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Topic: 21. Animal Production systems & Economics

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Text: Technical and economic indicators of 159 dairy farms assisted by The Educampo Project in the Triângulo Mineiro/Alto Paranaíba region of Minas Gerais, Brazil, were evaluated between August 2007 and July 2008. Data was obtained monthly by 18 consultants. Farmer age was 51 ± 11 years (mean \pm standard deviation) and the number of hired labor was 2.6 ± 2 . Farm daily milk production was 770 ± 697 L, 109 ± 75 hectares were used by the dairy activity, and annual milk production per hectare was $3,333 \pm 2,720$ L. Herd size was 81 ± 54 lactating cows, $26 \pm 8\%$ of the cows were non-lactating. Lactating cow stocking rate was 0.79 ± 0.44 cows/ha. Annual milk yield per cow was $3,383 \pm 269$ L. Milk production per hectare was more correlated to the stocking rate than to milk yield per cow. Young animals represented $51 \pm 8\%$ of the herds. Annual milk production per unit of hired labor was $103,342 \pm 44,616$ L. All farms used concentrate feedstuffs. Concentrate cost represented about 30% and labor cost 10% of the production cost. Milk price was the item with the smallest variability among farms. Milk sales represented $85 \pm 9\%$ of total farm income. Land value was $56 \pm 16\%$ of assets value. The correlation between the production cost calculated considering the interest on assets value and the cost without interest was 0.98, 25 and 15% of the farms had negative annual net income in each cost estimation, respectively, however the mean annual net income was positive. Profitability indicator values, considering or not the interest on assets value, were: R\$ 55,350.00 and R\$ 32,841.00 for annual net income, 7.7 and 4.7% for annual net income divided by the assets value, and 17.7 and 8.7% for net income divided by gross income, respectively. Even though performance on these farms was better than the average of Brazilian and Minas Gerais farms, their performance indicator values were modest, suggesting that there is opportunity for gain in animal and, probably, economic efficiencies.

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