



St Peter's School/Lincoln University
Demonstration Dairy Farm

FARM FOCUS DAY

Wednesday, 24 April 2024

Update from DairyBase Waikato data 2022/23

Owl Farm Wagonwheel KPIs

Updated cashflow for 2023/24

Budget for 2024/25

Disclaimer:

While every effort has been made to ensure information provided in this handout was true and correct and the time of going to print, Owl Farm takes no responsibility for the use of data outside of the purpose to inform readers of the current situation at Owl Farm on the Focus Day.





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HEALTH AND SAFETY

Welcome to Owl Farm. We are a fully operational, commercial dairy farm with several potential hazards to both visitors and staff. Many of these hazards cannot be eliminated while also providing access to visitors, therefore all staff and visitors **MUST** watch for potential hazards and act with caution.

St Peter's School / Owl Farm Hazard Notifications

- Children are the responsibility of their parent or guardian
- Normal hazards associated with a dairy farm
- Vehicular traffic on farm roads and races
- Races may be slippery

ARE YOU TRAINED FOR WHAT YOU ARE ABOUT TO DO? IF NOT, STOP.

Emergency Contact Information

In the event of an emergency, ensure the scene is safe and raise the alarm to get Owl Farm staff and emergency services to assist.

Emergency Services

- **Fire, Police and Ambulance** **111**
1716 Cambridge Road, follow Hanlin Road through the school to the farm

Farm Staff

- Jo Sheridan – Demonstration Manager 021 712 680
- Tony Alarca – Farm Manager 027 244 7817

Safety Equipment Location

- First Aid Kits Dairy Shed and Vehicles
- Fire Extinguishers Dairy Shed and Tractor
- Defibrillator St Peter's Main Office and Medical Centre

By entering Owl Farm and signing in at registration, you acknowledge your understanding of any potential hazards and agree to take personal responsibility and act in such a manner as to protect yourselves and others also on-farm.



OWL FARM STRATEGY

1. Vision

a. Dairy Farm

- Demonstrating excellence in farm performance to create a sustainable future.

b. Students

- To encourage more young people into the dairy industry.

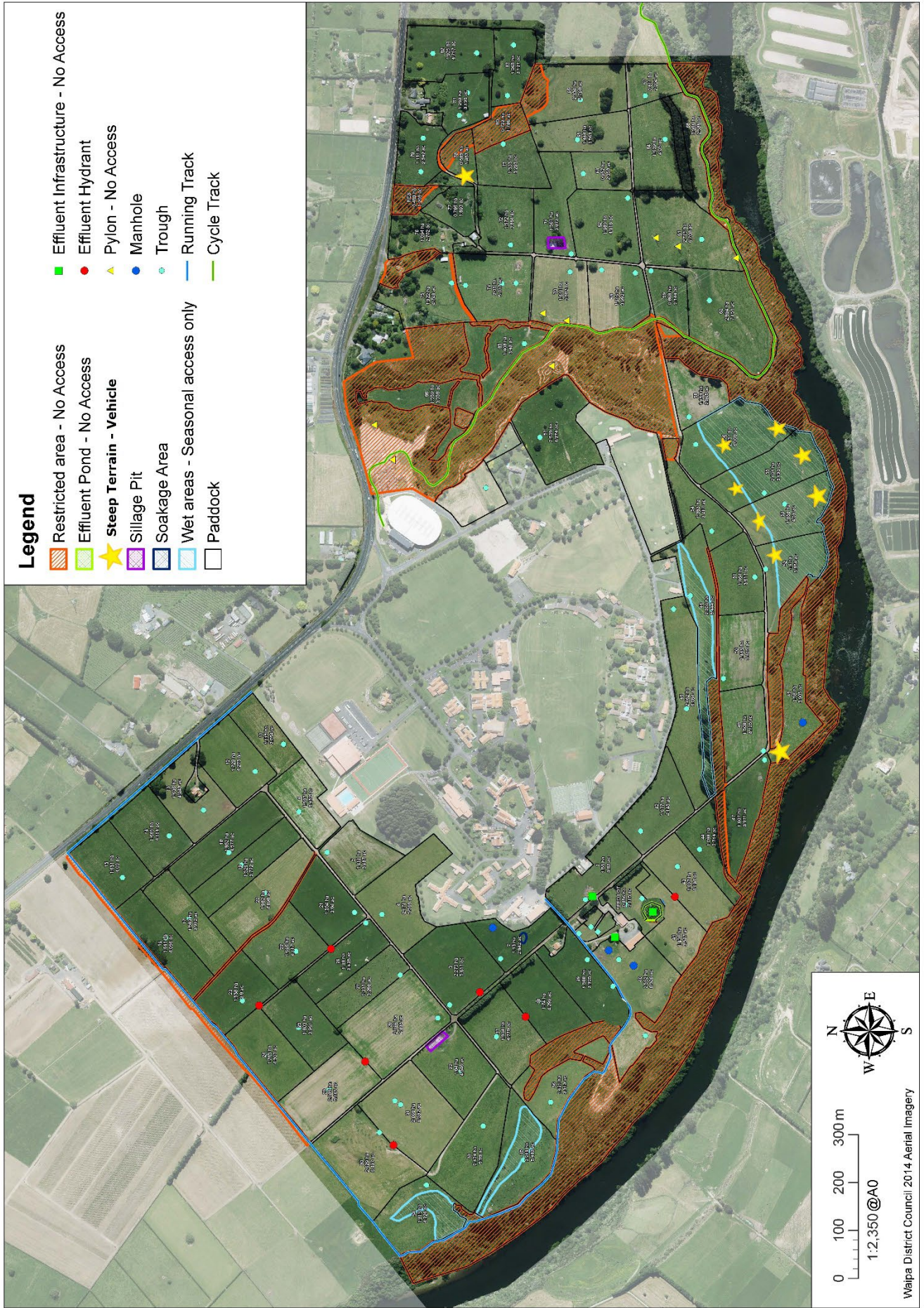
2. Strategic Objectives

a. Dairy Farm

- Providing leadership to dairy farmers and the wider community by demonstrating progressive practices that can be achieved on farm.
- Optimising profit through identifying the appropriate dairy production system for Owl Farm.
- Achieving a sustainable environmental footprint based on industry good management practice.
- To attract, train and retain quality employees.

b. Students

- To provide educational opportunities and exposure to the dairy industry which demonstrates career opportunities to students.



WAGON WHEEL KPIS 2022/23





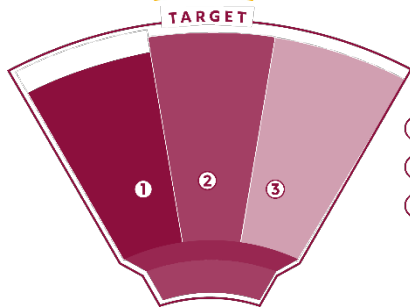
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| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|-------------------------------|---------------------------------|---------|---------|---------|---------|---------|---------|
| ① Healthy cows | 15% or less involuntary culls | 22% | 12% | 19% | 20% | - | - |
| ② Purposeful lives for calves | 100% reared past 4 days on farm | 61% | 70% | 60% | 39% | 34% | |
| ③ Replacements reared | 21% - at weaning | 19.4% | 19.4% | 22.9% | 23.4% | 23.1% | |
| ④ Healthy calves | 100% adequate total protein | 83% | 83% | 80% | - | - | - |

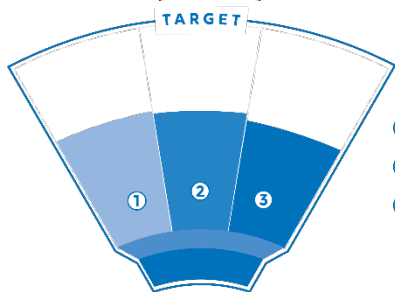


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| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|--|----------------------------------|---------|---------|---------|---------|---------|---------|
| ① Social and economic wealth | 100% - survey participants agree | 97 | 90 | 90 | - | - | - |
| ② Taking care of stock and environment | 100% - survey participants agree | 97 | 100 | 100 | - | - | - |
| ③ Providing educational opportunities | 100% - survey participants agree | 97 | 100 | 100 | - | - | - |

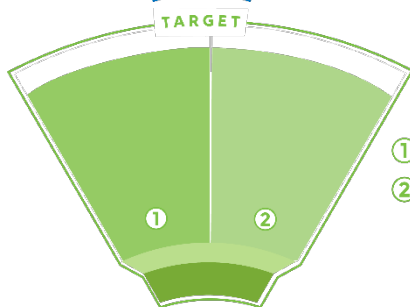


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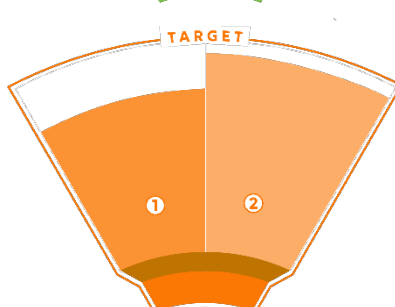
| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|----------------------------|---------------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| ① Farm Working Expenses | \$4/kgMS - via DairyBase | \$6.81 | \$6.30 | \$4.60 | \$4.96 | \$4.66 | \$4.20 |
| ② Op profit/ha (eff dairy) | > top 20% - via DairyBase | \$2362 vs \$1940 | \$3886 vs \$6950 | \$3482 vs \$N/A | \$2405 vs \$4395 | \$2147 vs \$3533 | \$3096 vs \$4379 |
| ③ ROA | 6% - via DairyBase | 3% | 5.50% | 5.00% | 3.40% | 3.10% | 4.40% |



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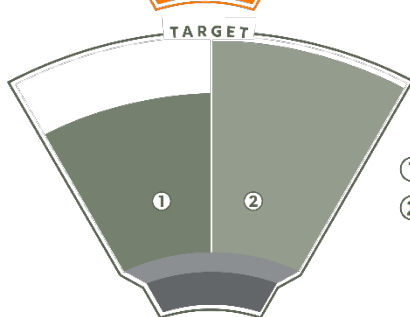
| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|-------------------------------|----------------------------|---------|---------|---------|---------|---------|---------|
| ① Biological GHG/ha CO2 equiv | 3 yr average trending down | 9633 | 10411 | 9945 | 9074 | 9192 | 9548 |
| ② Modelled N loss kg/ha/yr | 3 yr average trending down | 28 | 35 | 34 | 32 | 33 | 33 |



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| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|---------------------|------------------------------------|---------|---------|---------|---------|---------|---------|
| ① P&C harvested/ha | 15t DM/ha - measured via DairyBase | 11.2 | 13.2 | 13.7 | 13.1 | 13.1 | 13.8 |
| ② MS/ha to 31st Dec | 850 kgMS/ha | 766.5 | 808 | 810 | 816 | 819 | 794 |



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| PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|-----------------------------|----------------------|-----------|-----------|-----------|---------|---------|---------|
| ① Workplace 360 | 100%/100%/100% | 100/68/53 | 100/79/63 | 100/79/63 | - | - | - |
| ② Average hours worked/week | 45 hours/week/person | 40.4 | 44.8 | 46.4 | 45 | 49 | 50 |

OWL FARM MULTI-YEAR SNAPSHOT

| Year | | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 | 2022-23 |
|-----------------|---|----------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Physical Info | Total farm area | 164 | 164 | 164 | 160 | 160 | 150 |
| | Effective area (ha) | 148 | 147.3 | 147.5 | 144 | 144 | 140 |
| | Location of calves | Off Farm | Off Farm | Off farm | Leased runoff | Dairy platform | Dairy platform |
| | Leased run off (ha) | 5 | 15 | 10 | 4.7 | 0 | 0 |
| | Cows wintered | 441 | 419 | 421 | 416 | 418 | 394 |
| | Peak cows (1 Nov) | 418 | 406 | 405 | 405 | 410 | 355 |
| | Peak stocking rate cows/ha | 2.82 | 2.76 | 2.75 | 2.81 | 2.84 | 2.5 |
| Production | Total kg MS | 168,169 | 169,359 | 167,185 | 178,125 | 164,163 | 154,394 |
| | MS/cow | 402 | 417 | 413 | 440 | 400 | 431 |
| | MS/ha | 1,136 | 1,150 | 1,133 | 1,237 | 1,142 | 1072 |
| | MS as % liveweight | 86.5% | 89.7% | 86% | 92% | 83% | 89% |
| | Average SCC | 146,000 | 172,000 | 162,000 | 144,000 | 121,000 | 151,385 |
| Feed and Inputs | Pasture & Crop harvested t DM/ha (Farmax) | 13.8 | 13.7 | 11.4 | 11.7 | 11.3 | 11.2 |
| | Supplements imported t DM/ha | 2.3 | 2.3 | 2.7 | 2.6 | 2.9 | 1.8 |
| | Supplements imported t DM | 339 | 337 | 400 | 368 | 398 | 250 |
| | Silage harvested on farm t DM | 169 | 238 | 143 | 115 | 94 | 80 |
| | Crops grown on farm t DM | 98 | 99 | 73 | 126 | 79 | 145 |
| | Nitrogen fertiliser applied on pasture (kg/ha) | 161kg | 149kg | 140kg | 138kg | 126kg | 116kg |
| Financials | Gross farm revenue/kg MS (including stock/dividend) | \$7.56 | \$6.86 | \$7.58 | \$7.94 | \$10.26 | \$9.65 |
| | Net milk sales/kg MS (Dairybase) | \$6.39 | \$6.43 | \$7.11 | \$7.47 | \$9.36 | \$8.92 |
| | Stock sales/kg MS | \$0.54 | \$0.43 | \$0.37 | \$0.52 | \$0.98 | \$0.84 |
| | FWE/kg MS | \$4.28 | \$4.66 | \$4.96 | \$4.60 | \$6.30 | \$6.81 |
| | Operating Expenses/kg MS | \$4.59 | \$4.97 | \$5.46 | \$5.10 | \$6.86 | \$7.45 |
| | Operating Profit/ha (Dairybase) | \$3,096 | \$2,147 | \$2,405 | \$3,482 | \$3,886 | \$2,362 |
| Enviro | Estimated N loss kg/ha | 35 | 35 | 32 | 34 | 35 | 28 |
| | Estimated P loss kg/ha | 0.8 | 0.9 | 0.8 | 1.0 | 1.0 | 1.0 |
| | GHG loss/ha Overseer FM kg CO ₂ e/ha | 11,801 | 11,728 | 11,304 | 11,623 | 12,350 | 11,096 |
| | Biological GHG/ha (methane + nitrous oxide) | 9,548 | 9,192 | 9,074 | 9,945 | 10,411 | 9,633 |
| | Emissions Intensity kg CO ₂ e/kg MS | 12 | 11.8 | 11.5 | 11.1 | 12.1 | 11.5 |
| | N conversion efficiency | 24% | 25% | 25% | 27% | 28% | 29% |
| Infrastructure | Cowshed | 36 Rot | 36 Rot | 36 Rot | 36 Rot | 36 Rot | 36 Rot |
| | Feed infrastructure | NIL | NIL | NIL | NIL | NIL | NIL |
| | Herd BW/PW | 112/135 | 119/153 | 159/186 | 171/197 | 215/255 | 253/306 |
| | Effluent storage | New lined pond | 3000m ³ | 3000m ³ | 3000m ³ | 3000m ³ | 3000m ³ |
| | Amount of farm effluent is applied to | 51 ha 34% | 51 ha 34% | 51 ha 34% | 41 ha 28% | 52 ha 36% | 52 ha 37% |

1.0 BUSINESS HEALTH



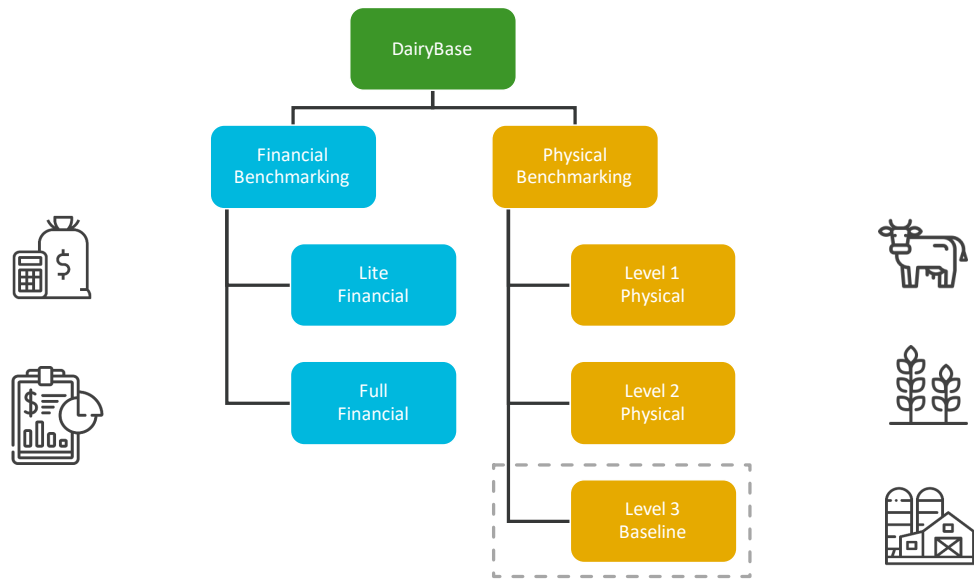
“Measurement is the first step that leads to control and eventually to improvement. If you can’t measure something, you can’t understand it. If you can’t understand it, you can’t control it. If you can’t control it, you can’t improve it.”

- H. James Harrington

American author, engineer, entrepreneur, and consultant in performance improvement

Dairynz 

What is unique about DairyBase?



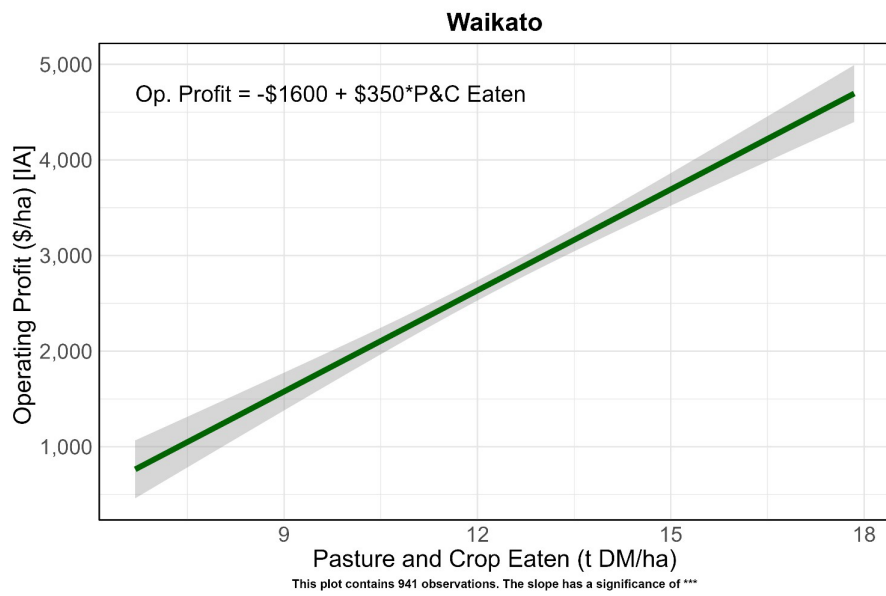
Dairynz

WAIKATO Fifteen Years of DairyBase Analysis 2008-2022

Ranked by RoA →

| | 15-years-average milk price seasons | | | Top third milk price seasons | | | Bottom third milk price seasons | | |
|---------------------------------|-------------------------------------|-----------|---------|------------------------------|-----------|---------|---------------------------------|-----------|---------|
| | Top 25% | Other 75% | P-value | Top 25% | Other 75% | P-value | Top 25% | Other 75% | P-value |
| Operating Expenses (\$/kgMS) | 5.24 | 6.26 | *** | 5.58 | 6.58 | *** | 4.96 | 6.13 | *** |
| Operating Profit (\$/ha) | 3,889 | 2,305 | *** | 4,481 | 3,033 | *** | 2,488 | 1,250 | *** |
| Operating Return on Assets (%) | 6.8 | 3.3 | *** | 7.9 | 4.3 | *** | 4.8 | 1.8 | *** |
| Milksolids (kgMS/Cow) | 397 | 358 | *** | 357 | 335 | *** | 399 | 377 | *** |
| Milksolids (kgMS/ha) | 1,159 | 1,066 | *** | 1,056 | 982 | *** | 1,178 | 1,112 | *** |
| Imported Feed (kgDM/ha) | 1,900 | 2,126 | NS | 1,680 | 1,662 | NS | 1,828 | 2,167 | NS |
| Pasture & Crop Harvested (t/ha) | 13.5 | 12.3 | *** | 12.9 | 11.9 | *** | 13.8 | 12.5 | *** |
| Stocking Rate | 3.0 | 3.0 | *** | 3.1 | 3.0 | NS | 3.1 | 3.0 | ** |

Fifteen Years of DairyBase Analysis 2008 -2022

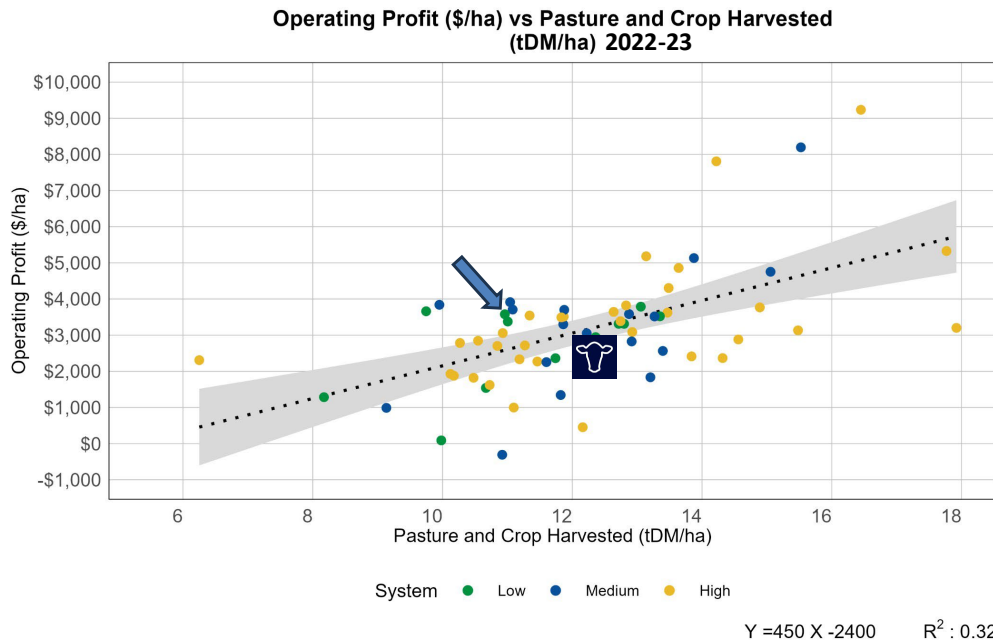


On average, Operating Profit is \$350/ha higher for each extra tonne of Pasture and Crop Eaten.

7

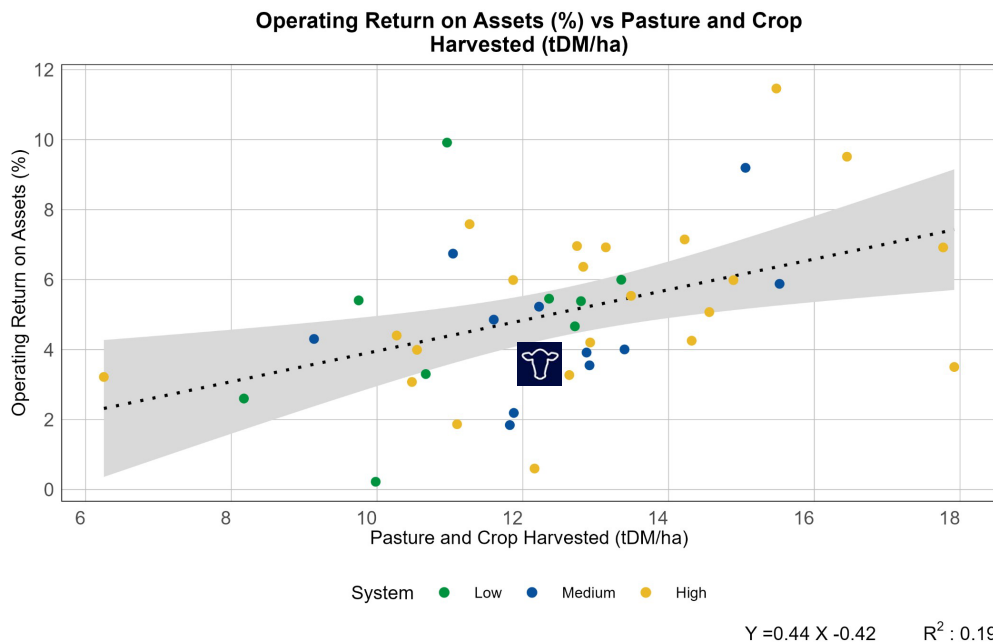
Waikato
Owner-Operators
2022-2023





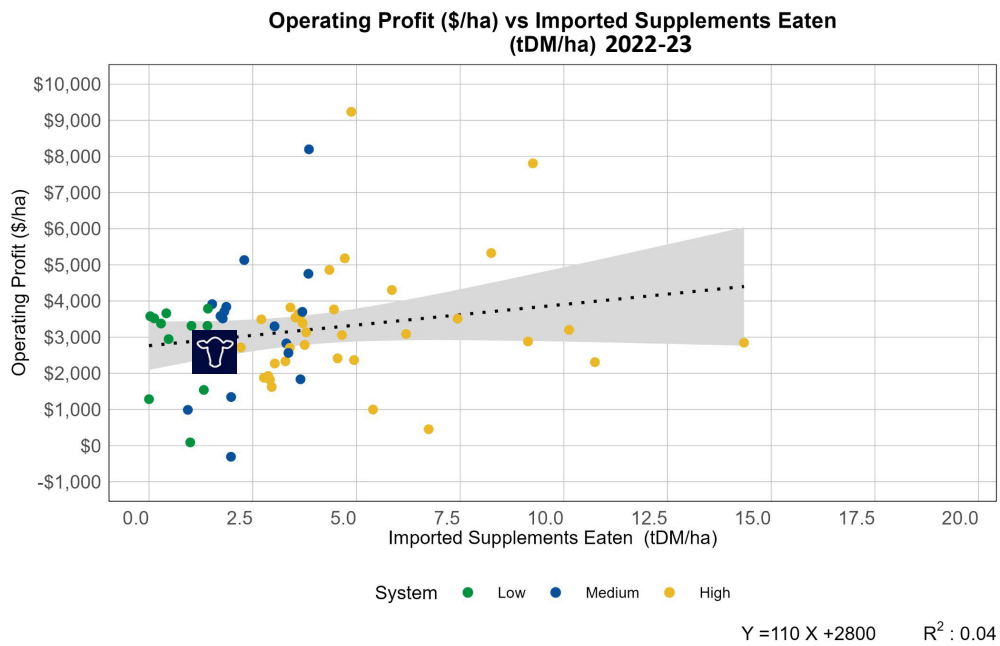
The slope of the line shows a moderate relationship of \$450/ha of extra Operating Profit for every one tonne of Pasture and Crop Harvested.

11



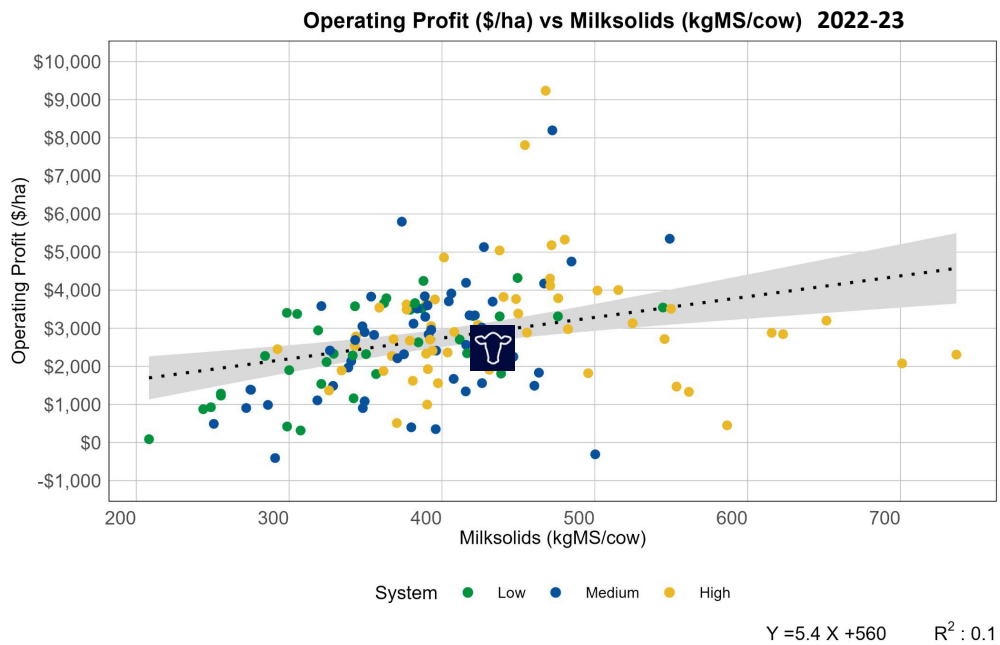
A weaker relationship exists compared to the previous graph (Operating profit vs pasture and crop harvested) because more expensive land generally grows more pasture.

12



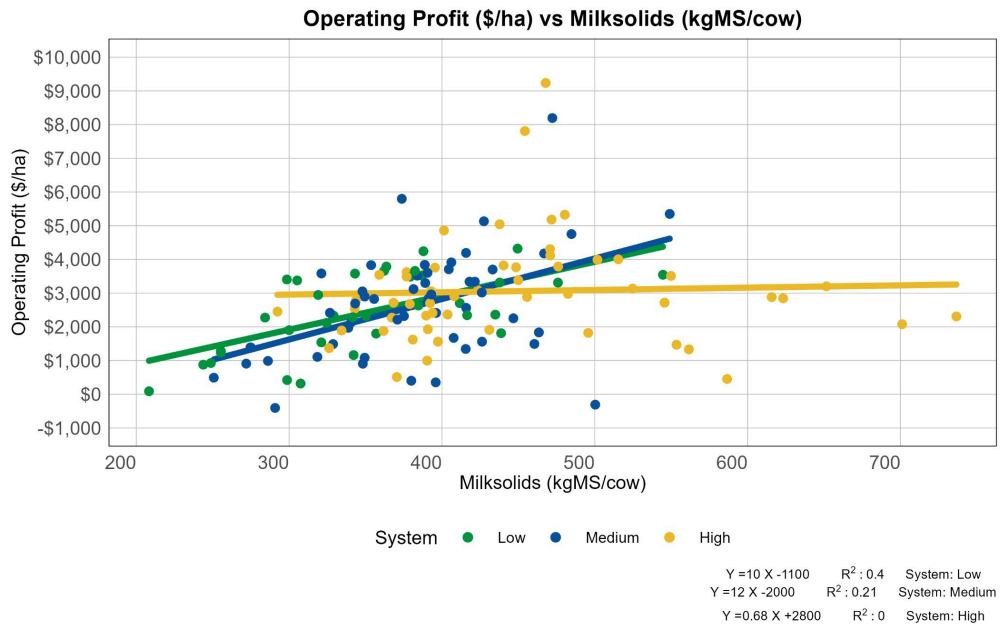
There is no relationship between Imported Supplements per Hectare and Operating Profit per Hectare.

13



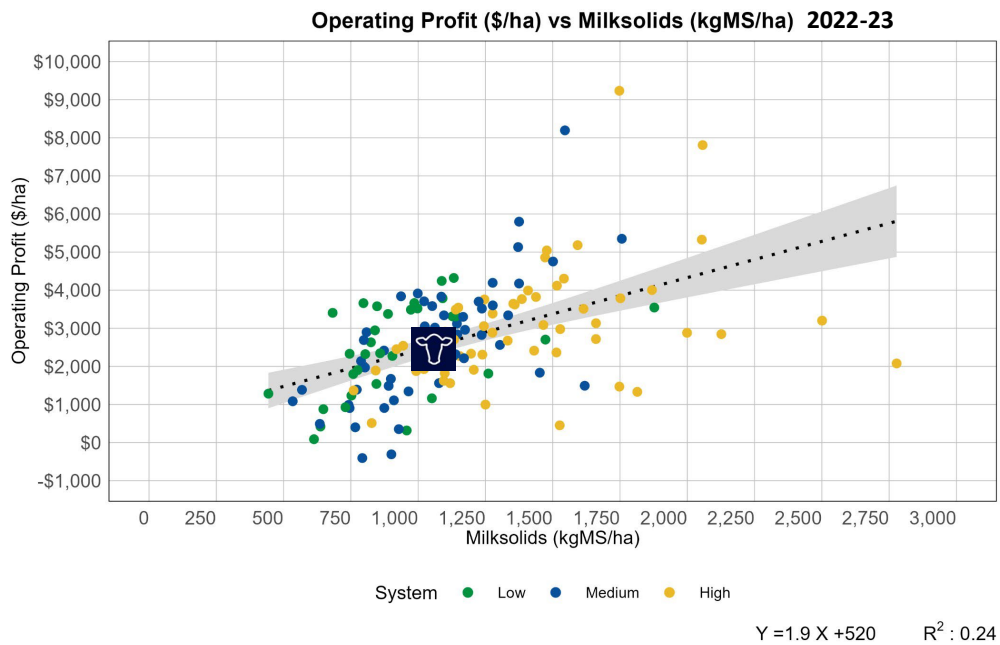
Only 10% of the variation in Operating Profit per Hectare can be explained by Milksolids per Cow.

14



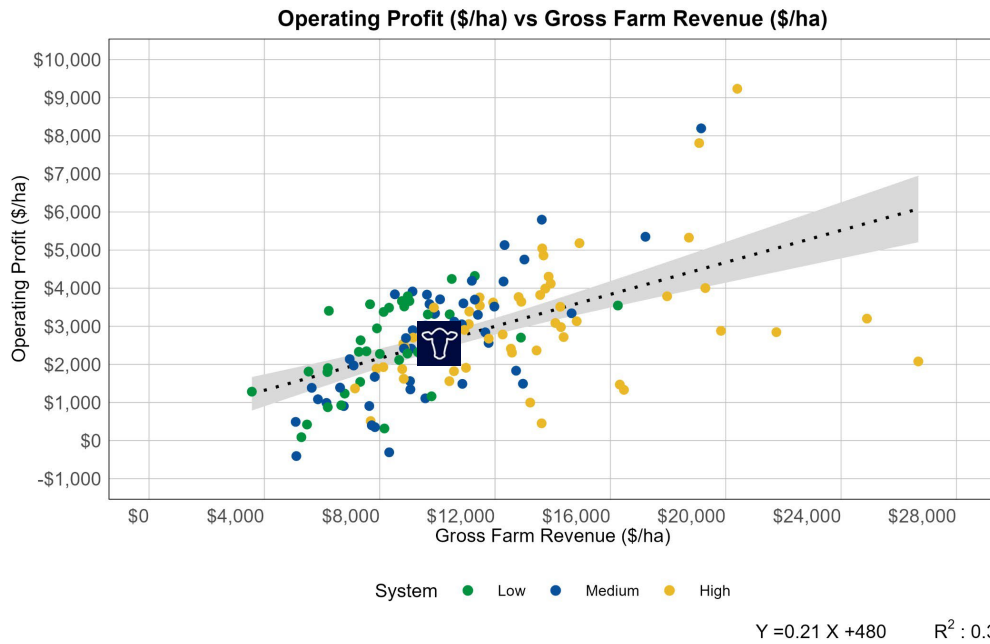
However, there is a relationship between Milksolids per Cow and Operating Profit per Hectare for low and medium input farms (40% & 21% respectively) but no relationship for high input farms.

15



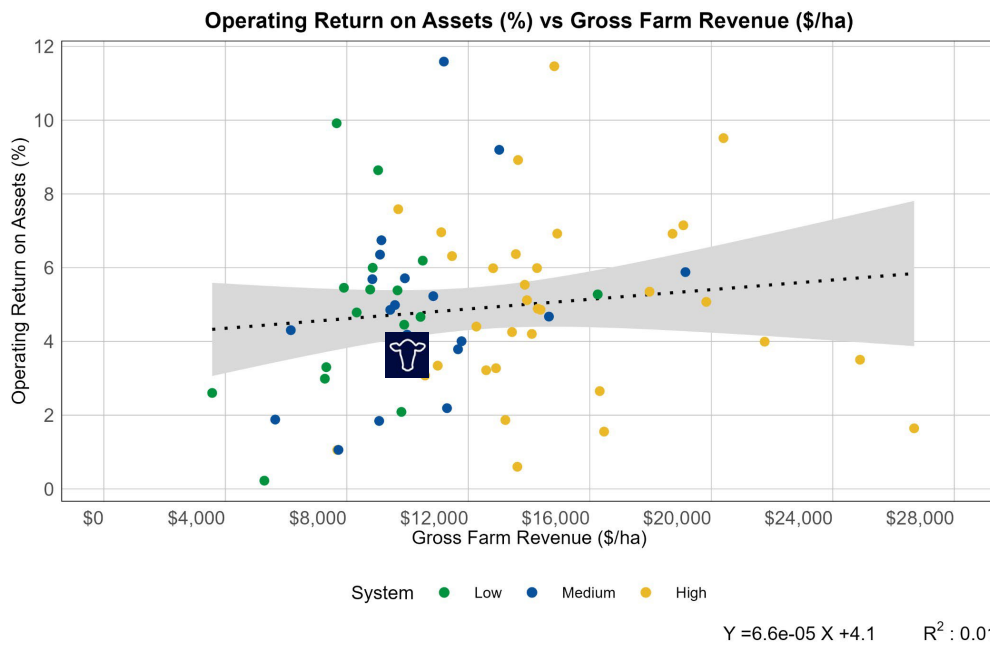
Milk production per hectare explains 24% of the variation in Operating Profit per Hectare indicating a moderate relationship.

16



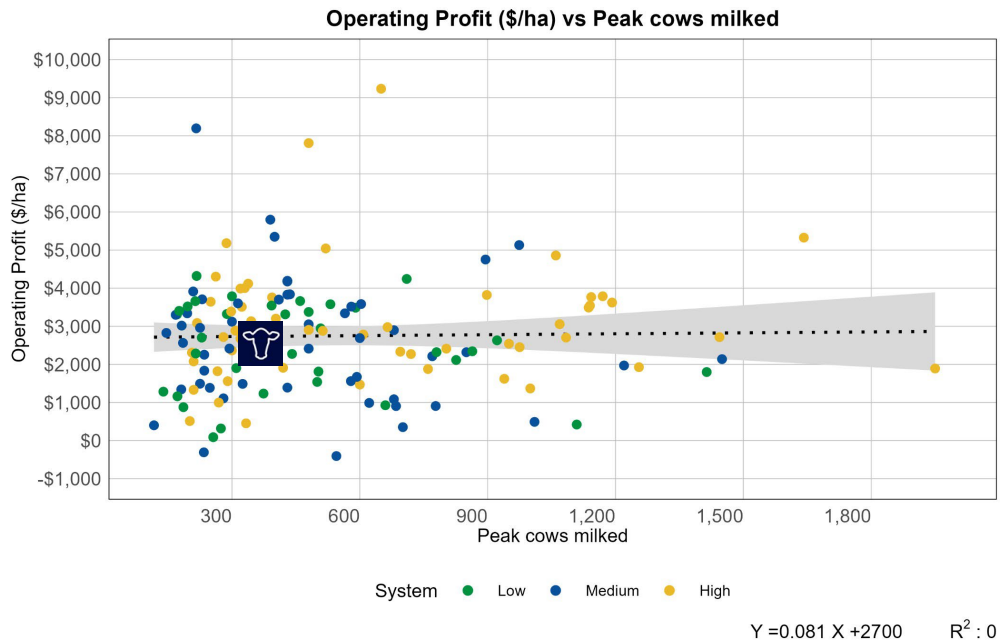
There is a moderate relationship between Gross Farm Revenue per Hectare and Operating Profit per Hectare, which may indicate the impact of higher stock sales on profit as well as milk income.

17



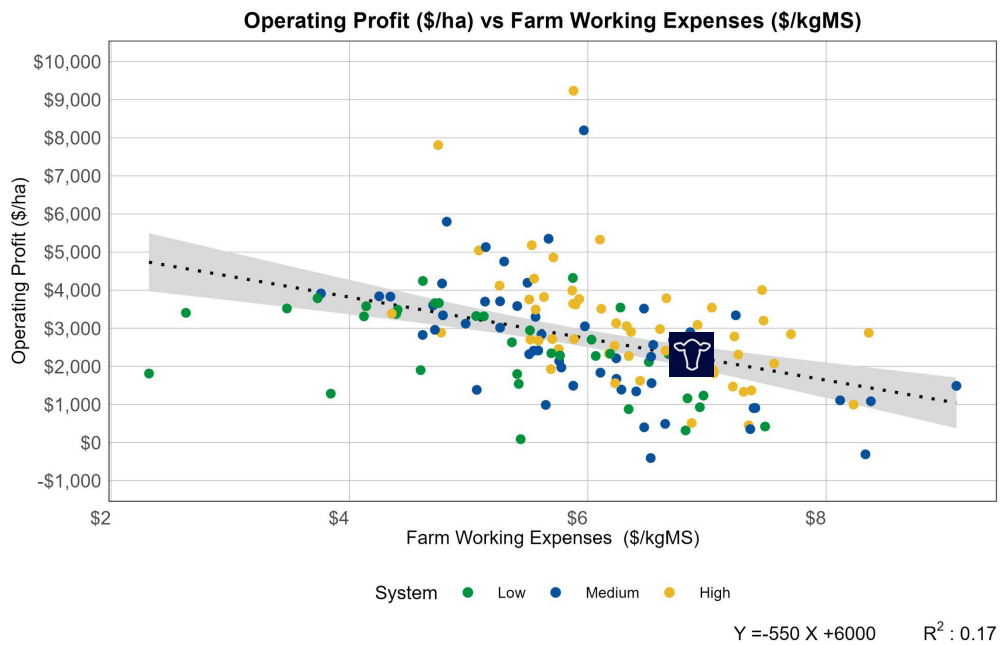
However, when accounting for assets values (predominantly land) there is no relationship between Gross Farm Revenue and Operating Return on Assets. To grow your business, you don't need to be on the highest value land.

18



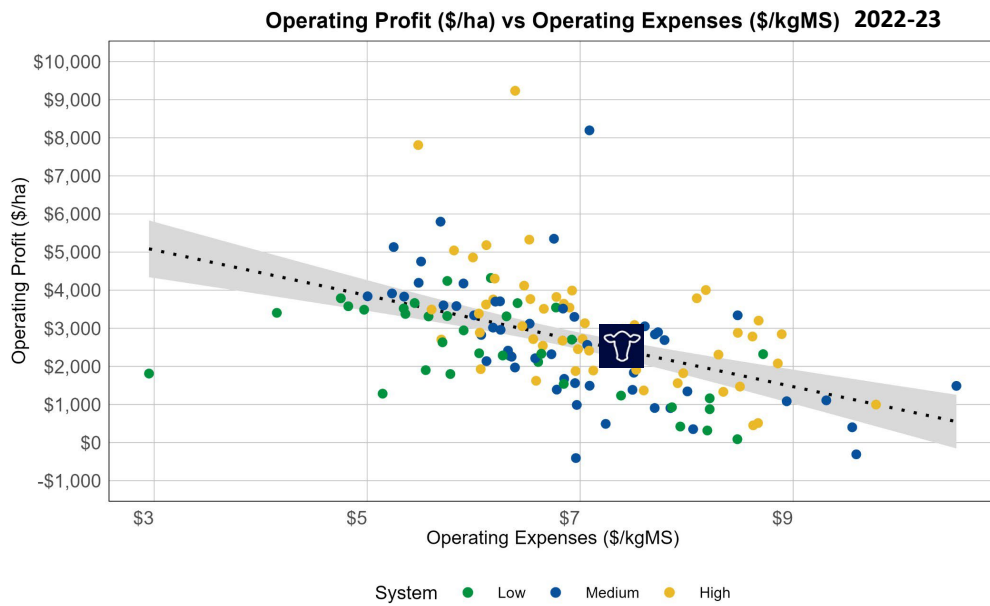
There is no correlation between herd size and Operating Profit per Hectare indicating that, on average, economies of scale does not hold true for New Zealand dairy farms.

19



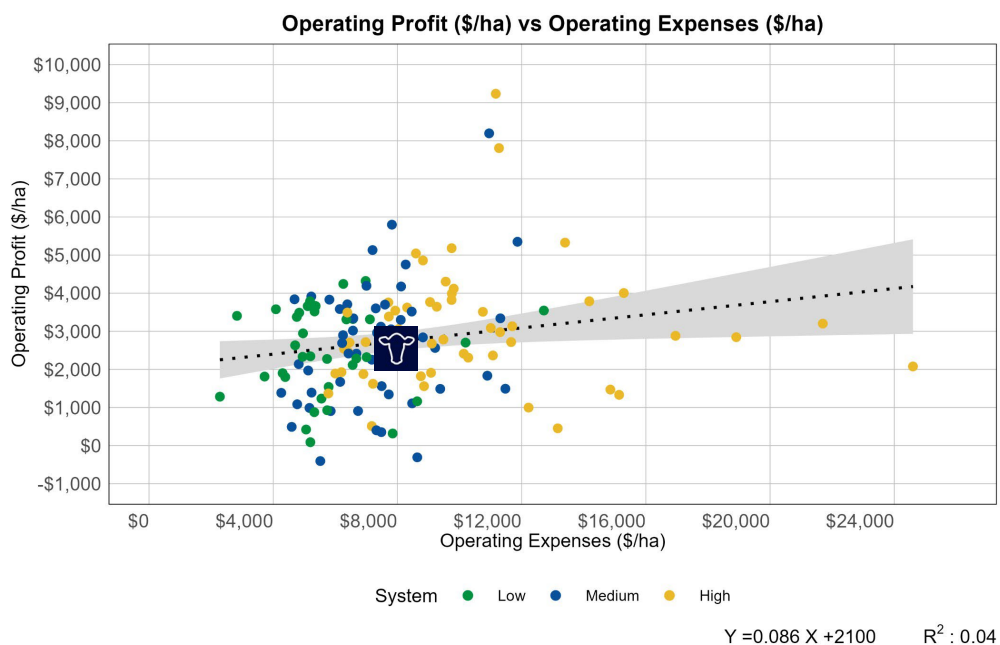
There is a weak 17% correlation between Farm Working Expenses per kg Milk solids and Operating Profit per Hectare.

20



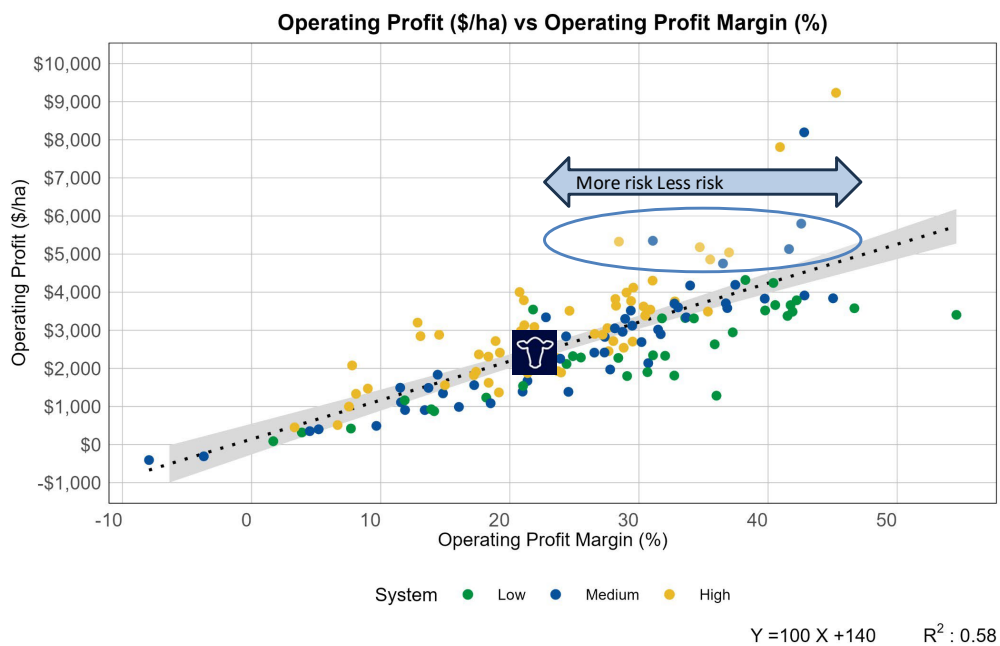
The relationship strengthens to 23% between Operating Expenses per kg Milk solids and Operating Profit per Hectare, likely due to the inclusion adjustments such as family labour, support blocks and depreciation. The line slope represents an extra \$600/ha profit for each \$1/kgMS drop in expenses.

21



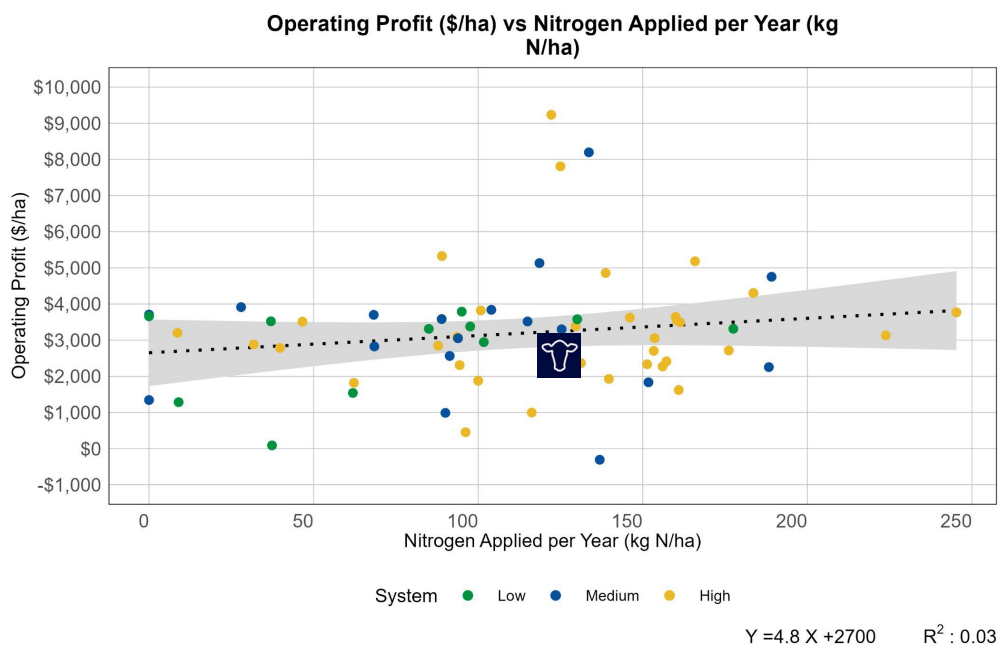
There is no relationship between Operating Profit per Hectare and Operating Expenses per Hectare.

23



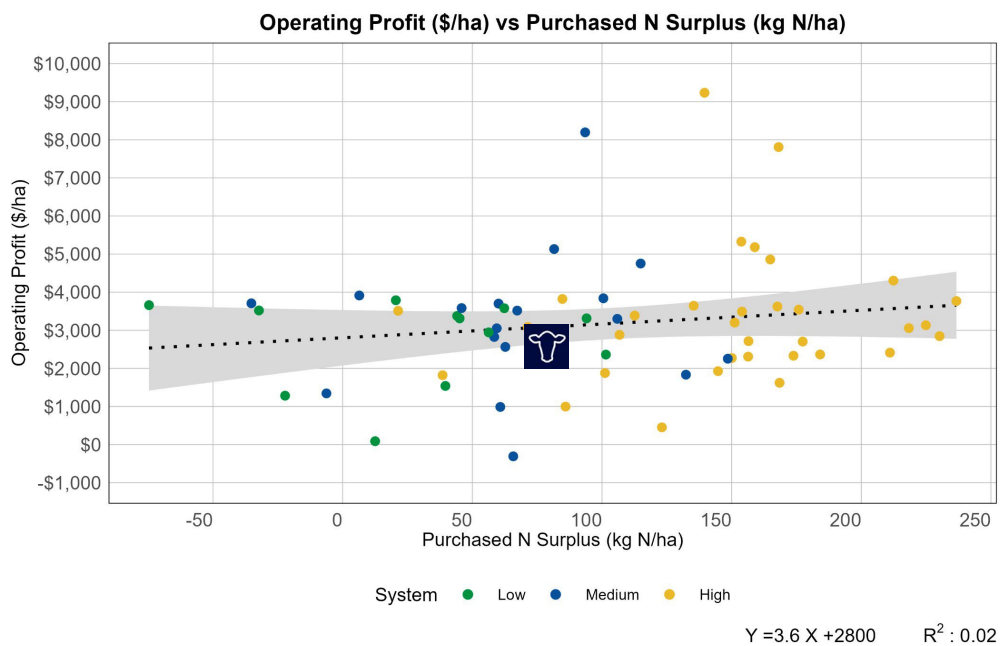
Operating Profit Margin (Operating Profit/Gross Farm Revenue X 100) is a measure of risk, the higher the margin the more robust the business. There is a wide range in profit margins at every profit level.

24



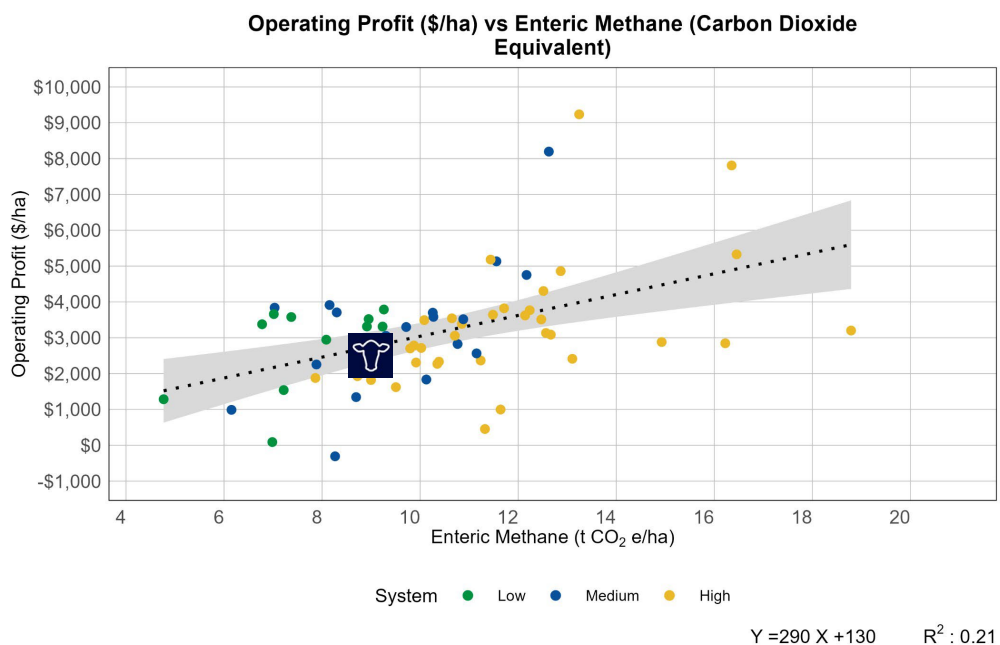
There is no relationship between Nitrogen Applied per Hectare and Operating Profit per Hectare. One factor may include high urea prices coinciding with falling milk price. Under controlled trial situations there is a positive response, all else being kept constant.

25



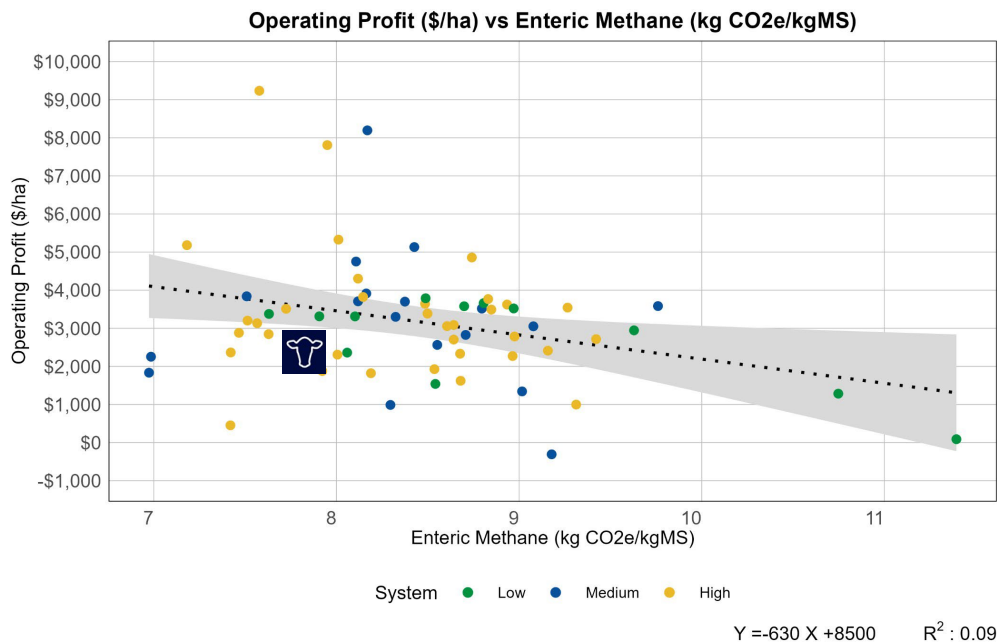
There is no relationship between Purchased N Surplus and Operating Profit per Hectare.

26



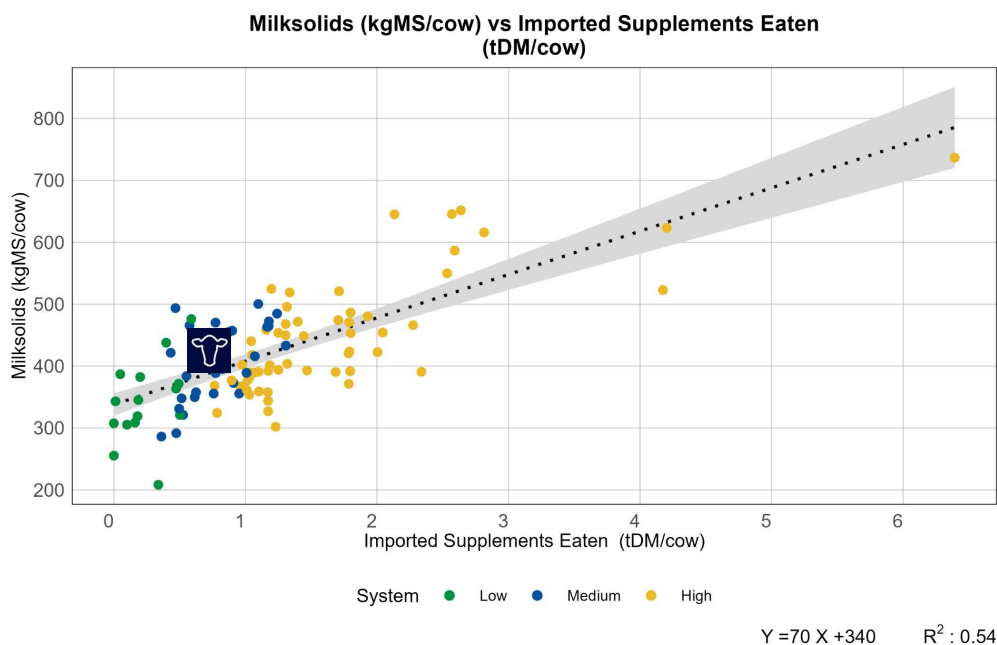
There is a moderate relationship of 21% between Enteric Methane per Hectare and Operating Profit per Hectare. Given the spread of farms horizontally, there may be options to reduce methane and maintain profit on some farms.

27



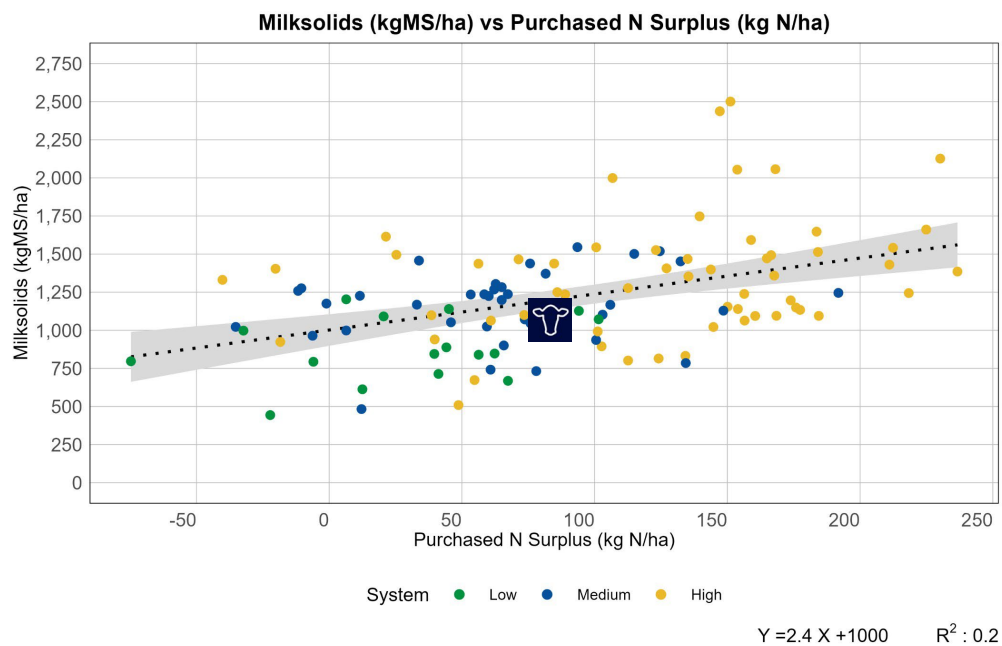
A weak relationship of 9% that exists between Enteric Methane per kg Milk solids and Operating Profit per Hectare.

28



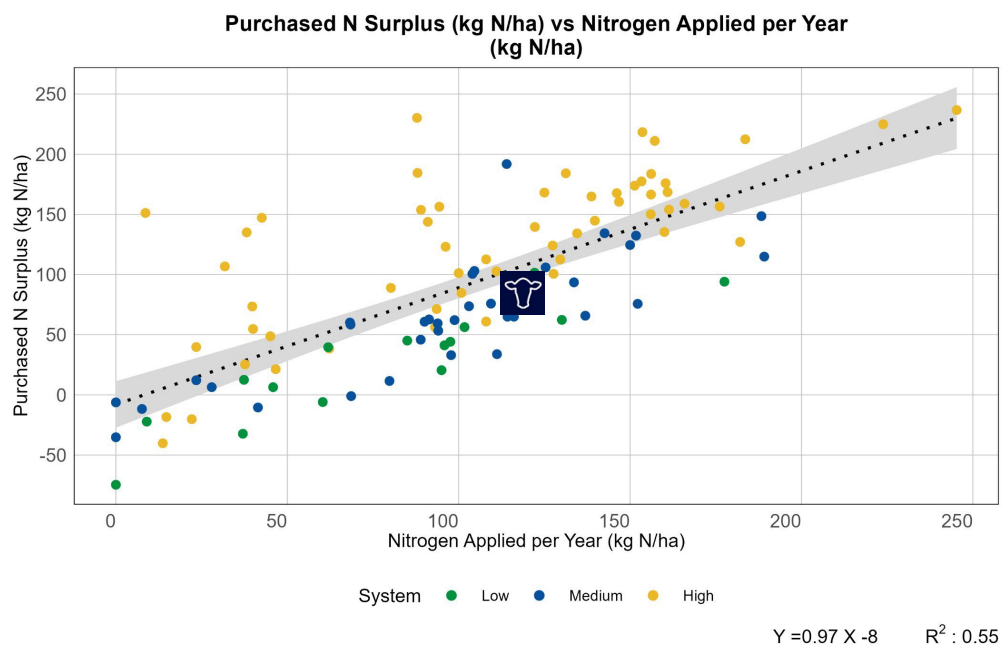
There is a strong 54% relationship indicating for every 1 tonne of Imported Supplements Eaten per Cow, Milk solids per Cow increases by 70kg. Or a milk solids response of 70g MS/kg DMeaten.

29



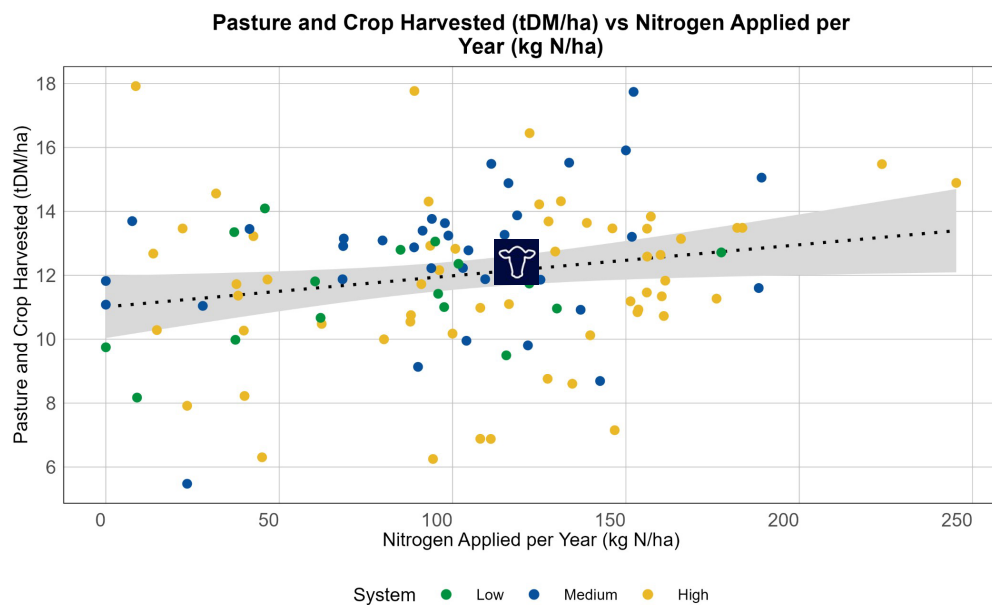
20% of the variation in Milksolids per Hectare can be explained by Purchased N Surplus per Hectare.

30



Nitrogen Applied per Hectare is strongly correlated to Purchased N Surplus per Hectare. There is approximately a 1:1 relationship indicating on average for every 1kg less N Applied, Purchased N Surplus is 1 kg less.

31



$$Y = 0.0097 X + 11 \quad R^2 : 0.04$$

The regional data shows no relationship between nitrogen applied/ha and pasture and crop harvested however under a controlled trial situation a 10:1 response has been shown, tapering off at higher N levels.

32

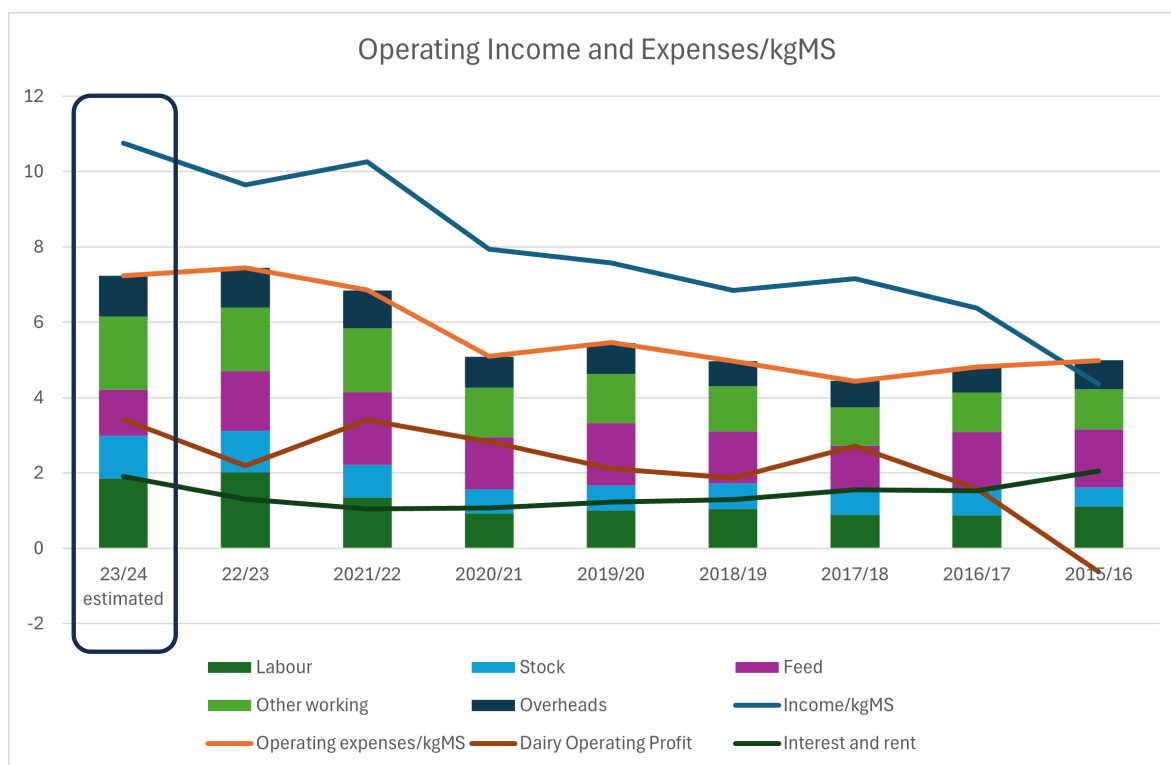
Notes:



Business Health







| | PRIMARY KPI | OWL FARM TARGET | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 | 2017/18 |
|---|--------------------------|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| ① | Farm Working Expenses | \$4.70/kgMS - via DairyBase | \$6.81 | \$6.30 | \$4.60 | \$4.96 | \$4.66 | \$4.20 |
| ② | Op profit/ha (eff dairy) | > top 20% - via DairyBase | \$2362 vs \$4550 | \$3886 vs \$6950 | \$3482 vs \$4820 | \$2405 vs \$4395 | \$2147 vs \$3533 | \$3096 vs \$4379 |
| ③ | ROA | 6% - via DairyBase | 3% | 5.50% | 5.00% | 3.40% | 3.10% | 4.40% |

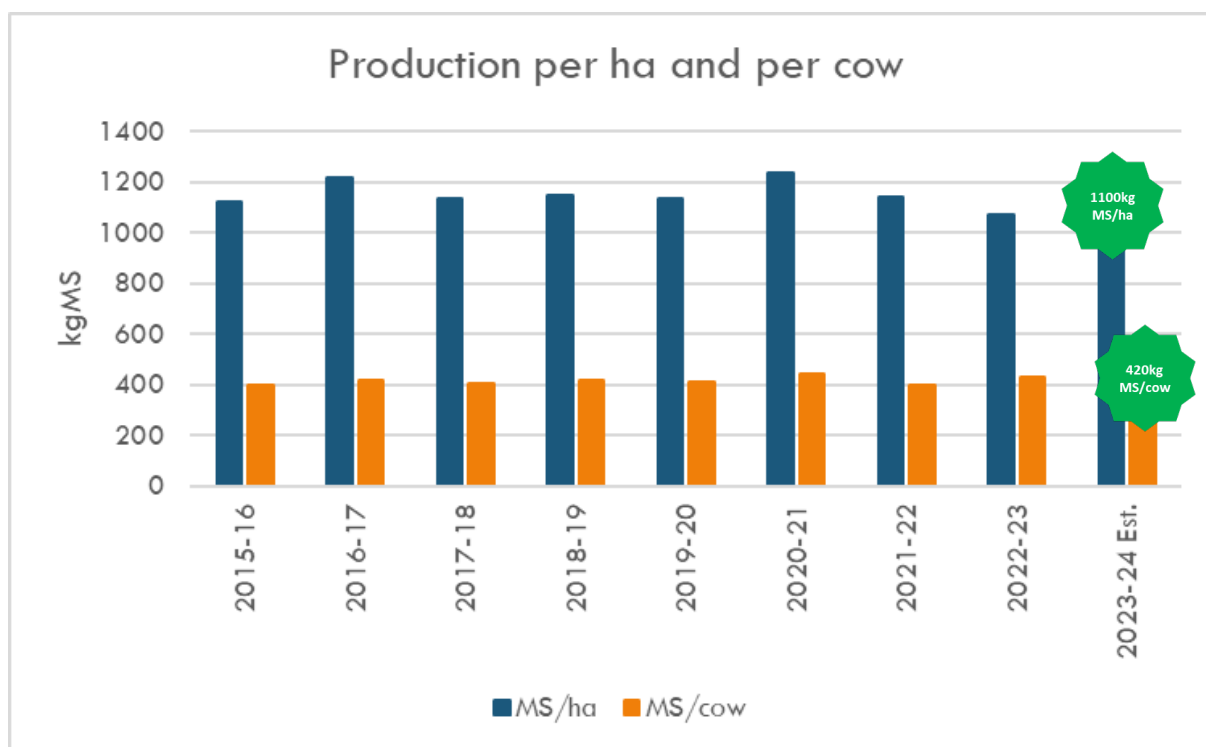


Notes:

Graphic 1.1: Cashflow for 2023/24 season to end of March

|  OWL FARM Providing knowledge. <small>ST PETER'S SCHOOL & LINCOLN UNIVERSITY DEMONSTRATION DAIRY FARM</small> | |  St Peter's Cambridge <small>UNIVERSITY</small> |  LINCOLN UNIVERSITY <small>10 MARKET GARDENS • LINCOLN</small> |  | | | |
|---|--------------------|--|---|---|------------------------------|-------|--|
| | YTD Total | YTD Budget | YTD Variance | Actual to Mar + Updated Apr-May | Original Full Year Budget | Notes | |
| Milksolids KG | 134,716 | 141,214 | 6,498 | 142,368 | 148,866 | 1 | Updated Farmax files predict 146,000 kgMS |
| Total Milk Receipts | (1,103,620) | (1,075,168) | 28,452 | (1,198,487) | (1,257,752) | 2 | Updated 27/2/24 to \$6.45 advance rate |
| Dividends Received | (186,797) | (122,867) | 63,930 | (205,413) | (141,483) | 3 | \$93k Fonterra, \$10k LIC, \$74k Fonterra received |
| All Cattle Sales | (68,975) | (100,260) | (31,285) | (68,975) | (107,360) | 4 | 25 capital stock budgeted for Sept will now be sold as culls due to delays in subdivision progress |
| All other Income | (52,114) | (39,000) | 13,114 | (59,914) | (46,800) | 5 | Includes \$17k for Kawasaki Insurance payout |
| Total Income | (1,411,506) | (1,337,295) | 74,211 | (1,532,789) | (1,553,395) | 6 | |
| Wages | 234,137 | 183,995 | (50,142) | 263,256 | 213,114 | 7 | Salaries \$48k over budget. Relief to support the farm team for Tony's days off. Tractor training \$1.3k. 3 weeks leave for Tom covered by Bevan + 4 weeks to catchup on work and support Tony. 1 week AL paid out to Tony |
| Animal Health | 38,657 | 31,940 | (6,717) | 46,367 | 39,650 | 8 | Stock health is \$7k over budget |
| Breeding & Herd Improvement | 68,204 | 75,861 | 7,657 | 75,526 | 83,183 | 9 | Saving \$5k without heifer sexed semen, saving on wearables \$8k |
| Farm dairy | 5,473 | 5,400 | (73) | 5,713 | 5,640 | 10 | |
| Electricity | 20,844 | 21,000 | 156 | 22,744 | 22,900 | 11 | |
| Silage made | 18,650 | 33,100 | 14,450 | 18,650 | 23,250 | 12 | Expecting further invoices in April for silage |
| Supplements purchased | 43,529 | 32,000 | (11,529) | 43,529 | 36,800 | 13 | Contract PK 90t @ \$293/t budgeted to start in July. 15t PK purchased spot price of \$383/t non budgeted. No forage budgeted \$11k spent on purchased hay and silage bales for spring. Dec PKE is a book value |
| Calf rearing | 40,626 | 21,100 | (19,526) | 40,626 | 21,100 | 14 | Calves have required more formula due to more replacements kept earlier in the season. Mismatched to stored colostrum. \$3.6k overspent in health the rest in CMR |
| Young & dry stock grazing | 55,032 | 58,060 | 3,028 | 66,644 | 69,672 | 15 | |
| Fertiliser (incl. N) | 50,298 | 51,181 | 883 | 65,429 | 66,312 | 16 | Includes \$9k of crop fertiliser budgeted in crop costs |
| Regrassing & cropping | 41,157 | 40,201 | (956) | 45,907 | 44,951 | 17 | Waiting for drill invoices for March |
| Weed and pest | 8,152 | 9,600 | 1,448 | 10,152 | 8,600 | 18 | |
| Planting | 1,202 | 10,200 | 8,998 | 1,202 | 10,200 | 19 | Delayed expenditure for the year |
| Effluent spreading | 13,232 | 3,500 | (9,732) | 13,732 | 4,000 | 20 | Unbudgeted. Effluent spreading required due to rainfall and pond levels. AgFirst effluent specialist \$1.8k |
| Vehicles - Fuel and R&M | 19,473 | 13,500 | (5,973) | 22,173 | 16,200 | 21 | Windowscreen and puncture repairs to side by side. |
| R&M (land,buildings, plant, machinery) | 82,696 | 76,100 | (6,596) | 87,296 | 80,700 | 22 | Yard entrance and races completed \$32k vs \$30k budget. Water \$4.2k to relocate water line from under the shed due to leaks - unbudgeted. |
| Freight and general farm expenses | 40,668 | 43,920 | 3,252 | 48,108 | 51,360 | 23 | Water charges are \$7k lower due to upgrades. Freight, cartage and uniform all over budget |
| Administration | 16,174 | 16,606 | 432 | 18,922 | 19,354 | 24 | |
| Rates, Insurance, ACC | 27,234 | 25,996 | (1,238) | 37,734 | 36,496 | 25 | |
| CASH Farm Working Expenses | 825,438 | 753,260 | (72,178) | 933,710 | 853,482 | 26 | |
| Surplus before Finance charges | (586,068) | (584,034) | 2,034 | (599,079) | (699,913) | 27 | |
| Lease Land on Milking Platform | 44,848 | 51,260 | 6,412 | 55,100 | 61,512 | 28 | |
| Interest - Farm Loan | 181,510 | 129,032 | (52,478) | 215,510 | 118,564 | 29 | Interest has been charged on 90 day bill rate and adjusted for farm land area changes. |
| Depreciation | 81,548 | 76,450 | (5,098) | 96,838 | 91,740 | 30 | Depreciation estimate for Jan/Feb/Mar |
| Total Financial Charges | 307,905 | 256,742 | (51,163) | 367,447 | 271,816 | 31 | |
| Principal | 150,000 | 150,000 | - | 180,000 | 180,000 | 32 | |
| Capital Expenditure | 18,716 | 27,000 | 8,284 | 46,216 | 17,000 | 33 | 2 new farmbikes in June. Budget includes tractor trailer (\$17.5k), side by side replacement (\$10k) and calf trailer (\$10k) |
| Surplus After Finance charges, Principal and CAPEX | (109,446) | (150,292) | (40,846) | (5,415) | (231,097) | 34 | |

Notes:



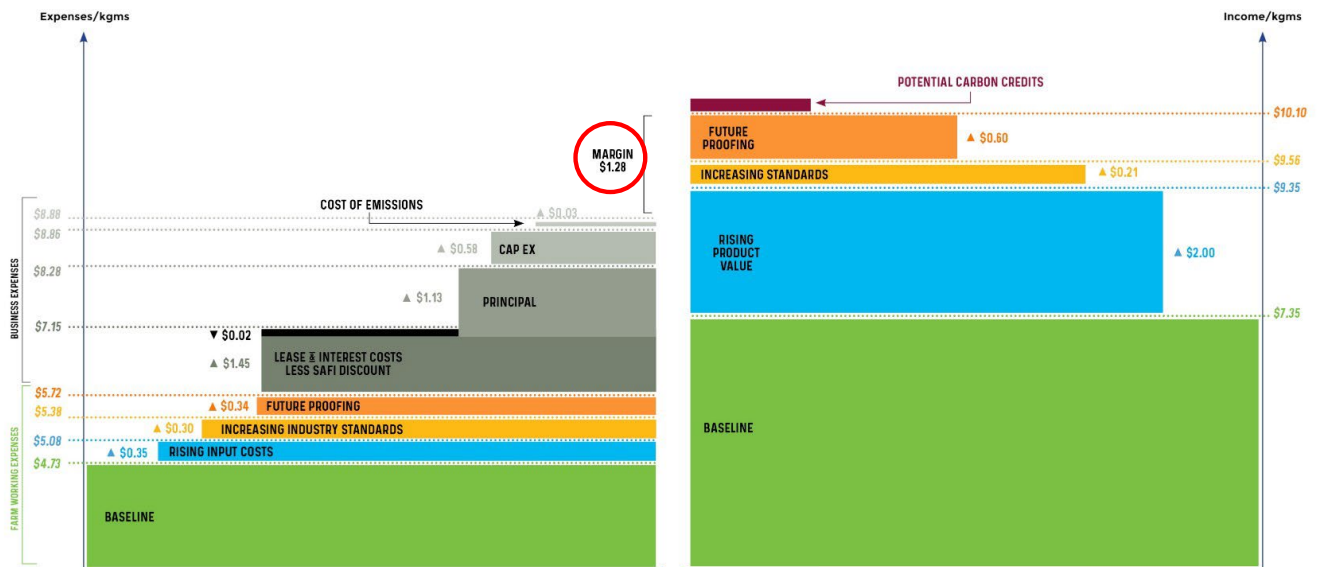
Notes:

Graphic 1.2: Budget for 2024/25 season

| | 24/25 Budget | per kgMS | Actual to Mar + Updated Apr- May | 22/23 Actual | 21/22 Actual | 20/21 Actual |
|---|--------------------|---------------|--|--------------------|--------------------|--------------------|
| Milksolids KG | 140,700 | 1.00 | 142,368 | 154,062 | 164,163 | 178,125 |
| Total Milk Receipts | (1,089,564) | (7.74) | (1,198,487) | (1,316,295) | (1,503,591) | (1,307,449) |
| Dividends Received | (47,933) | (0.34) | (205,413) | (57,796) | (51,382) | (26,398) |
| All Cattle Sales | (101,540) | (0.72) | (68,975) | (130,046) | (161,483) | (92,406) |
| All other Income | (15,600) | (0.11) | (59,914) | (45,220) | (47,643) | (43,287) |
| Total Income | (1,254,637) | (8.92) | (1,532,789) | (1,549,357) | (1,764,099) | (1,469,540) |
| Wages | 226,214 | 1.61 | 263,256 | 298,086 | 221,530 | 166,406 |
| Animal Health | 47,800 | 0.34 | 46,367 | 52,248 | 48,223 | 51,485 |
| Breeding & Herd Improvement | 77,400 | 0.55 | 72,686 | 84,947 | 72,366 | 44,104 |
| Farm dairy | 5,740 | 0.04 | 5,713 | 2,591 | 7,570 | 2,433 |
| Electricity | 23,200 | 0.16 | 22,744 | 23,953 | 14,226 | 12,641 |
| Silage made | 28,580 | 0.20 | 18,650 | 28,150 | 21,544 | 20,403 |
| Supplements purchased | 36,800 | 0.26 | 43,529 | 106,414 | 159,466 | 132,796 |
| Calf rearing | 25,722 | 0.18 | 40,626 | 22,527 | 29,310 | 13,491 |
| Young & dry stock grazing | 70,000 | 0.50 | 66,644 | 67,682 | 71,957 | 60,877 |
| Fertiliser (incl. N) | 51,440 | 0.37 | 65,429 | 79,867 | 83,073 | 74,253 |
| Regrassing & cropping | 50,350 | 0.36 | 37,358 | 46,274 | 53,792 | 41,627 |
| Weed and pest | 10,400 | 0.07 | 10,152 | 8,733 | 10,114 | 644 |
| Planting | 2,300 | 0.02 | 1,202 | 9,763 | 11,918 | 5,817 |
| Effluent spreading | 4,000 | 0.03 | 13,732 | 9,937 | 16,233 | 13,658 |
| Vehicles - Fuel and R&M | 21,600 | 0.15 | 22,173 | 32,545 | 38,528 | 31,439 |
| R&M (land, buildings, plant, machinery) | 46,600 | 0.33 | 79,389 | 95,943 | 78,216 | 80,032 |
| Freight and general farm expenses | 45,060 | 0.32 | 48,108 | 49,956 | 54,445 | 50,077 |
| Administration | 20,263 | 0.14 | 18,922 | 19,277 | 16,292 | 17,320 |
| Rates, Insurance, ACC | 47,484 | 0.34 | 37,734 | 11,693 | 18,286 | 30,542 |
| CASH Farm Working Expenses | 840,953 | 5.98 | 914,414 | 1,050,586 | 1,027,091 | 850,045 |
| Surplus before Finance charges | (413,684) | (2.94) | (618,375) | (498,771) | (737,008) | (619,495) |
| Lease Land on Milking Platform | 68,168 | 0.48 | 55,100 | 54,042 | 58,877 | 52,543 |
| Interest - Farm Loan | 118,500 | 0.84 | 215,510 | 148,437 | 113,522 | 138,769 |
| Depreciation | 92,784 | 0.66 | 96,838 | 96,562 | 90,899 | 91,338 |
| Total Financial Charges | 279,452 | 1.99 | 367,447 | 299,041 | 263,298 | 282,649 |
| Principal | - | - | 180,000 | 95,000 | 180,000 | 180,000 |
| Cost of emmissions | - | - | - | - | - | - |
| Capital Expenditure | 101,400 | 0.72 | 46,216 | 141,366 | 22,813 | 39,800 |
| Surplus After Finance charges | (32,832) | (0.23) | (24,712) | 36,636 | (270,897) | (117,046) |
| FWE/kgMS - target \$4.70 | \$5.98 | | \$6.42 | | \$6.26 | \$4.77 |

Notes:

| | | | |
|--|---|---------------------|-----------------|
| | | | |
| Notes | | 24/25 Budget | per kgMS |
| Milk solids production target 140,700 kgMS on 118.8ha from 335 cows | Milksolids KG | 140,700 | 1.00 |
| 335 cows @ 420kgMS/cow. Retro will be on 145,000 kgMS x \$1.25 (less milk quality adj.) and \$6.45 advance on 140,700 kgMS (as per Fonterra payment estimator). | Total Milk Receipts | (1,089,564) | (7.74) |
| Budget on 20c/kgMS Fonterra dividend on shares of 186,165 paid in Nov and April. LIC dividend same as 2023 paid August | Dividends Received | (47,933) | (0.34) |
| 37 Charolais heifer @ \$100, 37 Charolais bull @ \$140, 30 x 4-day old performance beef @ \$100, 32 Performance beef sold at 110kg @ \$600, 27 performance beef sold at 250kg @ \$800, 83 bobbies @ \$28. 65 culls @ \$700 | All Cattle Sales | (101,540) | (0.72) |
| | All other Income | (15,600) | (0.11) |
| | Total Income | (1,254,637) | (8.92) |
| Farm Mg (*0.8 FTE); 2 x FA @ \$60k TPV, Calf rearer and relief milking Jun-Aug \$40/hr 36hr/wk. Shay/Student relief milkers 8hr/wk to cover reduced work hours and provide student development. \$4000 to support ITO training for FA and conferences for Manager. Good to great project, gifts and staff lunches. | Wages | 226,214 | 1.61 |
| Whole herd Metrickcheck (Tony to Metrickcheck) and treat 20 cows @ \$41, Cidrs \$50/cow for 15% of herd. Reuse Cidr to do more cows. No tail paint or scratches. Average AH \$78/cow - Lepto vaccination @ \$3/cow, BVD @ \$4.40/cow, Zinc Heptahydrate (1 t left over from last season) \$1k, Metabolics \$600, penicillin \$2500, bloat treatment \$1800, BCS 5 x year (PSC, PSM, Dec, Feb, Apr) \$2680, Minerals MgO (1t from last season) MgCl (\$3500), Solutace Ca, Cu, CO, Se(\$2300) Ca (\$300). Calving vet visits x 10 @ \$250. Mastatest milk samples 30 @ \$25. Teat seal heifers. Cows under SCC 150 teat seal only. DCT for all others plus teatseal \$8k, 50 cows treated for mastitis @ \$30/cow plus pain relief \$20/cow | Animal Health | 47,800 | 0.34 |
| \$24,000 LIC semen (excludes heifers sexed semen), \$1950 PD for 500 tests @ \$3.90. 4 herd tests @ \$1326 av plus DNA sampling of 90 calves @ \$33/calf \$2970, tissue sampling packs \$370, BVD bulk test \$350. Halter \$10/cow/month for 3 years from Dec 2021. Contract up for renewal Jan 2025. Minda \$260/mth Jun-Feb, \$240/mth Feb- May. | Breeding & Herd Improvement | 77,400 | 0.55 |
| Machine test before each season. Change liners twice/yr and all other once. Shed chemicals as per FIL recommendations | Farm dairy | 5,740 | 0.04 |
| | Electricity | 23,200 | 0.16 |
| 40ha for 100tDM @ 22c/kgDM plus 80 bales @ \$45/bale and 5 ha of hay @ \$33/bale excluding stacking | Silage made | 28,580 | 0.20 |
| 80t (cows) 12t (calves) @ \$400/t including cartage | Supplements purchased | 36,800 | 0.26 |
| Bedding \$2k, mineral licks, \$13.7k for 150 bags of milk replacer, sterilisers. Lepto, BVD and 6 n 1 vaccination, total protein blood tests, dehorning, drench \$1k. Grower 20 - 6t @ \$1200/t bulk. | Calf rearing | 25,722 | 0.18 |
| 70R2 for 52 weeks @ \$17.50/hd/wk + \$40/hd bull mating, \$7.50/hd synchro fee, start fee \$18/hd + zinc bolus @ \$22/hd, BVD booster \$9.60/hd, Lepto booster \$4.40/hd, drench \$7/hd, Cu + B12 \$6.20/hd | Young & dry stock grazing | 70,000 | 0.50 |
| Aug Ammo 36, Sept SustaiN, Dec SustaiN, DAP for 20ha new grass, March SustaiN, April PhasedN+Se. N applied by farm team. Based on 2024 prices. Surephos. 18kg P for non-effluent + 50kg K, 16kgP for effluent. Based on 2023 prices. P applied by Weallans. | Fertiliser (incl. N) | 51,440 | 0.37 |
| 6.8ha turnip (\$1991/ha) and 5ha maize (\$3000/ha estimated). Maize harvest \$1623/ha. Includes fertiliser of \$9.7k. 5ha of annuals @ \$250/ha, 7ha of new grass @ \$850/ha, 22ha of undersowing \$250/ha if all lease land secured. Plantain spring broadcast \$1000 (20kg seed is in shed). | Regrassing & cropping | 50,350 | 0.36 |
| Shooting Pukeko and rabbits, trapping rats etc. Woolly nightshade, blackberry, gorse, datura, dockstar. | Weed and pest | 10,400 | 0.07 |
| MU6c wetland outlet (\$5.5 recommend delaying) and 14 replacement shade trees (\$700). Hedge cutting and storm damage. | Planting | 2,300 | 0.02 |
| Slurry not emptied from pond in 23/24 season. Due in 24/25 season. | Effluent spreading | 4,000 | 0.03 |
| Running 2 bikes plus ATV. Service cost on 1 tractor | Vehicles - Fuel and R&M | 21,600 | 0.15 |
| Re surface exposed races pdk 43 to 50. On-going maintainance to further reduce lameness. Digger work \$4k (pdk 48, drain from 54 to 47, drainage pdk 40, drain culvert behind 29) | R&M (land, buildings, plant, machinery) | 46,600 | 0.33 |
| Charged at \$1.47/m3 using 20,000m3/year. Down from 26,000m3 in previous years due to water line upgrades. | Freight and general farm expenses | 45,060 | 0.32 |
| | Administration | 20,263 | 0.14 |
| | Rates, Insurance, ACC | 47,484 | 0.34 |
| | CASH Farm Working Expenses | 840,953 | 5.98 |
| | Surplus before Finance charges | (413,684) | (2.94) |
| | Lease Land on Milking Platform | 68,168 | 0.48 |
| | Interest - Farm Loan | 118,500 | 0.84 |
| | Depreciation | 92,784 | 0.66 |
| | Total Financial Charges | 279,452 | 1.99 |
| | Principal | - | - |
| | Cost of emmissions | - | - |
| | Capital Expenditure | 101,400 | 0.72 |
| | Surplus After Finance charges | (32,832) | (0.23) |



Notes:

Rising input costs



Increasing standards



Future proofing



Notes:



Next Farm Focus Day

12 September 2024



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