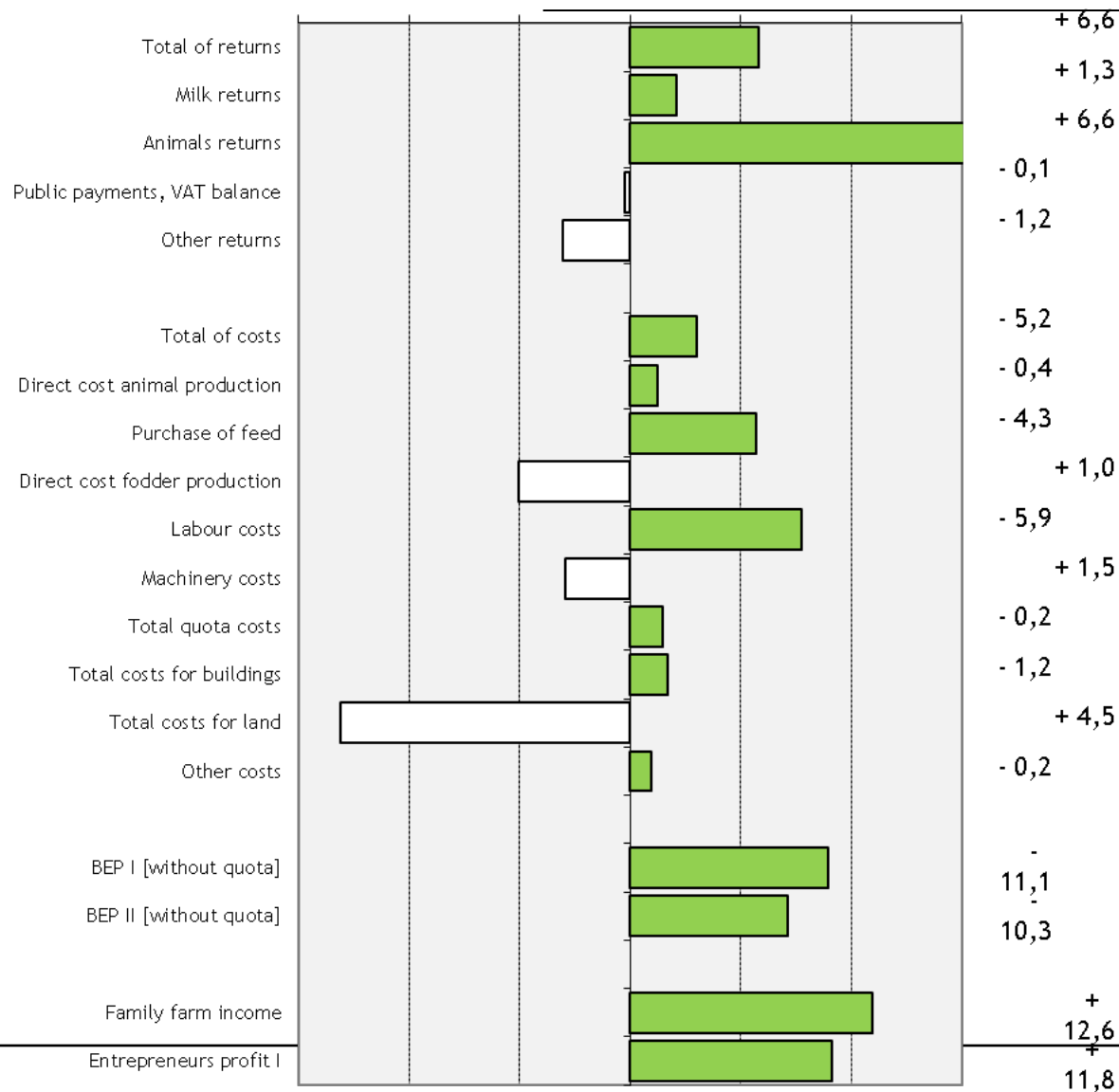
Entrepreneurs Profit II





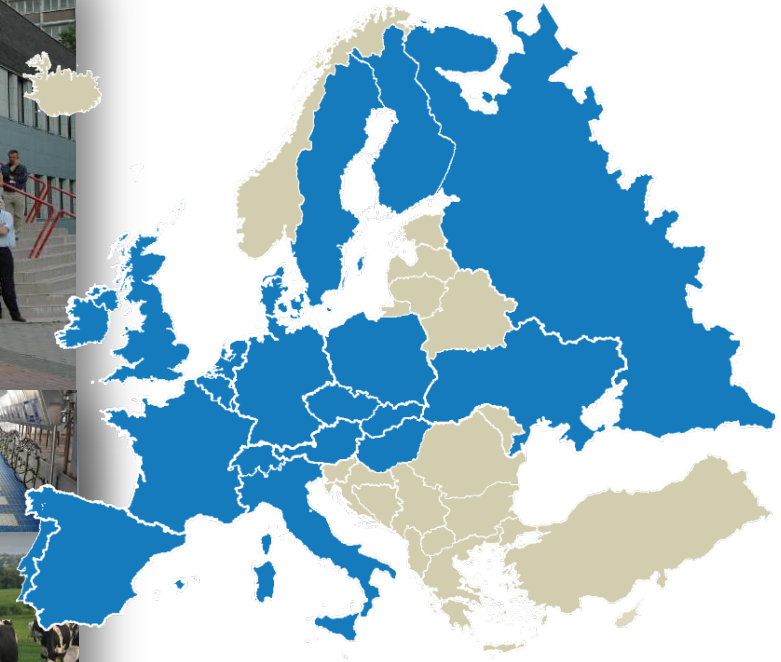
Dunne farm compared to EDF average

Advantage
Disadvantage





Interested in our EDF network?



Visit the Congress in Rostock (Germany) “25 years of entrepreneurship, Always looking to the future” from June 24th to June 26th, 2015