# Technical and Economic Analysis of Ertoba dairy farms in Samtskhe-Javakheti (Georgia)

2025 Milk year

With methodological support from the BTPL

July 2026

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# 2025 at a glance

Economic Monitoring of 20 dairy farms in Samtskhe-Javakheti

## THE GROUP

**20** farms monitored

**8,8** dairy cows per farm
**13** villages
**239** livestock units
**14** farms processing milk into cheese

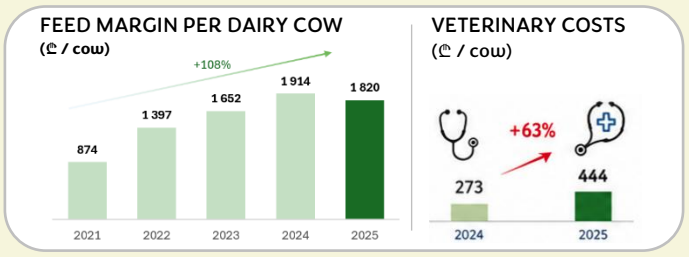
## KEY RESULTS

| Indicator | 2025 Result | Evolution since 2019 |
|---|---|---|
| Feed margin per cow | **1 820 ₾ / cow** | x 2,4 |
| Milk productivity | **1 717 l/cow/year** | x 1,28 |
| Average milk price | **1.58 ₾/l** | x 1,47 |
| Annual feed margin | **16 027 ₾/farm** | x 3,1 |

## THREE KEY LESSONS FROM 2025

### ❶ FARM PROFITABILITY DESPITE THE REGIONAL ANIMAL HEALTH OUTBREAK

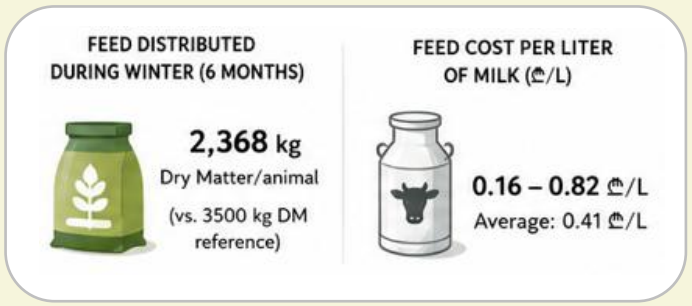
**Feed margin per cow more than doubled since 2021, even as veterinary costs jumped 63% due to the regional outbreak.**




Although all monitored farms were affected by the regional animal health outbreak, economic performance remained remarkably stable. Higher milk prices and sustained technical performance enabled farms to maintain profitability close to its historical peak, demonstrating increased resilience of the production systems.

### ❷ FEEDING REMAINS THE KEY LEVER – WITH ROOM TO PROGRESS

**Milk yield per cow ranges from 509 L to 4563 L across farms in the same region in 2025**




Feed is by far the largest expense on every farm in the group, and farms that distribute more feed do tend to produce more milk — a positive correlation across the 20 farms monitored in 2025. But the relationship is far from mechanical: on average, the group distributes 2 368 kg of dry matter per animal during the winter housing period, well below the 3 500 kg reference used for the Georgian context.

### ❸ BETTER MILK VALORISATION CUSHIONS RISING COSTS PROGRESS

**Average milk value rises from 1.53 to 1.66 ₾/L when processed into cheese**


Milk valorisation has become an increasingly important driver of profitability. In 2025, the value of one litre of milk ranged from 1.20 to 2.18 ₾ depending on the marketing strategy adopted by farms. On average, processing milk into cheese increased its value from 1.53 to 1.66 ₾ per litre (+0.13 ₾/L), demonstrating that profitability depends also on the ability to create added value through processing and marketing.

# Introduction

Since 2019, Ertoba, with support from GBDC-AO and Fert, has been assisting a group of dairy farmers in Samtskhe-Javakheti with the collection and analysis of technical and economic data from their farms. Beyond simply measuring the farms' economic performance, the goal is to understand the factors driving these results so that they can be discussed collectively and concrete avenues for improvement can be identified.

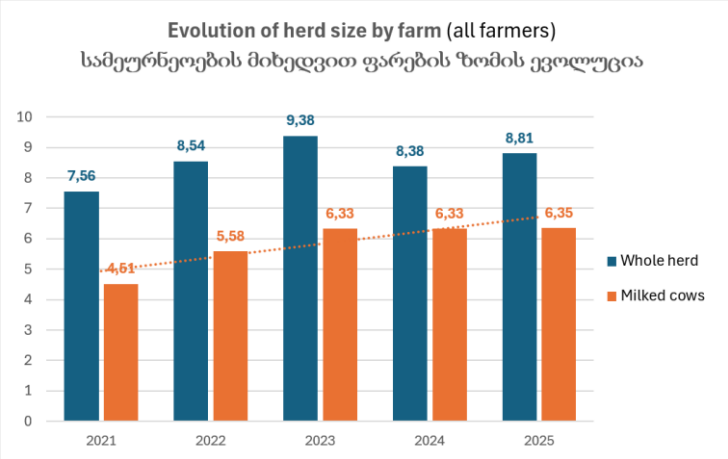
The group being monitored has gradually expanded since the program's launch, from 6 farms in 2019 to 20 in 2025. This past year, two farms joined the program, those of Levan Beridze and Davit Beridze—both of which already posted strong results in their first year of monitoring (annual margins of approximately 73 000 ₾ and 42 500 ₾, respectively, among the best in the group).

**2025 FIGURES**

20 farms monitored
in 13 villages
239 animals (total cattle)
Average herd size: 8,8 cows per farm

| Year | Farms monitored | Average herd size (cows) | Livestock Unit (LU) |
|---|---|---|---|
| 2021 | 11 | 7,6 | / |
| 2022 | 15 | 8,5 | 178 |
| 2023 | 19 | 9,4 | 259 |
| 2024 | 18 | 8,4 | 208 |
| 2025 | 20 | 8,8 | 239 |

*Table 1 : Farms Participating in Economic Monitoring*




*Graph 1: Changes in Herd Size*

This report summarizes the results of the 2025 campaign, places them in context with previous campaigns (2019–2024), and provides in-depth looks at several farms representative of the diversity of trajectories observed within the group. It aims both to objectively assess the factors influencing the economic performance of the group's dairy operations and to document, through concrete examples, the impact of the technical and economic support provided by Ertoba, GBDC-AO, and Fert. These results have already been presented and discussed with the farmers involved during a group meeting in June 2026.

The 2025 exercise highlights both the effects of a challenging health context—marked by an epidemic affecting all herds in the region—and the benefits of localized technical support. The results show that, despite generally similar conditions, performance varies widely from farm to farm. This diversity demonstrates that economic outcomes are not predetermined: decisions regarding herd management, feeding, reproduction, animal health, and market value have a direct impact on gross margin.

# Methodological Approach

Ertoba's economic monitoring is based on monthly data collected directly by farmers with support from the GBDC-AO technical team. The tools developed for data collection and analysis were created with the assistance of Fert and the BTPL (Bureau Technique de Promotion Laitière) and are regularly adapted to the context and needs of Georgian dairy farmers. They are presented in Appendices 2, 3, and 4.

The information collected includes, in particular:

- The size of the cattle herd (dairy cows, dry cows, heifers, and calves);
- Milk production;
- Quantities of milk processed into cheese;
- Sales of milk, cheese, and livestock;
- Feed consumption and expenses;
- Veterinary expenses;
- Other expenses related to the operation.

To facilitate data collection, several methodological decisions have been made to date :

- The margin used to compare producers is the feed margin, that is, the difference between total dairy products (milk and cheese) and feed consumption (purchased feed and self-produced forage). Certain expenses are intentionally excluded to simplify data collection and facilitate comparisons
    - Compensation for family labor;
    - Depreciation of buildings;
    - Depreciation of equipment (except in special cases);
    - Labor costs associated with cheese processing.
- Feed costs (amounts of feed distributed) are estimated for the entire herd because it is difficult for farmers to distinguish what is consumed solely by dairy cows;
- Only the feed that is distributed is accounted for—grazing is not valued.
- Forage produced on the farm (hay, silage, etc.) is valued at its estimated production cost, which includes: the purchase of seeds, mechanization and fuel costs, and salaried labor. This method allows for a fair comparison between farms that purchase their feed and those that produce it themselves.
- Milk consumed by the farmer is recorded and valued at the average market price for the month in question.
- For producers who process their milk into cheese, processing costs are not accounted for. A comprehensive estimate of these costs was conducted in 2024—and the comparative analysis clearly highlights this. Thus, when a farm processes its milk into cheese, the results show the increase in value achieved through processing but do not systematically account for the labor time and additional costs required for this activity.

This analysis should therefore be viewed as a tool to aid decision-making and facilitate comparisons between farms, rather than as a comprehensive accounting calculation of farm income.

# 1. Overall Review of 2025

## 1.1 A year marked by significant health challenges

Discussions at the 2025 review meeting highlighted a challenging annual health situation, with farmers referring to a disease as "Turkish"—a disease[1] that affected all of the group's herds during the year, with reported cases particularly affecting the udders and hooves.

Several farmers noted that farms that responded early—through monitoring, preventive veterinary care, and the use of udder protection products—generally limited production losses; however, some severe cases (open wounds) led one farmer to sell off part of his herd. Aside from this health issue, farmers describe a generally favorable year in terms of climate, with conditions conducive to grass growth and satisfactory forage availability.

This dual context—challenging health conditions and generally favorable weather—should be kept in mind when reviewing the 2025 economic results presented below: the margin growth observed at the group level occurred despite this health-related pressure.

## 1.2 Feed margin remains at a historically high level

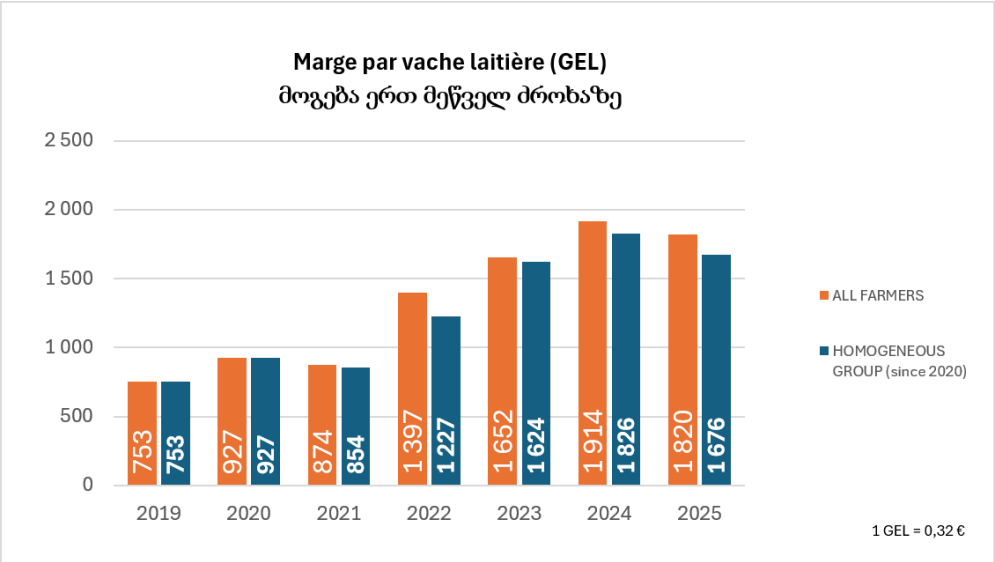
The group's average annual feed margin reached 16 027 ₾ in 2025 for a herd of approximately 8.8 dairy cows, compared to 6 600 ₾ for an average herd of 7.6 cows in 2021—a 2.43-fold increase over four years. When calculated per cow, the feed margin is 1 820 ₾ per cow in 2025 (a 2.1-fold increase over four years). Note that there is a slight 5% decrease in the feed margin per cow between 2024 and 2025.

*Table 2 : Margin evolution for the farms monitored*

| Year | Farms monitored | Total feed margin (in ₾) | Feed margin per dairy cow (in ₾) | Average herd size (cows) |
|---|---|---|---|---|
| 2021 | 11 | 6 602 | 874 | 7.6 |
| 2022 | 15 | 11 935 | 1 397 | 8.5 |
| 2023 | 19 | 15 497 | 1 652 | 9.4 |
| 2024 | 18 | 16 037 | 1 914 | 8.4 |
| 2025 | 20 | 16 027 | 1 820 | 8.8 |

Thus, the increase in the total feed margin between 2021 and 2025 (+143%) is primarily due to the significant increase in the feed margin per cow (+108%), while the average herd size increased by only 16%. While the growth in herd size contributed to the increase in the total margin, it was not the main driver. **These results suggest a significant improvement in technical and economic performance per animal during the period.**

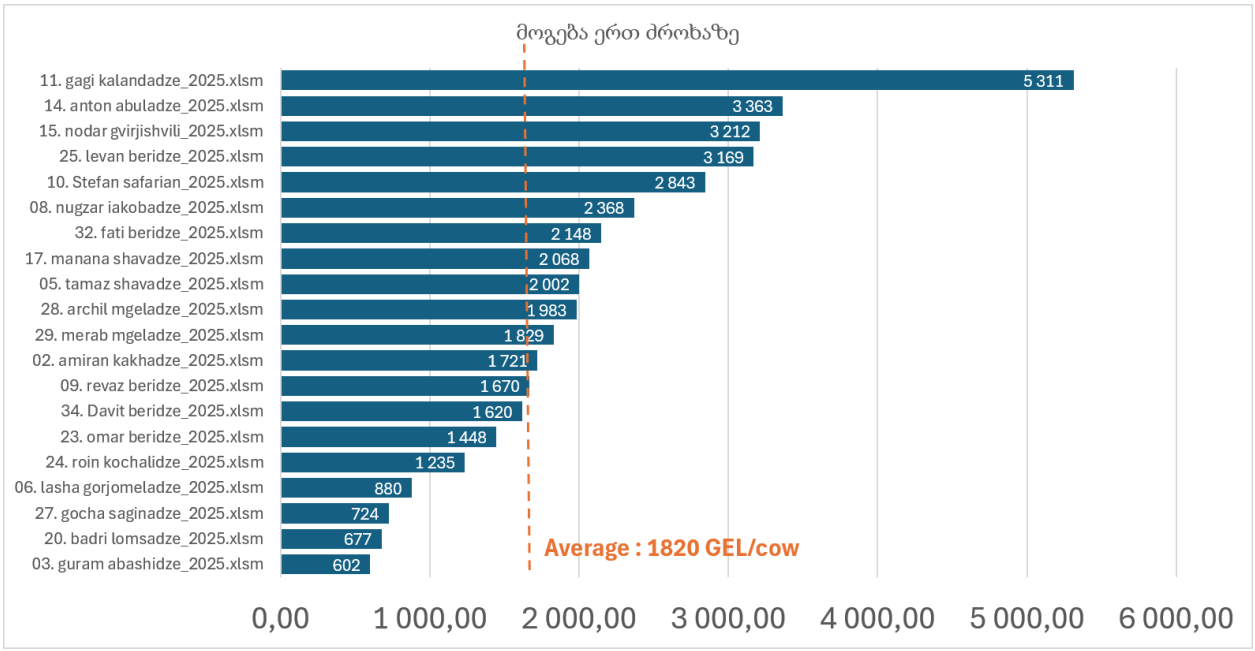
[1] *The symptoms described by farmers are consistent with FMD, although no laboratory confirmation was available.*




*Graph 2 : Feed margin trends per dairy cow*

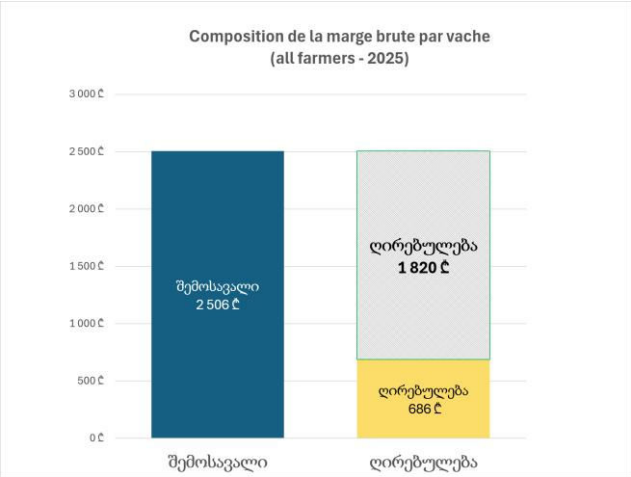
*Note: To account for the effect of the group's size increasing over the years, the comparison was made using the 9 farms monitored since 2020 (a homogeneous group with a constant scope—shown in blue). The trend is generally the same for this constant group; the margin in 2025 is therefore 1 676 ₾.*

However, an analysis of the individual results reveals significant variation: the 2025 annual feed margin per dairy cow ranges from 602 ₾ to 5 311 ₾ depending on the farm, representing a ratio of 1 to 9 between the two extremes. It is these significant variations within a group subject to the same climatic and health conditions that shaped the discussions during the debriefing: these results are not inevitable; some farmers are already performing better under the same conditions.




*Graph 3: Feed margin per dairy cow in 2025 for the 20 farms monitored*

To understand these differences, the analysis focused on analyzing the composition of this feed margin: what constitutes income and what constitutes expenses.

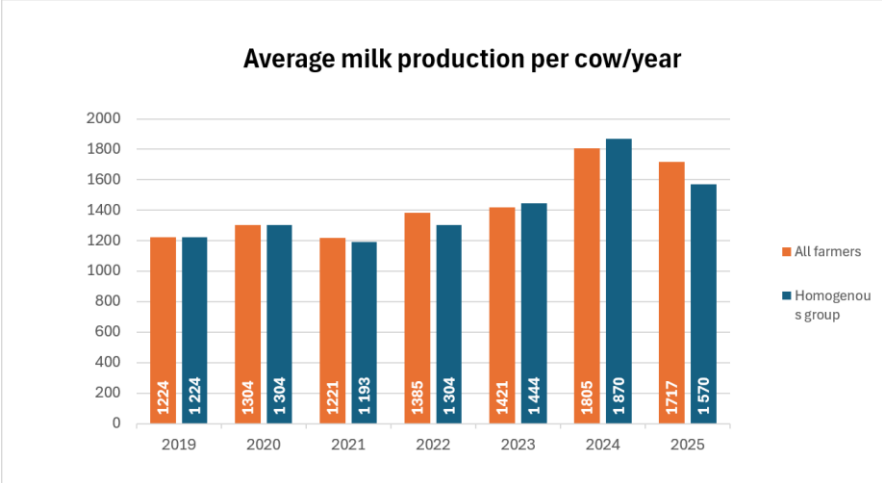



*Graph 4: Average Composition of the Feed margin for 2025*

| FEED MARGIN | | | | | | | |
|---|---|---|---|---|---|---|---|
| = | MILK INCOME | | | - | FEED EXPENSES | | |
| | = (2) Total milk produced | * | (3) Selling price<br>Milk sales<br>Cheese sales | | = (4) Amount of food | * | (5) Cost of the food |

## 2. Productivity: The Key Determinant of Economic Performance

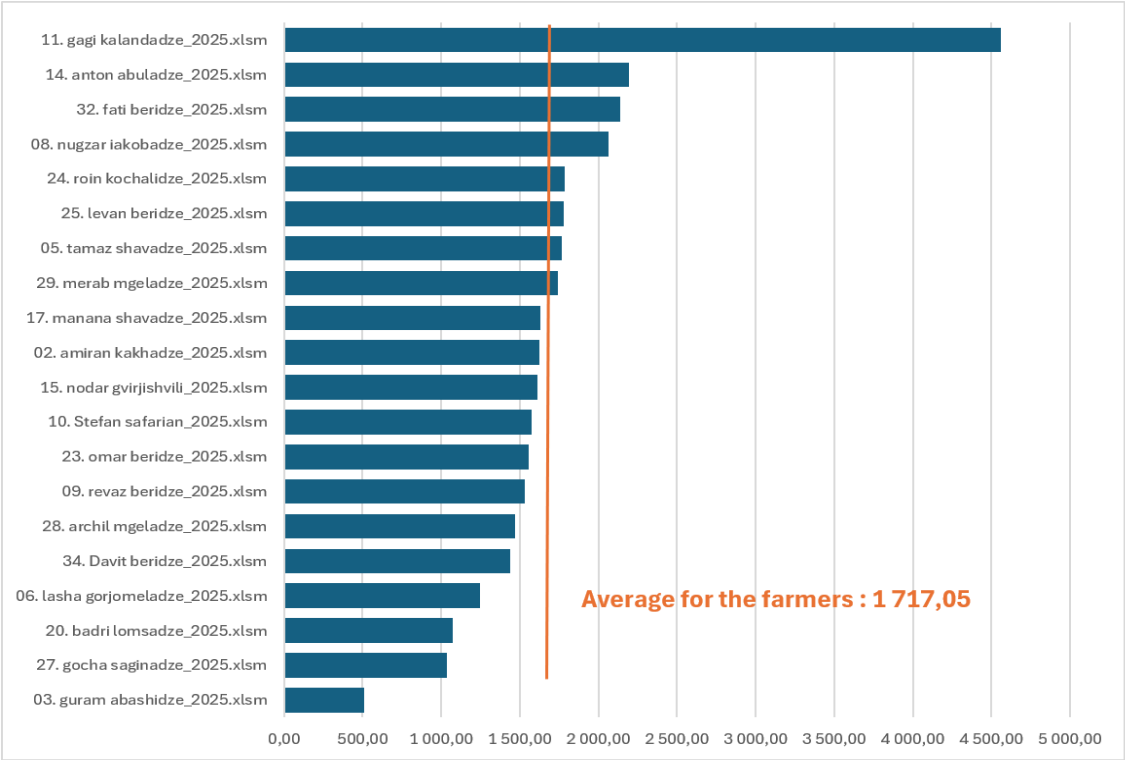
Average annual milk production per cow rose from approximately 1 250 liters to more than 1 600 liters between 2019 and 2025 for the homogeneous group. While the overall trend is one of gradual increase (+28% over 6 years), the graph nevertheless shows a decline in production in 2025—which producers attribute to the health situation.




*Graph 5: Average productivity per cow per year over time*

Behind this average, however, there are significant variations among farms—ranging from 509 liters to 4 563 liters depending on the farm, with an average of 1 717 liters. These variations cannot be explained solely by natural conditions or the animals' genetics.

Discussions during the debriefing confirmed that three main factors influence production levels: management of reproduction and drying off, feeding, and the animals' health. The consensus is that the most successful farms are those where production is the most consistent over time and where the reproductive cycle is best managed, rather than those that simply have the largest herd.




*Graph 6: Milk production per cow for the 20 farms monitored*

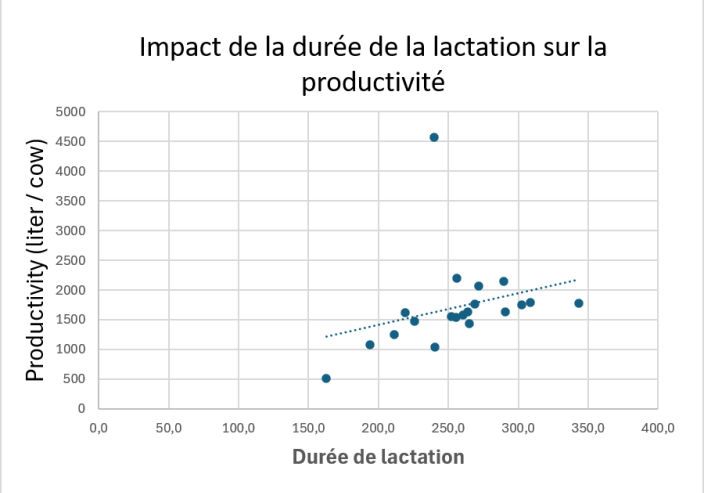
Gagi Kalandadze's farm illustrates this point: with a small herd (2 milking cows of the Prim'Holstein breed), he achieves the highest production per cow in the group (4 563 L/cow/year) thanks, as he explains, to a dynamic rotational grazing system combined with regular veterinary monitoring (beyond the effect of breed). His feed margin per milking cow rises from 4 097 ₾ in 2024 to 5 255 ₾ in 2025, the highest in the group: a gain achieved with a smaller herd, making this a particularly clear example of real efficiency gains.

## 2.1 Reproduction and Dry-Off Management

Data analysis makes it possible to calculate the average lactation duration for each herd being monitored.

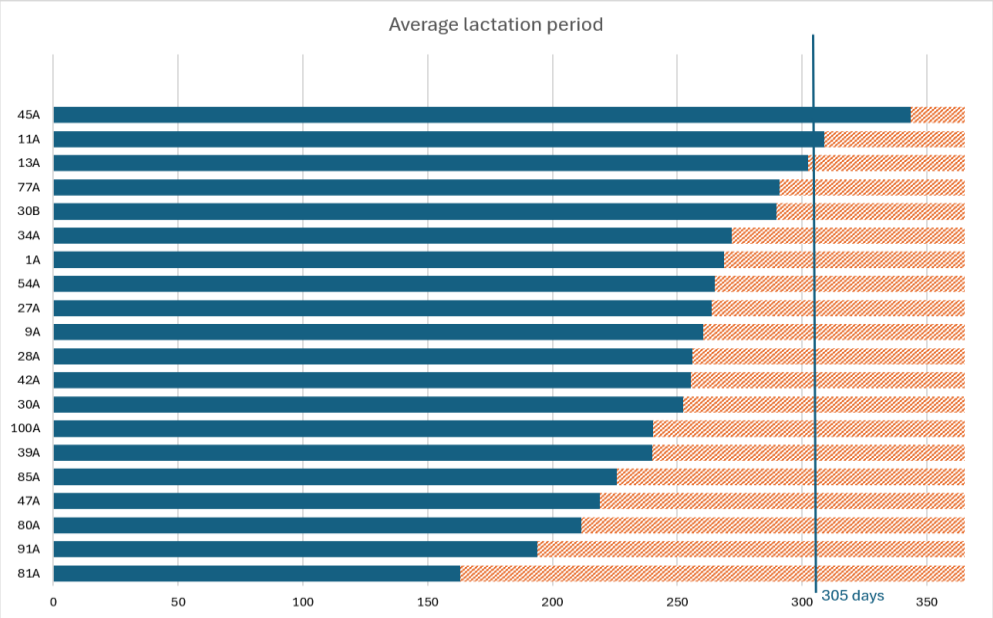
As shown in the graph on the right, on the farms studied, a positive correlation was observed between average lactation duration and annual milk production.

*((The isolated data point represents Gagi's case, with Prim'Holstein cows.)*




*Graph 7: Relationship Between average lactation duration and productivity per cow*

While the optimal lactation period is approximately 305 days per year, the group average is closer to 256 days. Some farms have a lactation period significantly shorter than this average, while one exceeds 330 days.

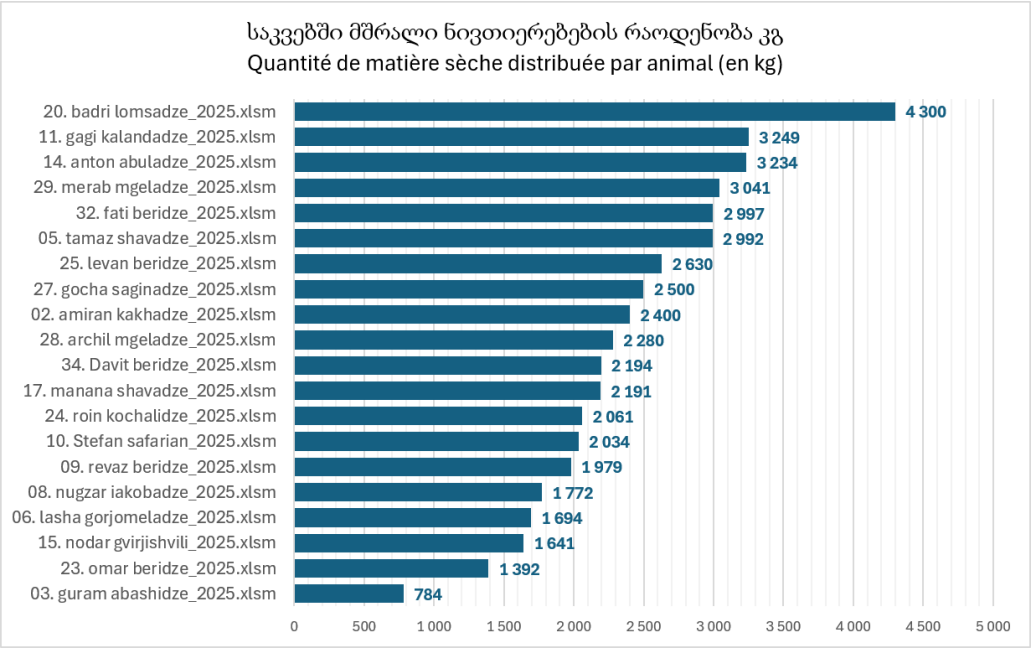



*Graph 8 : Average duration of the lactation period per farm*

Such a difference can be attributed to several possible causes: health problems, reproductive difficulties, premature drying off, or incomplete data tracking and recording by the farmer. Two questions were discussed on this point during the debriefing: Why do some farms have a lactation period of less than 220 days, and what practices allow others to maintain a lactation period of 290 to 310 days?

## 2.2 Food: The Largest Expense but the Key Driver of Progress

The data collected made it possible to estimate the amount of dry matter distributed per animal. The group average is 2 368 kg of dry matter per animal. This amount is distributed primarily while the animals are in the barn (on average, 6 months of the year). It does not take into account the amount of grass grazed. By way of comparison, guidelines adapted to the realities of the Georgian context estimate a requirement of 3 500 kg of dry matter for 6 months in the barn.



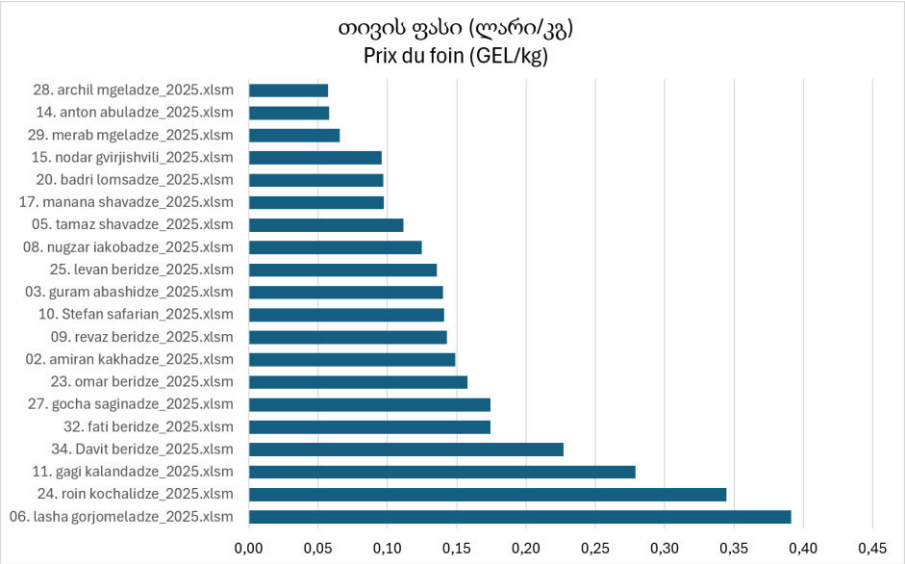

*Graph 9 : Amount of feed distributed per animal in kg of dry matter (2025)*

Based on the data collected, the correlation between the amount of feed distributed and milk production per cow remains moderate across the entire group. Several farms consume more feed without achieving higher productivity. In the case of Badri LOMSADZE, the amount of feed distributed is very high relative to the low milk production per cow. However, the farmer notes that part of his herd is actually intended for raising calves and beef production.

This echoes the observation made by farmers during the results presentation: it is not enough to look solely at the quantity of feed in relation to milk production. It is also necessary to consider the quality and balance of the ration and their impact on milk production. However, the data collected to date are not precise enough to allow for a comparison or to understand the link with feeding practices. The discussions did, nevertheless, help identify several factors explaining the differences among producers: the quality of stored fodder, the presence or absence of silage, the energy balance of rations, grazing management practices, etc.

On the other hand, feed remains by far the largest expense on the farms surveyed. The feed cost per liter of milk produced ranges from 0.16 ₾/L to 0.82 ₾/L depending on the farm in 2025 (an average of 0.41 ₾ in feed costs per liter of milk produced).

The costs of three feed types were compared in particular: hay, barley and wheat bran, and combined feed.

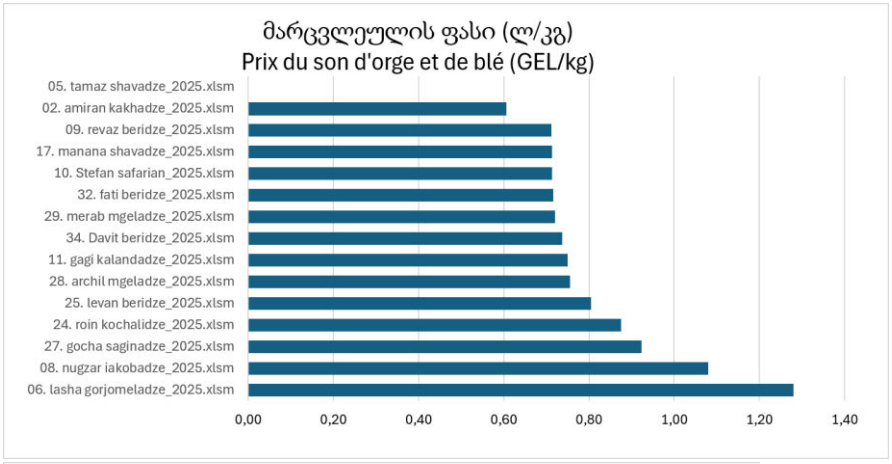


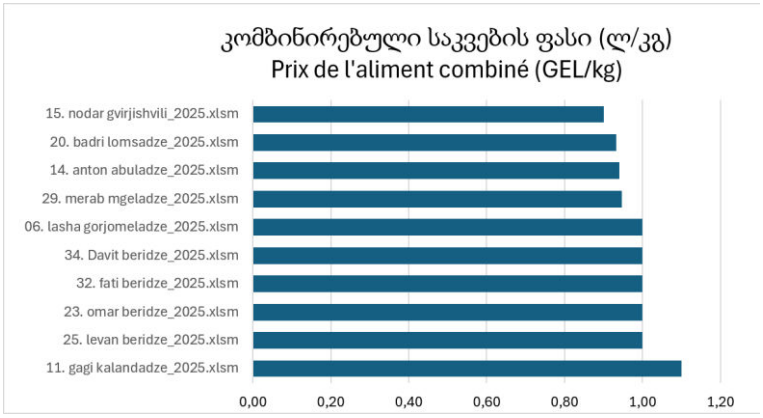

*Graph 10 : Average cost of one kilogram of hay per farmer (2025)*

The variations in hay costs (ranging from 6 to 39 tetri per kilogram) are largely due to the distance of the hayfields and, consequently, transportation costs; some farmers benefit from nearby hayfields and thus lower hay costs.

The issue of depreciation of harvesting equipment—which some farmers include in their expenses while others do not—has also been identified as a source of artificial differences between farms, calling for the standardization of calculation practices for future growing seasons.

For barley/oats bran and the combined feed, prices are relatively similar across producers.



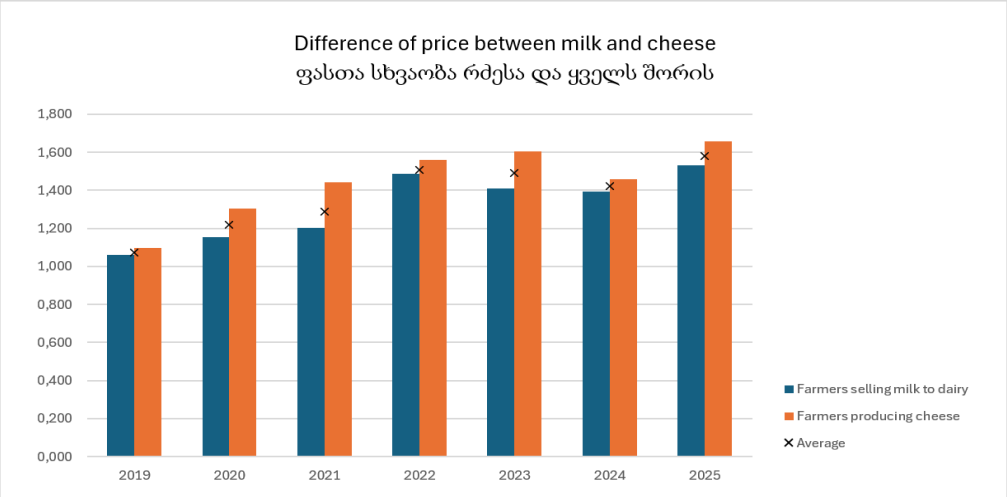




*Graph 11 : Average costs of wheat/barley bran and combined feed*

# 3. Adding value to milk through pricing and processing

## 3.1 The price of milk: a positive trend over the past several years

It should be noted that the average price of milk rose from 1.42 to 1.58 ₾/L between 2024 and 2025 (+11%)—with an average of 1.53 ₾/L for milk and 1.65 ₾/L for cheese. These are the highest averages since monitoring began.




*Graph 12 : Evolution of milk prices by value-added process*

Among producers, the average price of milk delivered in 2025 ranges from 1.20 ₾/L to 2.18 ₾/L with an average of 1.58 ₾/L. This variation is largely due to the nature of the market : direct sales to a loyal customer base, cheese production, or delivery to a dairy or cooperative. Several farmers attribute their higher prices to the trust and perceived quality their customers have in them—qualities built up over time rather than through a one-time negotiation.

The price of milk also exhibits strong seasonality throughout the year, as shown by the group's monthly monitoring:

| Jan. | Feb. | March | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Déc. | Average |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1.61 | 1.56 | 1.63 | 1.52 | 1.42 | 1.30 | 1.47 | 1.71 | 1.55 | 1.95 | 1.86 | 2.09 | 1.64 |

*Table 3 : Monthly Changes in Milk Prices in 2025*

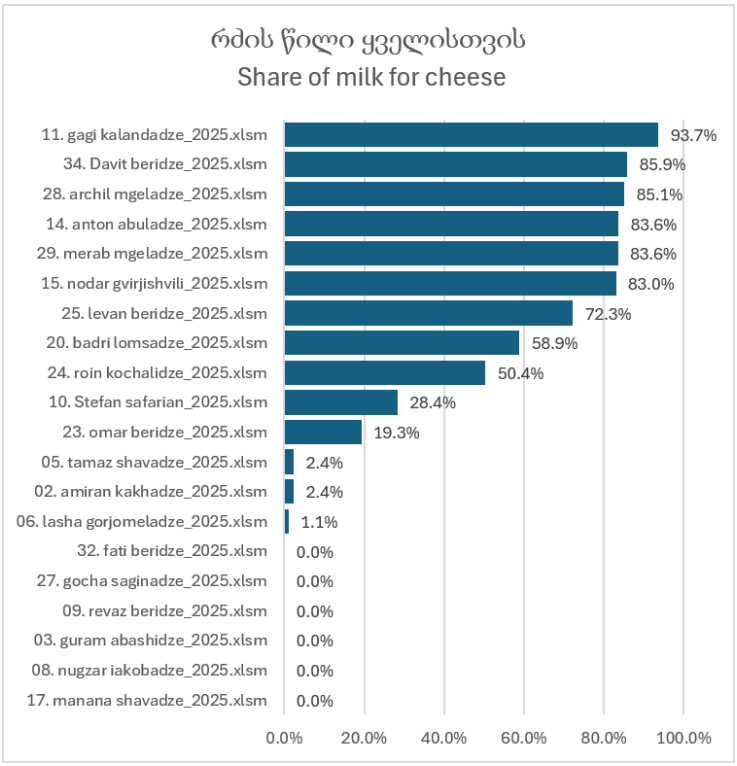
The price is lowest in June (1.30 ₾/L), at the peak of spring-summer production, and highest in December (2.09 ₾/L), when milk becomes scarcer. This range of 1 to 1.6 between the extremes shows that a farmer able to maintain a portion of their production at the end of the year (through effective dry-off management and reproductive cycle management) automatically benefits from a more favorable selling price.


*Graph 13 : Milk price trends over the months and years*

## 3.2 Cheese Production

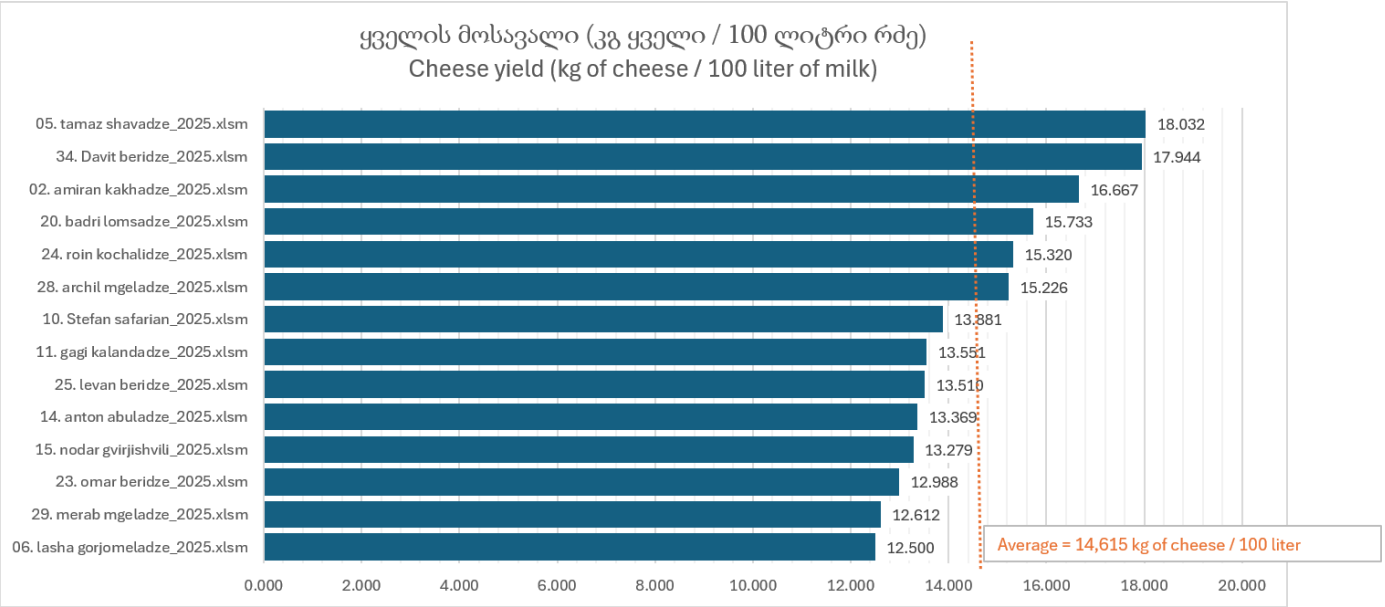
Of the 20 farms monitored in 2025, 14 process all or part of their milk into cheese.

Most of those who process their milk do so for a significant portion of their production (more than 70%). A few process only part of their milk and deliver the rest to a dairy.




*Graph 14 : Percentage of milk production processed into cheese*

Cheese yield (the amount of cheese produced from 100 liters of milk) varies widely from one farm to another, ranging from 12.5 kg to 18 kg of cheese per 100 liters of milk. Producers explain that these variations depend on the type of cheese produced, the season, and the type and quality of the feed.




*Graph 15 : Cheese yield (kg of cheese per 100 liters of milk)*

**Pictures of Four Dairy Farming Profiles**

## Case 1: Producing a lot of milk

**Gagi Kalandadze**

Gagi achieves the highest productivity in the group, with 4 563 L/cow/year and nearly 19 L/cow/day. His annual margin reaches nearly 29 500 ₾ despite a relatively small herd.
His system is based on:
- Highly productive animals;
- A regular and controlled feeding;
- A high proportion of processed milk;
- Rigorous technical monitoring.

His case demonstrates that it is possible to achieve performance levels comparable to those observed in specialized systems, even under the soil and climate conditions of Samtskhe-Javakheti.

## Case 2: Addressing All Factors Simultaneously

**Anton Abuladze**

***«I'd rather have a few cows with good milk-producing potential than a lot of unproductive animals."***

Anton has only 3 cows but produces more than 2 195 L per cow per year. His annual margin exceeds 13 000 ₾.
His model is based on:
- The use of artificial insemination and the introduction of the Abondance and Montbéliarde breeds;
- Significant milk processing;
- Direct sales and a loyal customer base.

His example perfectly illustrates the approach promoted by Ertoba: simultaneously focusing on genetics, nutrition, health, and commercial value.

## Case 3 : a system focused on processing and marketing

**Nodar Gvirjishvili**

Nodar's case is particularly interesting. His milk production per cow remains average (1 614 L/year), but his average price for processed milk exceeds 2.14 ₾/L, which is among the highest in the group. His annual margin exceeds 17 000 ₾ with just four cows.

In his case, the distinguishing factor is therefore not the quantity produced but the ability to sell a high-value-added product (Tenili cheese).

This reflects several elements discussed during the debriefing :
- Customer loyalty;
- Reputation for quality;
- Expert processing;
- Direct sales.

## Case 4 : The Visible Impact of the Veterinary Package

**Manana Shavadze**

Manana highlighted the improvement in calf productivity and growth since the implementation of the veterinary package supported by Ertoba.

Her return is particularly interesting because it highlights a direct effect of the technical and economic advice:
- Improved herd health;
- Better management of the drying-off period;
- Increased performance observed in the animals.

# Conclusion

The analysis of technical and economic data from 20 dairy farms in Samtskhe-Javakheti members of the Ertoba regional association shows an overall increase in the feed margin (+108%) and productivity per cow (28%) over the 2019 – 2025, although 2025 saw a slight decline due to a very challenging public health situation. In addition, herd sizes are expected to grow, with an average of 8.8 dairy cows per farm in 2025.

The year 2025 demonstrates both the resilience of the Ertoba dairy farmers in Samtskhe-Javakheti and the effectiveness of the support provided by Ertoba/GBDC-AO. Despite the health challenges they faced, many farms maintained strong performance thanks to improved management of technical factors. Several farms have seen significant increases in their feed margin per cow, attributable to specific changes in practices discussed during the results presentation. The majority of farmers have implemented at least one technical improvement measure that impacts margins, whether through better control of the reproductive cycle, preventive health management, more efficient feeding, or enhanced market value creation… Others still have results well below the group averages but demonstrate—through their involvement in this process—a desire to improve.

After the results were presented, the farmers shared the key lessons they had learned and a change they hope to implement in 2026. In summary, the key findings were that performance depends above all on the quality of the feed and herd management, supported by good organization, effective preventive practices, and a constant commitment to learning and improving. It is by focusing on these areas that farms will be able to sustainably improve their productivity, profitability, and the quality of their products.

Beyond the technical aspects, several participants emphasized the importance of sharing experiences, continuous learning, and skills development. The need for a clear vision and direction for their farm was also highlighted as a key factor for success.

Supported by Fert and the BTPL, the economic monitoring is a particularly important tool in the GBDC-AO's work with farmers in Ertoba:

- It is a decision-making tool that enables involved farmers to develop a culture of economic management of their farms. Farmers no longer simply take note of their results: they are able to analyze the causes, compare their practices, and identify the levers for improvement themselves.
- It is a tool for collective facilitation, enabling the group to assess their situation, exchange ideas, and learn from their neighbors by comparing their results;
- Finally, it is a rigorous process that requires precision to conduct a relevant and in-depth analysis; it allows the technical team to acquire real-world references that are useful for fieldwork.

Economic monitoring thus emerges as a key tool for supporting the professionalization of farms and accelerating their sustainable economic development.

# Appendices

## Appendix 1 : list of graphs and tables

# Appendix 2 : Monthly Record Sheet

## მონაცემთა რეგისტრაცია

თვე 01_იანვარი

| | |
|---|---|
| *ფერმერის სახელი* | თამაზი ბერიძე |
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**ნომრები**

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| თვის ბოლოს არსებული ძროხის რაოდენობა | | |
| **თვეში საშუალო რაოდენობა** | | |

**მეცხოველეობიდან მიღებული შემოსავალი**

**რძე**

| | რძის რაოდენობა | რძის ფასი | თანხა |
|---|---|---|---|
| საკვებად გამოყენებული რძე | | | |
| ხბოს საკვებად გამოყენებული რძე | | | |
| საწარმოში ჩაბარებული რძე | | | |

| ყველის სახით გადამუშავებული რძე | ყველის რაოდენობა (კგ) | ყველის გაყიდვის ფასი | რძის რაოდენობა | რძის ფასი | თანხა |
|---|---|---|---|---|---|
| იმერული | | | | | |
| სულგუნი | | | | | |
| ტენილი | | | | | |
| ჩეჩილი | | | | | |

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| **მთლიანობაში წარმოებული რაოდენობა თვეში** | |

**სხვა შემოსავალი**

| | რაოდენობა | ერთეულის ფასი | თანხა |
|---|---|---|---|
| ძროხის ან მოზარდის რეალიზაცია | | | |
| თივის/სილოსის რეალიზაცია... | | | |

**საკვების ღირებულება შეძენა ( კონცენტრირებული და ფურაჟი)**

| | | | არსებულ ძრხებზე განაწილებული ოდენობა | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| საკვების დასახელება | საკვების წარმოშობა ბუნება | ფასი (₾/კგ) | 1 კვირა | 2 კვირა | 3 კვირა | 4კვირა | 5 კვირა | მთლიანი რაოდენობა თვეში | მთლიანი ღირებულება თვეში |
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ყველა პირუტყვი მეწველი ძროხების

| | |
|---|---|
| **მთლიანი რაოდენობა განაწილებული თვეში :** | |
| **საკვების მთლიანი ღირებულება** | **#DIV/0!** |

## მეცხოველეობაში გაწეული სხვა ხარჯები

| | ერთეული | რაოდენობა | ღირებულება | მთლიანი ღირებულება | კომენტარი |
|---|---|---|---|---|---|
| ხელოვნური გან. | სული | | | | |
| ვეტერინარია და ვაქცინაცია | სული | | | | |

### ვეტერინარული გადასახადის საერთო ღირებულება

| | ერთეული | რაოდენობა | ღირებულება | მთლიანი ღირებულება | კომენტარი |
|---|---|---|---|---|---|
| მუშა ხელი | | | | | |
| _ მწყემსი | დღე | | | | |
| _ მომვლელი | დღე | | | | |
| _ მწველავი | დღე | | | | |
| სადგომის მოწყობაზე გაწეული ხარჯი | _ | | | | |
| მთაში ასვლის ან ჩამოსვლის ხარჯი | _ | | | | |
| სხვა დამატებითი ხარჯი | _ | | | | |

### სხვა ხარჯები

# 2026 წლის სინთეზის ცხრილი

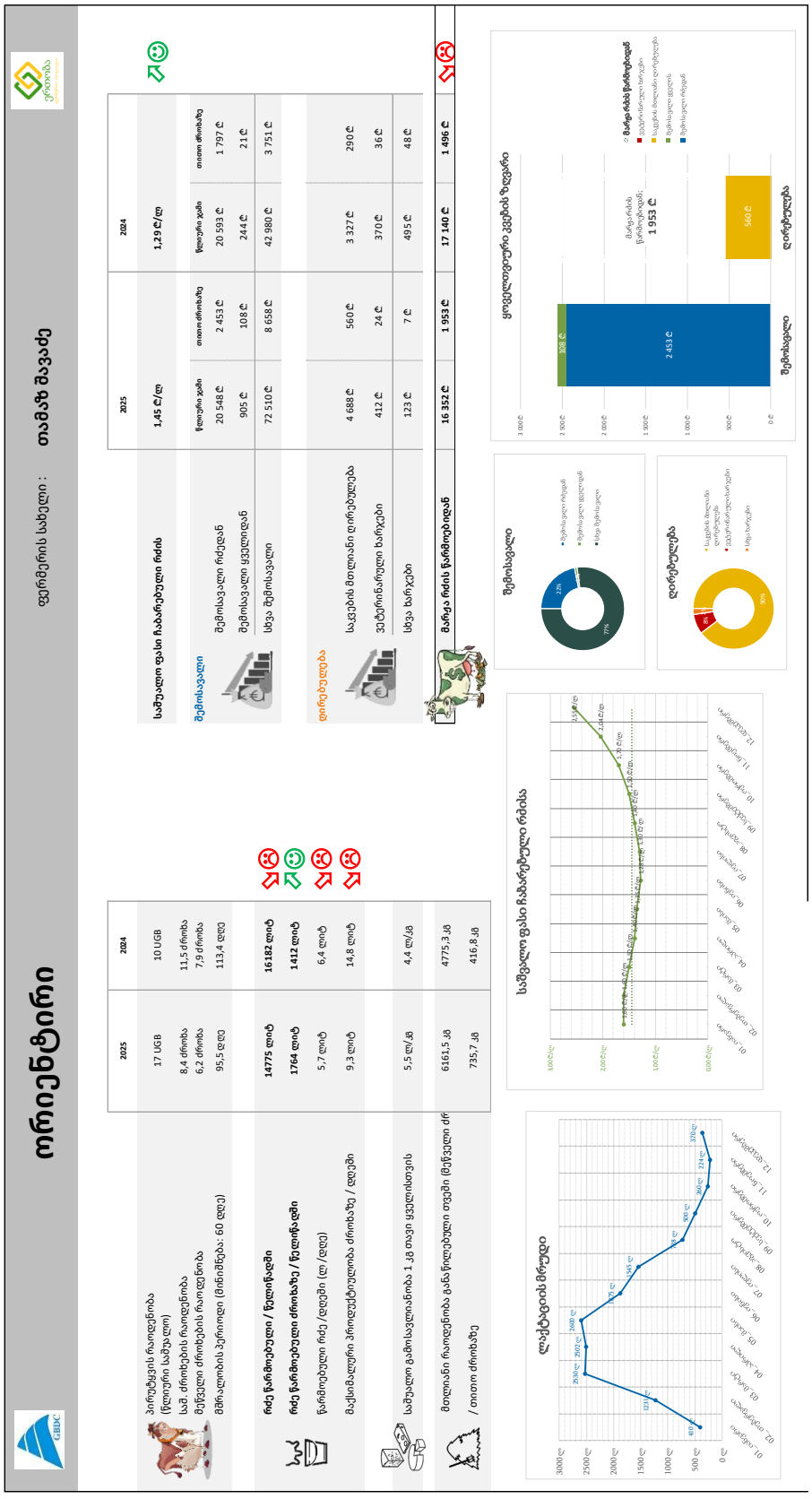
**ფერმერის სახელი:** თამაზი ბერიძე

**ფერმერის კოდი** xxx

| | 01_იანვარი | 02_ თებერვალი | 03_მარტი | 04_აპრილი | 05_მაისი | 06_ივნისი | 07_ივლისი | 08_აგვისტო | 09_სექტემბერი | 10_ოქტომბერი | 11_ნოემბერი | 12_დეკემბერი | წლიური საშუალო ან კუმულატიური |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 31 | 29 | 31 | 30 | 31 | 30 | 31 | 31 | 30 | 31 | 30 | 31 | |
| საშ. ძროხების რაოდენობა | | | | | | | | | | | | | - |
| მეწველი ძროხების რაოდენობა | | | | | | | | | | | | | - |
| თვეში მთლიანი ლიტრაჟობა | | | | | | | | | | | | | |
| ყველში გადამუშავებული რძის ჩათვლით | | | | | | | | | | | | | |
| ყველის რაოდენობა | | | | | | | | | | | | | |
| წარმოებული რძე /დღეში (ლ /დღე) | | | | | | | | | | | | | - |
| წარმოებული რძე / ძროხა წველა/დღეში | | | | | | | | | | | | | - |
| **საშუალო ფასი ჩაბარებული რძის ( ₾/ლ)** | | | | | | | | | | | | | - |
| მთლიანი რაოდენობა განაწილებული თვეში (მეწველი ძროხების ) | | | | | | | | | | | | | |
| საკების ღირებულება 1 ლიტრ რძეზე | | | | | | | | | | | | | - |
| ვეტერინარული ღირებულება 1 ლიტრ რძეზე | | | | | | | | | | | | | - |
| **მარჯა /ლ** | | | | | | | | | | | | | - |
| შემოსავალი რძედან | | | | | | | | | | | | | |
| შემოსავალი ყველის | | | | | | | | | | | | | |
| სხვა შემოსავალი | | | | | | | | | | | | | |
| საკვების მთლიანი ღირებულება (მეწველი ძროხების ) | | | | | | | | | | | | | |
| ვეტერინარული ხარჯები | | | | | | | | | | | | | |
| სხვა ხარჯები | | | | | | | | | | | | | |
| **მარჯა რძის წარმოებიდან** | - | - | - | - | - | - | - | - | - | - | - | - | |
| **მარჯა თვე/ფერმა** | - | - | - | - | - | - | - | - | - | - | - | - | |

Appendix 3 : Annual Summary Table

# Appendix 4 : Example of an Annual Dashboard



# Technical and Economic Analysis of Ertoba dairy farms in Samtskhe-Javakheti (Georgia)

## 2025 Milk year

Since 2019, Ertoba has been supporting dairy farmers in Samtskhe-Javakheti with the technical and economic monitoring of their farms. This 2025 edition presents the results from 20 monitored farms and highlights the key drivers of performance: productivity, feeding, animal health, and milk value addition. Despite a year marked by significant health challenges, the farms demonstrated remarkable resilience, confirming the positive impact of technical support and economic analysis on the sustainable development of Georgia's dairy sector.

July 2026

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GBDC

ერთობა
ფერმერთა ასოციაცია

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