

**Producer Price and Milk Cost of Production Order, amendment**

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Regulation 119/2007  
Registered September 12, 2007

**Manitoba Regulation 77/94 amended**

**1 The *Producer Price and Milk Cost of Production Order, Manitoba Regulation 77/94*, is amended by this regulation.**

**2 Subsection 4(1) is repealed and the following is substituted:**

**Price of fluid milk sold by producer or board**

**4(1)** Pursuant to subsection 3(3) of the Act, and based on the cost of production formula established in section 2 and the pricing system established in section 3, the price at which milk may be sold by a producer or the board for use as fluid milk for 1 hectolitre of milk testing 3.7034 kilograms of butterfat is \$79.38 calculated according to the following component quantities and unit values:

Butterfat	3.7034 kilograms @ \$5.3000/kilogram	= \$19.63
Protein	3.4092 kilograms @ \$6.4938/kilogram	= 22.14
Other Solids	5.7921 kilograms @ \$6.4938/kilogram	= 37.61
Total Price		<u>\$79.38</u>

**3 Clause 8(a) is amended by striking out "\$73.15" and substituting "\$75.41".**

**4 The Schedule is repealed and the Schedule to this order is substituted.**

**Coming into force**

**5            This order comes into force on October 1, 2007.**

September 12, 2007

MANITOBA MILK PRICES REVIEW  
COMMISSION:

Craig Lee  
Chairperson

Randy Ozunko  
Secretary

## SCHEDULE

### COST OF PRODUCTION FORMULA

Pursuant to subsection 3(2) of *The Milk Prices Review Act*, the Manitoba Milk Prices Review Commission hereby establishes a cost of production formula. It reflects the cost of producing milk for use as fluid milk in Manitoba and includes a reasonable return on investment to the producers of milk. Under this formula, the cost of producing fluid milk is determined by the sum of the various cost categories, the analysis of which follows the formula. Each cost category is reported on the basis of production from a typical dairy farm with a herd size of 59 head and an average productivity of 59 hectolitres of milk per cow, or 3,481 hectolitres of marketable production per farm. Total volume actually marketed through the Manitoba Milk Producer Marketing Board is 57 hectolitres per cow, or 3,363 hectolitres per farm.

### COST OF PRODUCTION FORMULA

August 31, 2007 costs per hectolitre

1.	Operating Expenses	\$59,250
2.	Feed and Bedding	71,052
3.	Direct Labour	77,785
4.	Management Fee	6,371
5.	Herd Replacement	19,031
6.	Depreciation	12,475
7.	Return on Equity	7,456
	Interest on Debt	6,800

Sub-Total, On-Farm Costs \$260,220

Total volume of marketable milk per farm 3,481 hl

Total on-farm costs, per hectolitre produced \$74.75

8.	Transportation	\$7,667
9. & 10.	Adjusted Fluid Requirement	2,301
11.	Market Expansion Fee	5,243
12.	Fluid Skim-Off Costs	<u>342</u>

Sub-total, Off-Farm Costs \$15,553

Total volume of milk marketed per farm 3,363 hl

Total off-farm costs, per hectolitre marketed \$4.63

Total cost of fluid milk production, per hectolitre \$79.38

## 1. Operating Expenses

	1989 SURVEY		DECEMBER 31, 2006
Administration	\$13,250		\$22,731
Fuel and Lubricants	1,431		3,269
Livestock Supplies and Services	3,119		5,463
Veterinary and Medicine	2,730		6,278
Custom Work	2,804		4,513
Land and Building Taxes	920	(1)	1,342
Repairs and Maintenance — Buildings	2,360		3,168
Repairs and Maintenance — Equipment	4,097		7,235
Repairs and Maintenance — Supplies	994		987
Board Administration	1,511	(2)	4,264
<b>TOTAL OPERATING EXPENSES</b>	<b>\$33,216</b>		<b>\$59,250</b>

Sources: Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study (Provincial Parameters), 1989 and 1991

Statistics Canada, 62-004, Farm Input Price Index, Fourth Quarter, 2006

(1) 1991 survey value, to reflect re-assessment of farm properties

(2) 1991 levy rates, applied to 3,481 hectolitres

## 2. Feed and Bedding

	QUANTITY PER COW	PRICE	COST PER COW	BLENDED COST PER FARM (1)
Produced Hay	5.48 t	\$86.26	\$472.70	\$ 27,889
Purchased Hay	.49 t	111.26	54.52	3,217
Produced Straw	.93 t	44.08	40.99	2,419
Purchased Straw	.07 t	69.08	4.84	286
Produced Barley	.51 t	155.91	79.51	3,143 (2)
Purchased Barley	1.81 t	180.91	327.45	12,944 (2)
35% Supplement	.47 t	377.30	177.33	7,010 (2)
16% Ration	2.73 t	256.00	698.88	13,607 (3)
Salt	3.53 kg	.27	.95	38 (2)
Minerals	13.00 kg	.90	11.70	463 (2)
Vitamins	.60 kg	1.53	.92	36 (2)
TOTAL			<u>\$1,869.78</u>	<u>\$71,052</u>

- (1) An average of 59 cows were on the representative dairy farm.
- (2) Sixty-seven percent of the farms mixed their own rations. Therefore the cost for the average farm was the cost per cow times 59 cows multiplied by 67 percent.
- (3) Thirty-three percent of the farms purchased pre-mixed rations. Therefore, the cost to the average business was the per cow expenditure times 59 cows multiplied by 33 percent.

The blended cost consists of 67% of the cows fed on ration mixed on the farm, which is made up of barley, 35% supplement, salt, minerals and vitamins: while 33% of the cows received a complete ration (16% Dairy Ration).

Sources: Feed Quantities — Model ration established by Manitoba Agriculture, Food and Rural Initiatives  
 Hay Price — export basis, Manitoba, for six month period ending July, 2007  
 Straw Prices — Survey conducted by Manitoba Agriculture, Food and Rural Initiatives  
 Barley Price — Adjusted average price received by Manitoba farmers, August, 2007  
 Commercial Feeds and Supplements — Survey conducted by Manitoba Agriculture, Food and Rural Initiatives  
 Proportions of purchased hay, barley and straw — Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1991  
 Transportation Rates — Survey conducted by Manitoba Agriculture, Food and Rural Initiatives, and Cost of Milk Production Study, 1991

### **3. Direct Labour**

Family labour	3,540 hours @ \$17.41/hour	\$61,637
Hired labour	1,180 hours @ \$13.68/hour	16,148
Total direct labour	4,720 hours	<u>\$77,785</u>

Sources: Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1989  
 Petkau, D.R., A Study to Review and Improve the Milk Prices Review Commission's Producer Cost of Production Formula for Fluid Milk, June, 1991  
 Statistics Canada, 72-002, Employment, Earnings and Hours, Manitoba Industrial Aggregate Wage — Average Hourly Earnings, including Overtime, June, 2007

### **4. Management Fee**

2% of total undepreciated dairy assets, (\$318,558) including the dairy herd	\$6,371
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Source: Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1989

**5. Herd Replacement**

	<b>ANNUAL COST</b>
Replacement Heifers (31.7% of average herd): 19 head @ \$1,826.00	\$34,694
Less: Sale of Culls (assuming 3 deaths): 16 head @ \$362.59	(5,801)
Less: Sale of Calves 26 Bull calves @ \$126.46 24 heifer calves @ \$273.90	(3,288) (6,574)
Net herd replacement cost per year	\$19,031

Sources: Average herd size and replacement rates — Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1989  
 Heifer and Cull Price, base — Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1991  
 Heifer and Cull Cow Price, Index — Manitoba Agriculture, Food and Rural Initiatives, Program and Policy Analysis Manitoba Markets, D3 Cows, Manitoba Average Monthly Price, to July, 2007  
 Calves, quantity — Manitoba Milk Prices Review Commission  
 Bull Calf Price, base — Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1991  
 Heifer Calf Price, Base — 15% of replacement heifer cost  
 Bull Calf Prices, index — Agriculture Canada, Canada Livestock and Meat Trade Report, under 400 lb. steer calves, Manitoba Average Monthly Price, to July, 2007 (adjusted to a basis of 1997/1998 calf prices)

**6. Depreciation**

Depreciation allowance for dairy assets (buildings, equipment and vehicles) \$293,188 @ 4.26%	\$12,475
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Source: Manitoba Milk Producers' Marketing Board, Cost of Milk Production Study, 1989

**7. Return on Equity/Interest on Debt**

		<b>ANNUAL COST</b>
Short-Term Debt	\$ 12,415 @ 7.50%	\$962
Long-Term Debt	75,598 @ 7.72%	5,838
Unfinanced Assets	156,521 @ 4.76%	7,456
Total Return on Assets		<u>\$14,256</u>

Source: Bank of Canada Review  
Short-Term Debt — B14020, Chartered Bank Prime Business Rate (plus 1½%), July, 2007  
Long-Term Debt — B14051, Chartered Bank 5-year Conventional Mortgage Rate, 60-month average to July, 2007  
Unfinanced Assets — B14047, Provincial Weighted Average Long-Term Bond Yield, 12-month average to February, 2007

**8. Transportation**

Annual cost of transporting milk to processing plants \$7,667  
3,363 hl @ \$2.28/hl

Source: Manitoba Milk Producers' Marketing Board, Transportation costs, 12-month average to July, 2007

**9. Adjusted Fluid Requirement**

This factor compensates producers for the value of additional milk required due to transportation shrinkage, fluid skim-off and shrinkage loss in processing.

Actual Fluid Sales \$73,270,850

Add: Actual skim-off sold as Class 1b,  
2 and 4a milk 17,807,207

Add: Actual Plant Loss (Class 4d) 787,264

Class 1 actual value of fluid revenue  
generated based on annual sales of  
108.05 million litres \$91,865,321

Less: Class 1 projected Value of  
Fluid revenue based on COP and  
on annual sales of 108.05 million litres (91,661,034)

Less: Butterfat Credit	<u>(680,819)</u>
Adjusted Revenue Overage (shortfall)	(\$476,532)
Add: Applicable federal subsidy @ \$0.21 per kg of butterfat on Class 4a sales (eliminated)	<u>0</u>
Net Adjusted Revenue, Overage (shortfall)	(\$476,532)
Divided by Total Fluid Sales (1,080,542 hl)	\$.4410/hl
Multiplied by Fluid Sales per Farm (3,363 hl)	\$1,481 per farm

Sources: Volumes of skim-off and industrial prices — Manitoba Milk Producers' Marketing Board and Manitoba Milk Prices Review Commission  
Current Class 1 value — Manitoba Milk Prices Review Commission  
Allocation of skim-off to end-product utilization — Manitoba Milk Prices Review Commission survey of fluid milk processors

**10. Metre Shrink**

Transportation Shrinkage (%)	.0029
Total fluid milk used for processing	<u>x 1,148,607 hl</u>
Transportation Shrinkage	3,331 hl
Total cost of fluid production	<u>x \$79.38</u>
Transportation Shrinkage (\$)	\$264,415
Divided by Total Fluid Milk Sales	<u>\$108,054,278</u>
	\$0.244/hl
Fluid sales per farm	<u>x 3,363 hl</u>
Transportation shrinkage per farm	\$820
Adjusted fluid requirement per farm (add)	<u>\$1,481</u>
Total adjusted fluid requirement	\$2,301

Sources: Volumes of shrinkage and milk processed — Manitoba Milk Producers' Marketing Board and Manitoba Milk Prices Review Commission



**11. Market Expansion Fee**

Annual cost of fluid milk promotion programs	<u>\$5,243</u>
3,363 hl @ \$1.56/hl	

Source: Manitoba Milk Producers' Marketing Board

**12. Fluid Skim-Off Costs**

This factor provides for net costs related to handling of butter produced from fluid skim-off. Values on summary page assume all skim-off costs are a cost to fluid sales.

Manitoba fluid share of Canadian butter production costs	3.49%
1996-97 Canadian butter management costs	\$3,150,126
Manitoba fluid skim-off share of costs	\$109,939
Fluid skim-off costs per hl	\$0.102
Fluid skim-off costs per farm, annually	<u>\$342</u>

Sources: Canadian Dairy Commission, 1996-97 Annual Report