OWL FARM

Providing knowledge.

ST PETER'S SCHOOL & LINCOLN UNIVERSITY
DEMONSTRATION DAIRY FARM

St. Peter's
CAMBRIDGE N. Z.

LINCOLN UNIVERSITY
TE WHARE WĀNAKA O AORAKI

FARM FOCUS DAY

Ballance agri-nutrients

DairyNZ

NEW ZEALAND FARM SOURCE
Fonterra
Dairy for life

PGG Wrightson Seeds


5

AGENDA

Time	Topic
10.30am	Owl Farm Wagon Wheel KPIs
10.40am	Quality Workplace – Good to Great project
11.10am	Preparing for the summer ahead using home-grown forages • Caring for crops • Feed management
12.10pm	Herd visit Update from mating
12.30pm	Cost of calves
1.00pm	LUNCH

2023/2024

OWL FARM
Providing knowledge.

St. Peter's CAMBRIDGE N. Z.
LINCOLN UNIVERSITY
TE WHARE WĀNAKA O AORAKI

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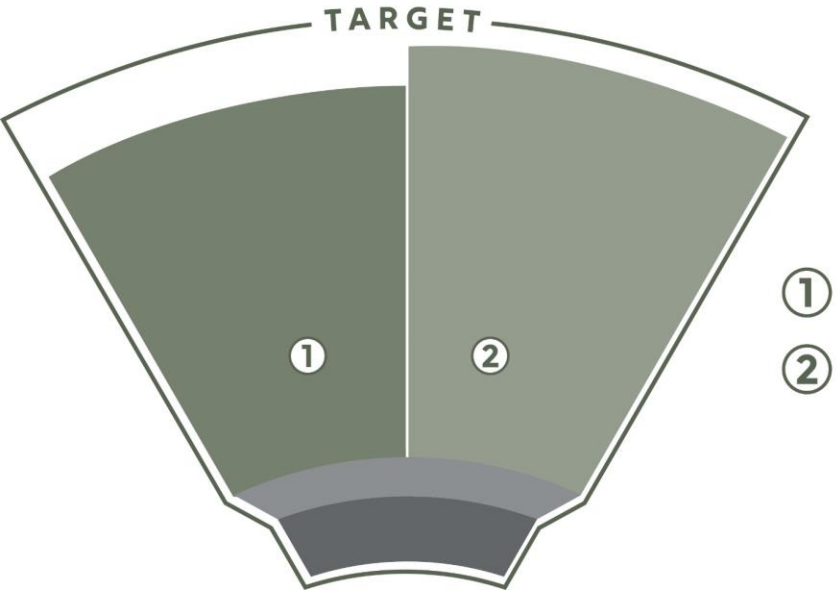
Quality Workplace KPIs

QUALITY WORKPLACE



	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1	Workplace 360	100%/100%/100%	100/87/76	100/68/53	100/79/63	100/79/63	-	-
2	Average hours worked/ week	45 hours/week/person	46.5	40.4	44.8	46.4	45	49

Quality Workplace KPIs

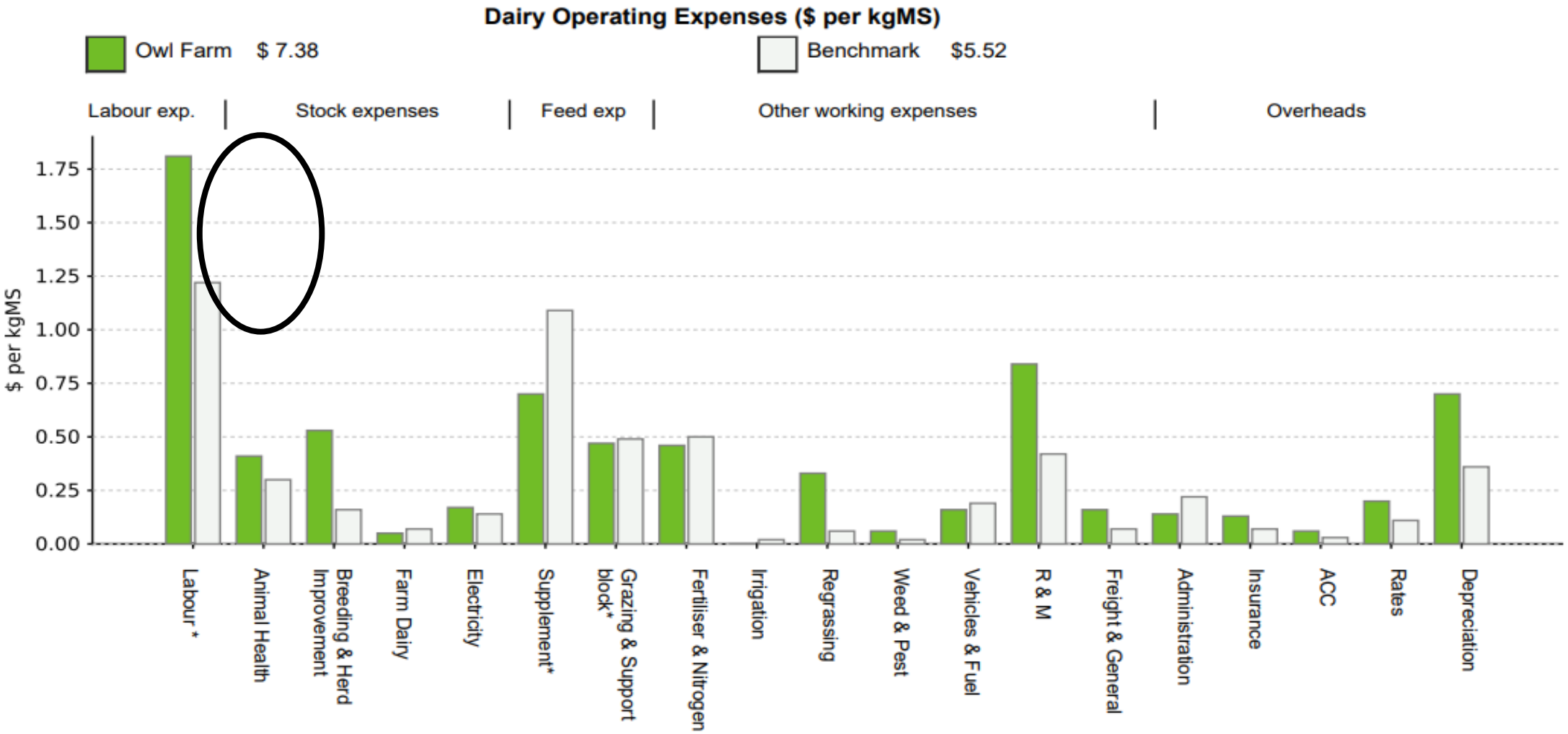
QUALITY WORKPLACE

Provide a Good to Great pathway for Owl Farm based on the gap analysis identified within the Workplace 360 report.

Year	Foundation	Good	Great
Target	*100*	*90*	*80*
2023/24	100	87	76
2022/23	100	68	53
2021/22	100	79	63

How do my costs compare to other farms?

This chart shows the dairy operating expenses per kg milksolids for the 2023-24 season. Non cash adjustments* are included in labour, feed and owned support block to enable comparison across farms



Benchmark: 2023-24 North Island Owner operator Top 20% Dairy Operating Profit $ Per Ha

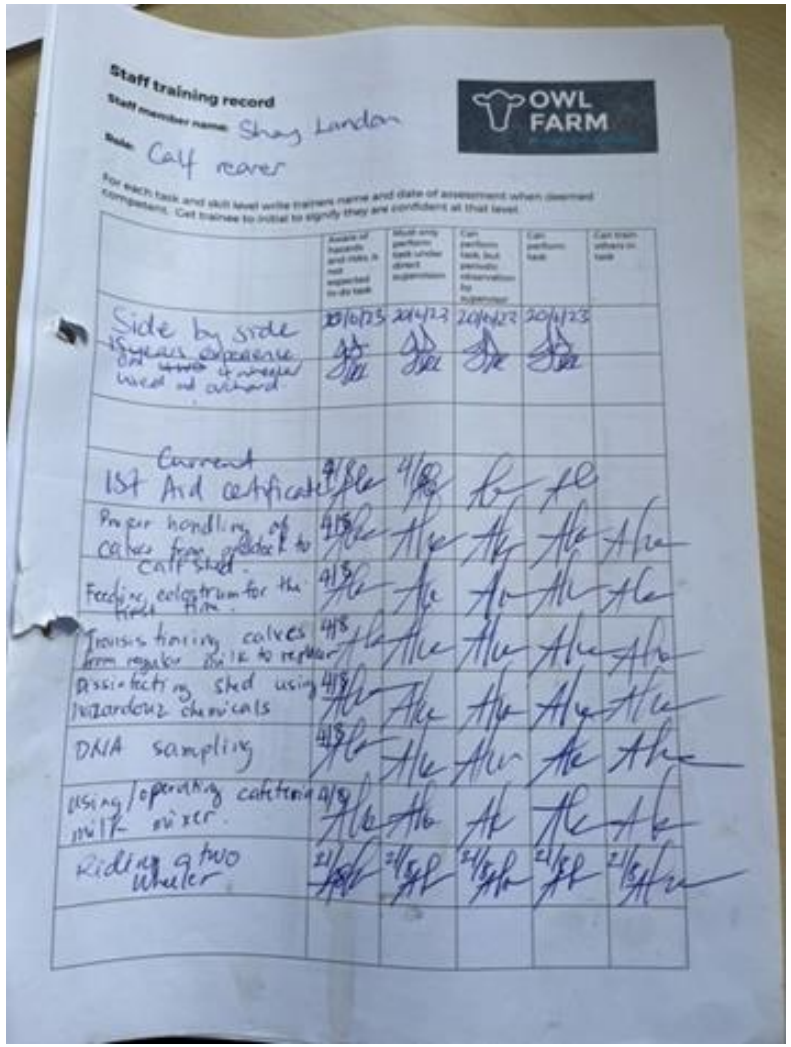
Number of farms in benchmark: 32

Tools

QUALITY WORKPLACE

1. HRonboard
2. Job training matrix
3. Formal training
4. One on one catchups
5. Weekly toolbox meetings
6. Kanban board
7. Farm team wagon wheel KPIs
8. DISC profiling
9. Hazardous substances calculator
10. Hazardous substances audit
11. OnSide visitor management and hazard identification
12. St Peter's incident reporting software (Damstra)

Job training matrix



Staff training record

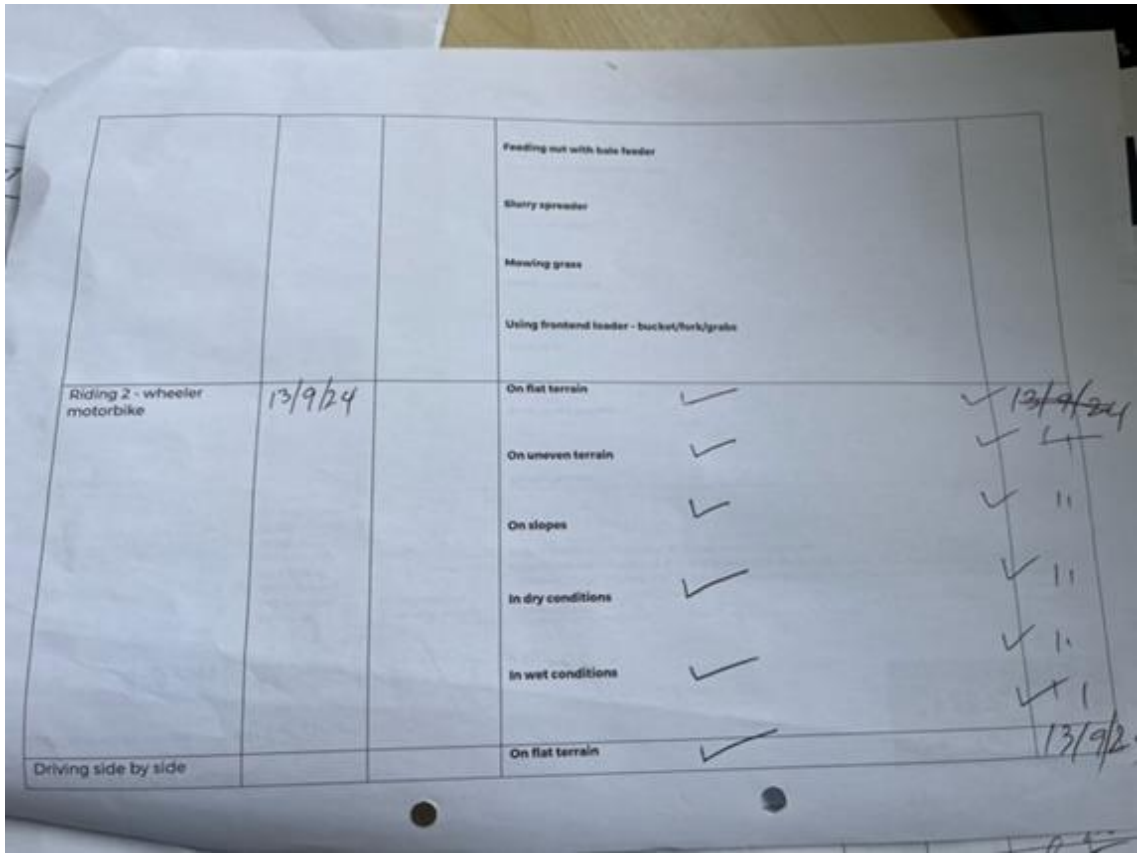
Staff member name: Shay Landon

Role: Calf rearer

OWL FARM

For each task and skill level write trainers name and date of assessment when deemed competent. Get trainee to initial to signify they are confident at that level

	Aware of hazards and risks in not expected to do task	Must only perform task under direct supervision	Can perform task, but periodic observation by supervisor	Can perform task	Can train others on task
Side by side ~~Hyears experience~~ ~~on~~ ~~two~~ 4 wheeler used and owned.	20/6/23	20/6/23	20/6/23	20/6/23	
Current 1st Aid certificate	4/8	4/8			
Proper handling of calves from ~~gelder~~ to calf shed.	4/8				
Feeding colostrum for the first time.	4/8				
Transitioning calves from regular milk to replacer	4/8				
Disinfecting shed using hazardous chemicals	4/8				
DNA sampling	4/8				
Using/operating caffeteria milk mixer	4/8				
Riding a two wheeler	21/8	21/8	21/8	21/8	21/8



			Feeding out with bale feeder	
			Slurry spreader	
			Mowing grass	
			Using frontend loader - bucket/fork/grabs	
Riding 2 - wheeler motorbike	13/9/24		On flat terrain	✓ 13/9/24
			On uneven terrain	✓ "
			On slopes	✓ "
			In dry conditions	✓ "
			In wet conditions	✓ "
Driving side by side			On flat terrain	✓ 13/9/2

Personal development

Activity 8: Managing safety during moving - Cenjuser Louie Seroy

If you need to learn more about this topic before completing this Assessment Activity, have a look through the learning content.

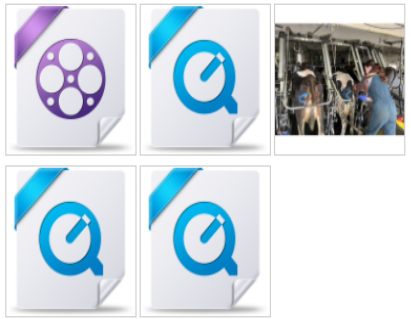
This Activity includes tasks for assessing and managing safety while moving livestock.

For this Activity, you must:

- think about the tasks you do when moving/handling livestock for mating, and identify the hazards and risks of each task
- record the hazards and risks in your workplace health and safety documents/system
- upload a photo/video of your workplace health and safety records that show these hazards and risks. The record(s) must show:
  - a minimum of **five** livestock moving/handling hazards
  - the risks linked to each hazard
  - how you control each hazard to reduce the risk of harm to you, those working around you, and the livestock you work with.

If you do not have access to your workplace's health and safety records, please record this information in the space provided.

Managing safety during livestock moving	Verified	Assessed
Upload photo/video of five recorded hazards or record here	*by Cenjuser Louie Seroy on 10/11/24, 21:32* - keep distance when moving cows with bulls. Know your exit plan - During A.I make sure the bars are close in the platform to avoid cow moving back may cause accident.	



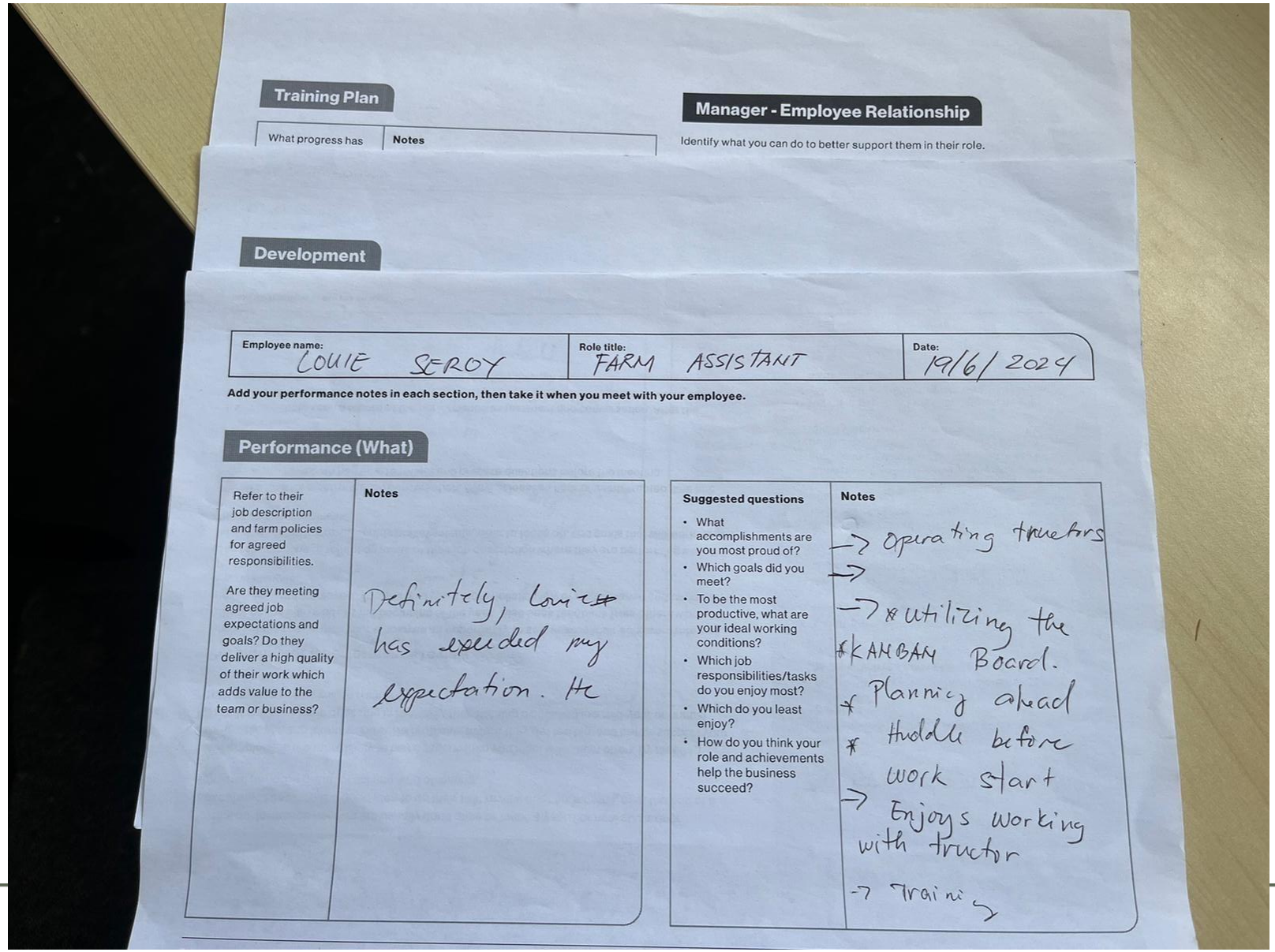
Verifier Guidance

The Verifier is confirming that the Learner has:

- Provided real and accurate evidence
- Met all the requirements of the Activity
- Followed all workplace policies and procedures
- Met all legislative requirements.

For guidance, check the Verifier section of the Mahi Tahi user guide.

Performance review



Training Plan

What progress has	Notes

Manager - Employee Relationship

Identify what you can do to better support them in their role.

Development

Employee name:	Role title:	Date:
LOUIE SEROY	FARM ASSISTANT	19/6/2024

Add your performance notes in each section, then take it when you meet with your employee.

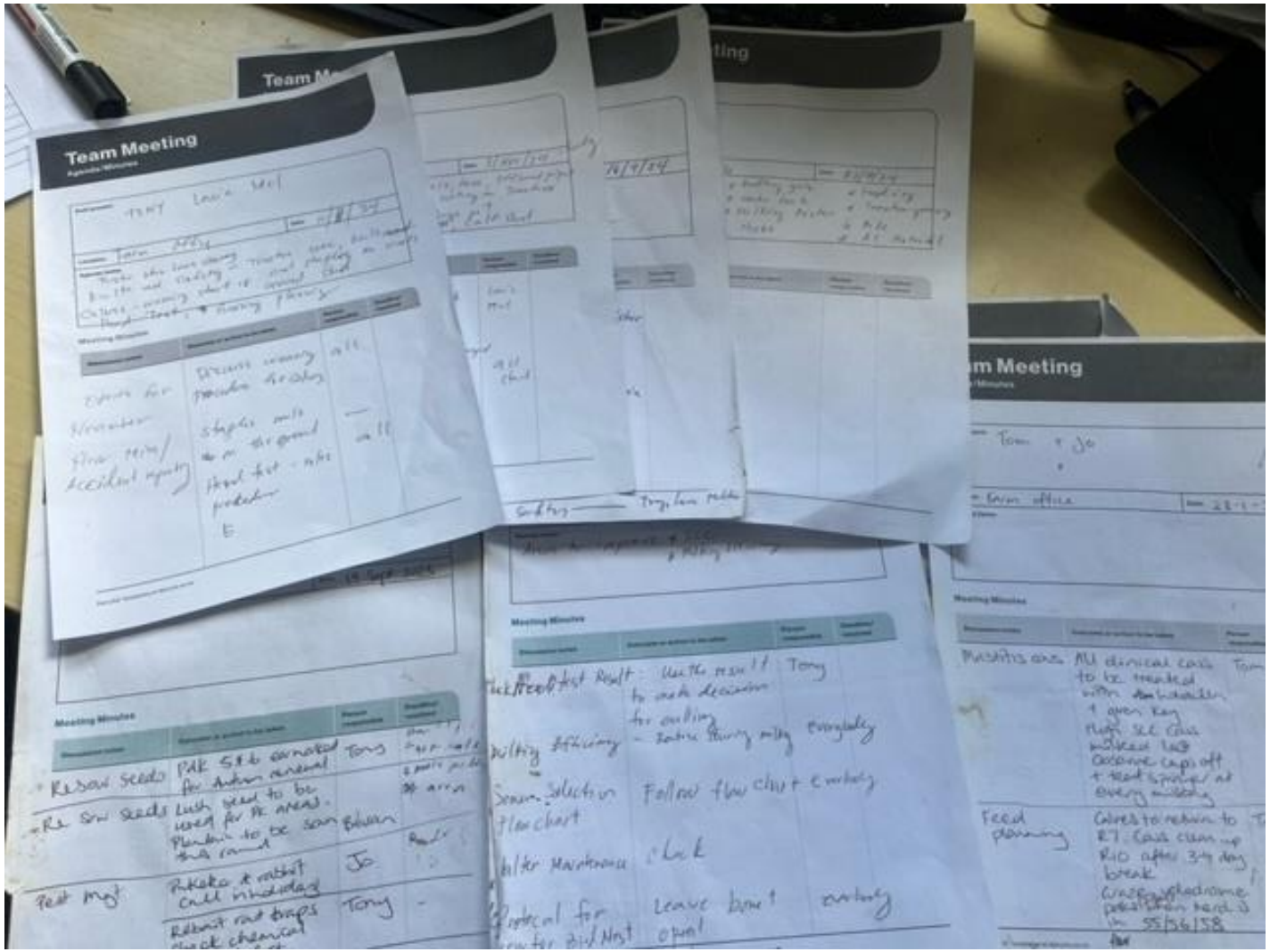
Performance (What)

Refer to their job description and farm policies for agreed responsibilities. Are they meeting agreed job expectations and goals? Do they deliver a high quality of their work which adds value to the team or business?	Notes
	Definitely, Louie has exceded my expectation. He

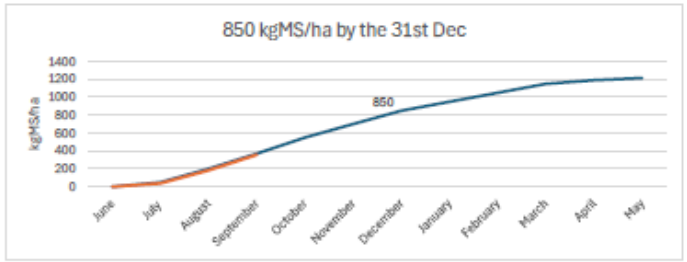
Suggested questions	Notes
• What accomplishments are you most proud of? • Which goals did you meet? • To be the most productive, what are your ideal working conditions? • Which job responsibilities/tasks do you enjoy most? • Which do you least enjoy? • How do you think your role and achievements help the business succeed?	→ Operating tractors → → * utilizing the *KANBAN Board. * Planning ahead * huddle before work start → Enjoys working with tractor → Traini

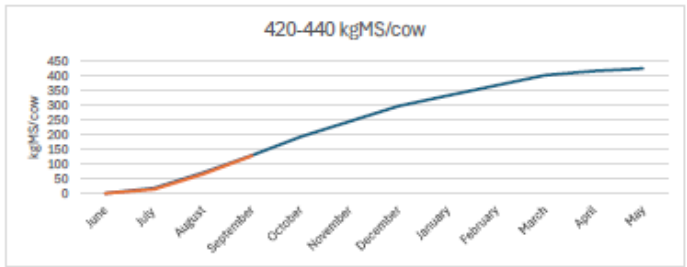
Weekly toolbox meetings

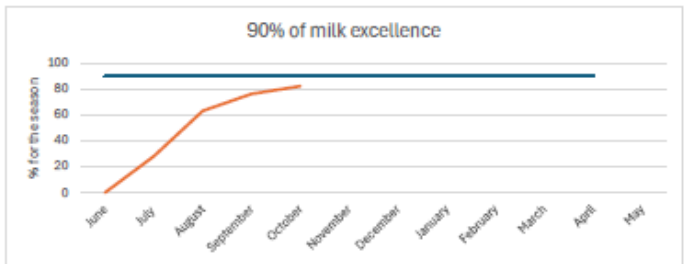
QUALITY WORKPLACE

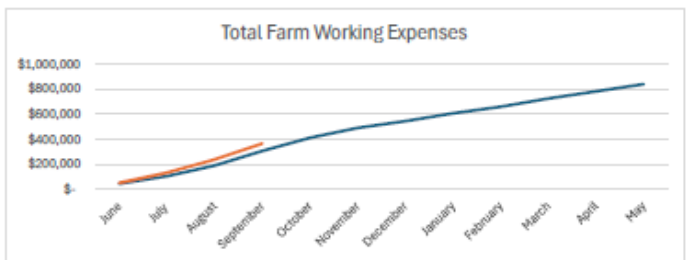


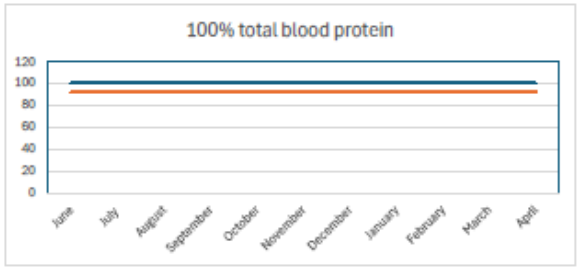

KANBAN BOARD
BACKLOG
TO DO
DOING
DONE
MAINTENANCE SCHEDULE
GRAZING PLAN
ALLOCATION
PASTURE
SUPPLEMENTS
MINERALS
MONDAY
TUESDAY
WEDNESDAY
THURSDAY
FRIDAY
SATURDAY
SUNDAY
FARM WALK
STRINGS
JETTERS
OIL
PLANT CHECK
Fences
Rblock
Send Milk sample
SPRINGER DRAFT
TONY
LOUIE
MELCHOR
SHAY RELIEF STAFF
INFO
SUPPLY NO. - 72847
NAIT NO. 749770
PIN - 5982
SHOPPING LIST
Pk ✓
Trash Can
Milk Replacer
Platform oil
Meal - C3
Wall Clock
EVENTS


850 kgMS/ha by the 31st Dec
kgMS/ha
1400
1200
1000
800
600
400
200
0
850
June
July
August
September
October
November
December
January
February
March
April
May

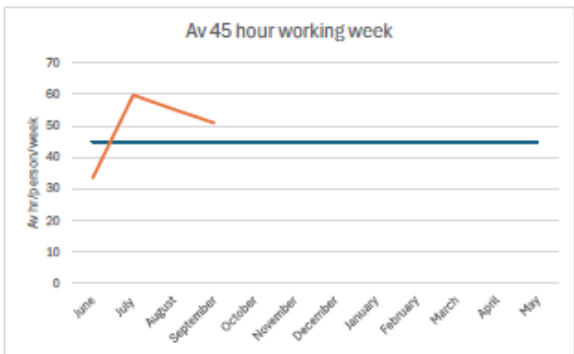

420-440 kgMS/cow
kgMS/cow
450
400
350
300
250
200
150
100
50
0
June
July
August
September
October
November
December
January
February
March
April
May

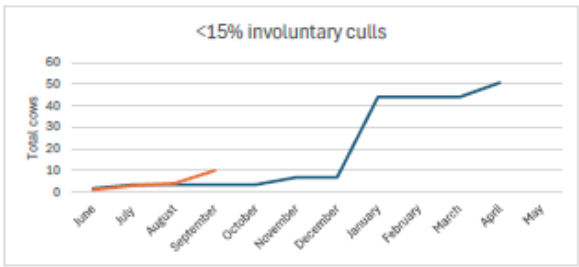

90% of milk excellence
% for the season
100
80
60
40
20
0
June
July
August
September
October
November
December
January
February
March
April
May

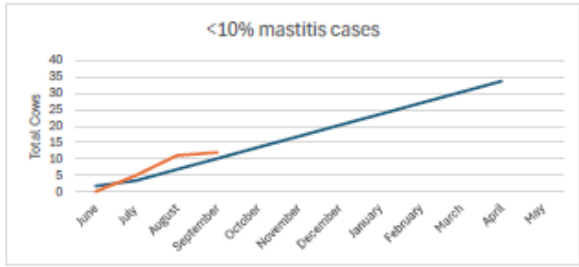

Total Farm Working Expenses
$1,000,000
$800,000
$600,000
$400,000
$200,000
$-
June
July
August
September
October
November
December
January
February
March
April
May

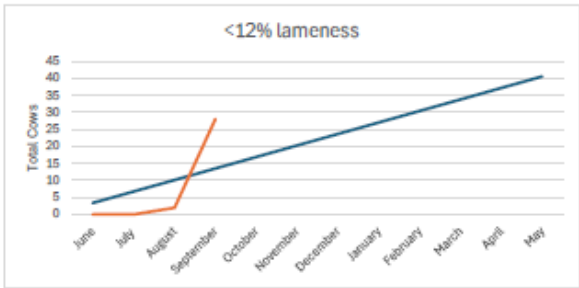

100% total blood protein
120
100
80
60
40
20
0
June
July
August
September
October
November
December
January
February
March
April

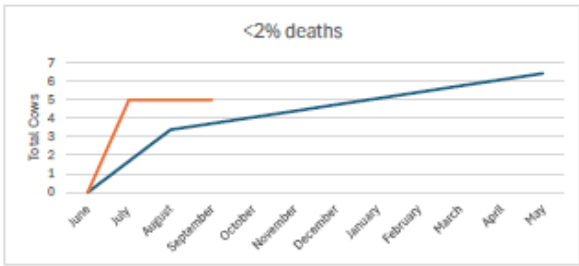

OWL
FARM


Av 45 hour working week
Av hr/person/week
70
60
50
40
30
20
10
0
June
July
August
September
October
November
December
January
February
March
April
May


<15% involuntary culls
Total cows
60
50
40
30
20
10
0
June
July
August
September
October
November
December
January
February
March
April
May


<10% mastitis cases
Total Cows
40
35
30
25
20
15
10
5
0
June
July
August
September
October
November
December
January
February
March
April
May


<12% lameness
Total Cows
45
40
35
30
25
20
15
10
5
0
June
July
August
September
October
November
December
January
February
March
April
May


<2% deaths
Total Cows
7
6
5
4
3
2
1
0
June
July
August
September
October
November
December
January
February
March
April
May


Panasonic
Dominance
Influence
D
I
C
S
Steadiness
OWL FARM
2024
Feb
Sept

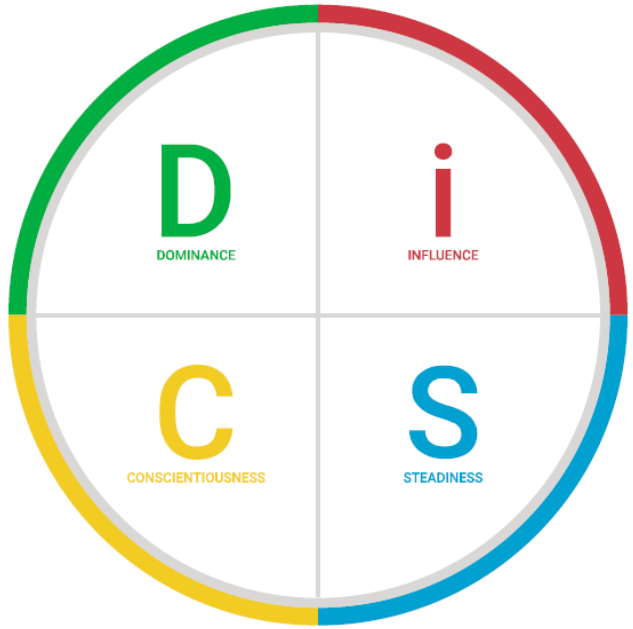
OVERVIEW OF THE DiSC MODEL

Dominance

- Direct
- Firm
- Strong-willed
- Forceful
- Results-oriented

Influence

- Outgoing
- Enthusiastic
- Optimistic
- High-spirited
- Lively



Conscientiousness

- Analytical
- Reserved
- Precise
- Private
- Systematic

Steadiness

- Even-tempered
- Accommodating
- Patient
- Humble
- Tactful

Your DiSC® Overview

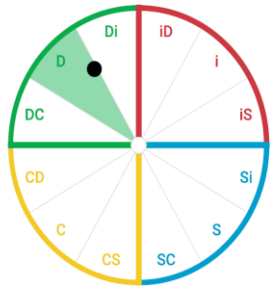
YOUR DOT

This report is personalized to you, Jo. In order to get the most out of your *Everything DiSC Workplace® Profile*, you'll need to understand how to read your personal map.

As you saw on the previous page, the Everything DiSC® model is made up of four basic styles: D, i, S, and C. Each style is divided into three regions. The picture to the right illustrates the 12 different regions where a person's dot might be located.

Your DiSC® Style: D

Your dot location shows your DiSC® style. **Because your dot is located in the middle of the D region, you have a D style.**



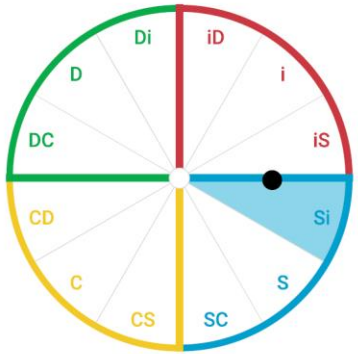
YOUR DOT

This report is personalized to you, Anthony. In order to get the most out of your *Everything DiSC Workplace® Profile*, you'll need to understand how to read your personal map.

As you saw on the previous page, the Everything DiSC® model is made up of four basic styles: D, i, S, and C. Each style is divided into three regions. The picture to the right illustrates the 12 different regions where a person's dot might be located.

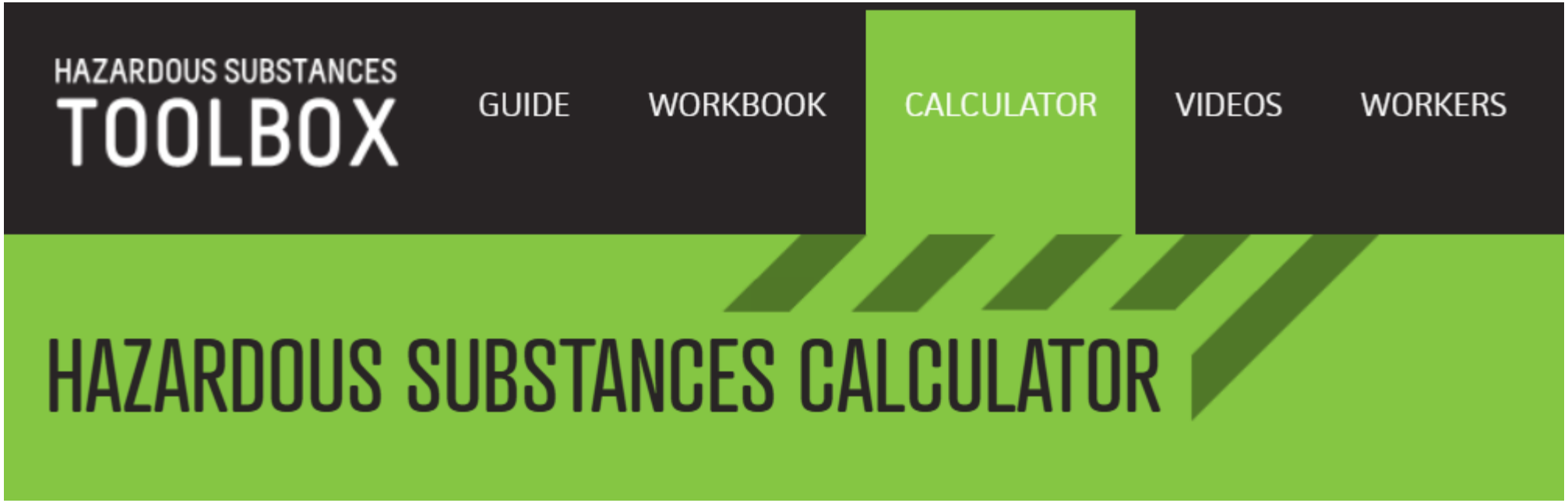
Your DiSC® Style: Si

Your dot location shows your DiSC® style. **Because your dot is located in the S region but is also near the line that borders the i region, you have an Si style.**



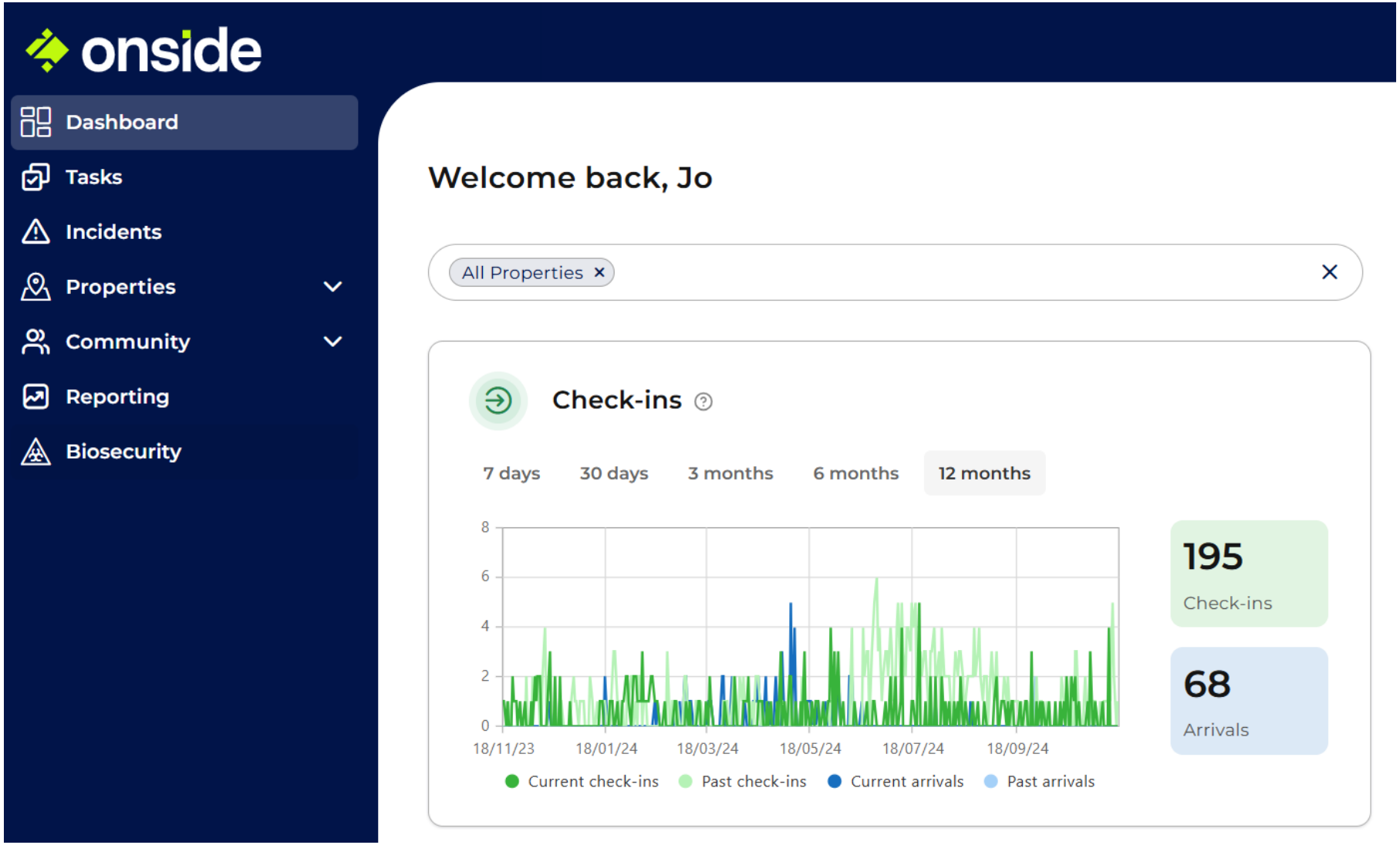
Hazardous substances

QUALITY WORKPLACE



OnSide and Damstra

QUALITY WORKPLACE



Next steps

1. Explore opportunities to analysis workplace productivity

2. Complete monthly farm operations plan

3. Update Standard Operating Procedures

4. Carry out workplace time and task analysis for the third time (capturing time for demonstration/student training)

RESULTS

kg MS	Total Hours	kg MS/hour
143,022	5,932	24.11

PRINT

If you scored 24 kg MS/hour or less

YOUR SCORE IS QUITE LOW!

Work with your team to look at your infrastructure and work processes to improve efficiency - start with milksmart

If you scored 25-29 (kg MS/hour):

YOUR SCORE IS AVERAGE.

Look at improving work processes and infrastructure to reduce hours worked by doing a waste hunt or farm tune

If you scored 30 or more (kg MS/hour):

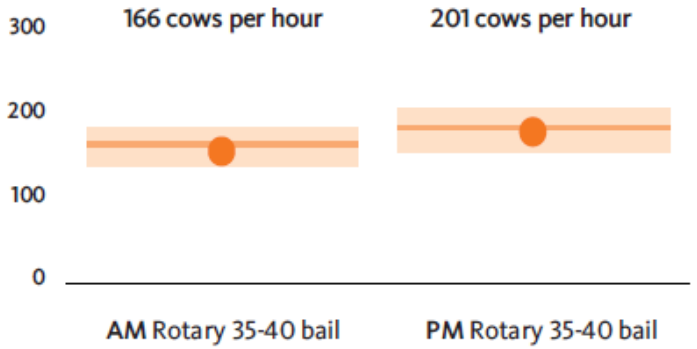
GREAT SCORE - KEEP IT UP!

You might find helpful hints for further improving milking routine efficiency on our website - take a look now

Milking efficiency

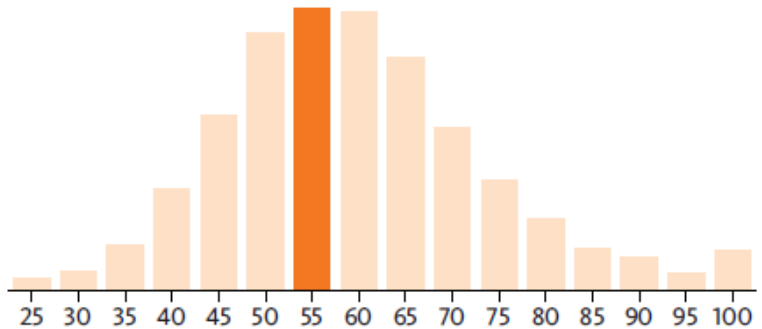
Saving time in the shed can be a great way to free up time to focus on other important farm priorities. These insights use milk vat monitoring data and DairyNZ's research to estimate the time that could be saved on your farm at milking time.

Average cows per hour



Your farm — Your benchmark's average — 50% of your benchmark group are within this range

Litres per cluster per hour



Your farm — All Fonterra farms

We estimate you could save

5–9 hours per week

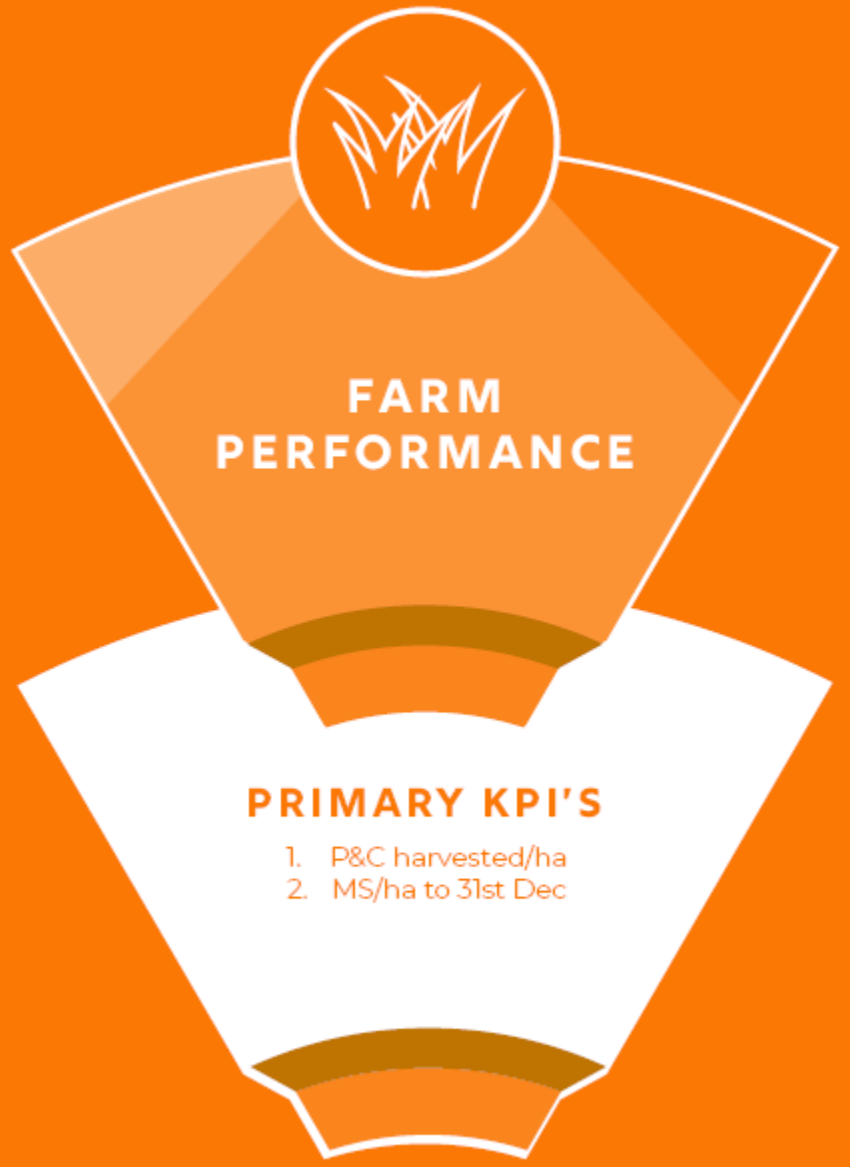
This estimate is based on your farm reaching 80-100% of its potential milking efficiency using the maximum milking time (MaxT) strategy.

What's the next step?

Fonterra offers milking efficiency support as part of the Milk Quality Improvement Visits. Scan this QR code for more information.

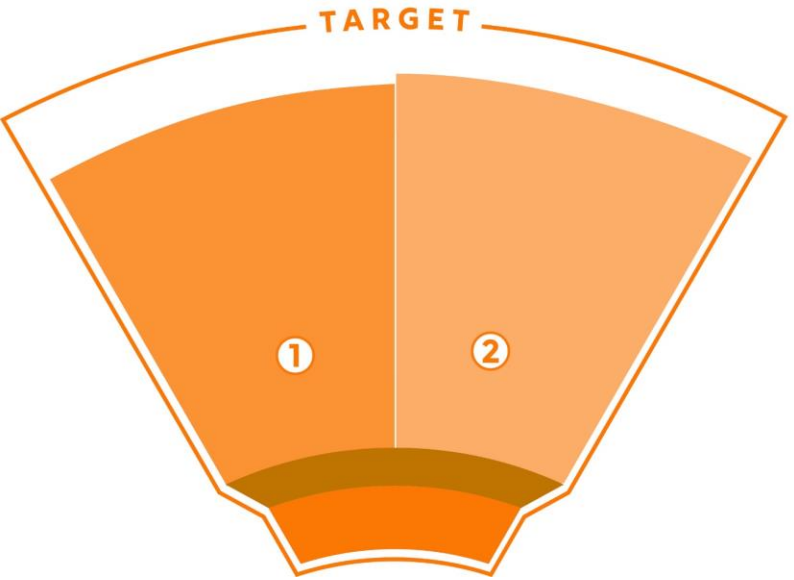
Farm Insights Report

OWL FARM
Providing knowledge.



Farm Performance KPIs

FARM PERFORMANCE

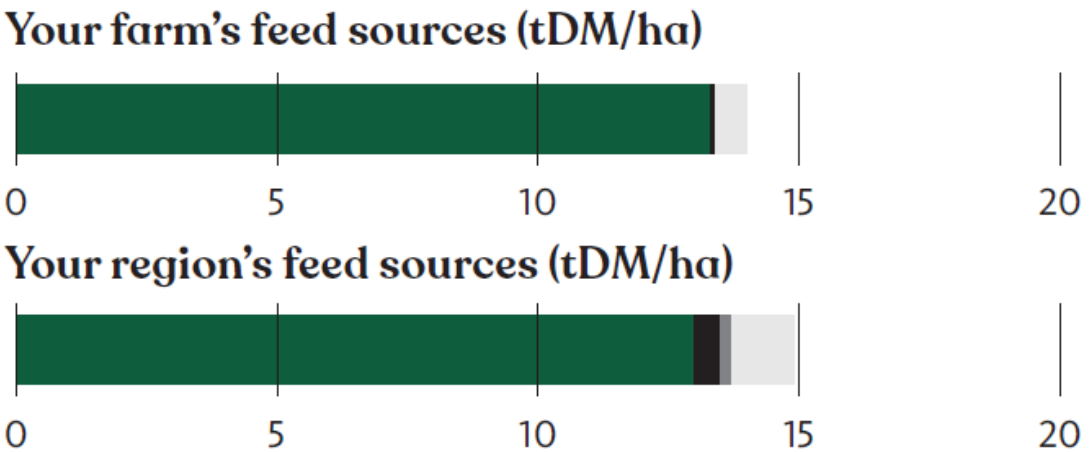


	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1	P&C harvested/ha	15t DM/ha - measured via DairyBase	12.7	11.2	13.2	13.7	13.1	13.1
2	MS/ha to 31st Dec	850 kgMS/ha	729	766.5	808	810	816	819

Feed efficiency

How are you maximising yield and quality of homegrown feed, and using supplementary feed? With the right balance you can manage costs and ensure feed is converted efficiently into milk.

Your feed sources



Benchmark group is farms with similar milk production by hectare in your region.

Feed sources	Your farm	Your region
Pasture and crops (grown on farm)	13.3 (95%)	13.0 (87%)
Pasture and crops (imported to farm)	0.1 (1%)	0.5 (4%)
Grazing off (incl. wintering)	0.0 (0%)	0.2 (2%)
All other feeds	0.6 (4%)	1.2 (8%)

Farm Insights Report

How much of your feed eaten is converted into milk?

Benchmark group is farm system by region. Your farm's average herd liveweight is assumed as 460kg based on your breed mix.

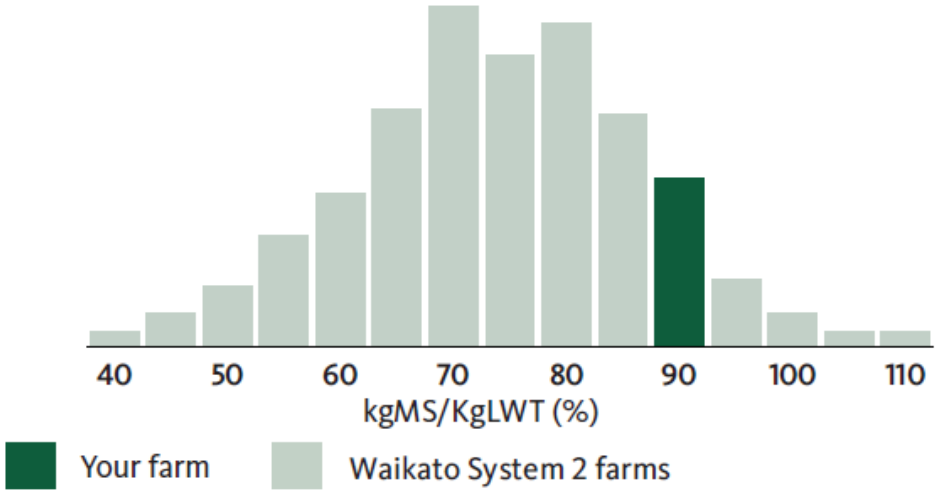
From your records, we estimate that the proportion of feed eaten and converted into milk on your farm is:

55%

Benchmark average
50%

Benchmark top 20%
54%

Your farm's milk production per kilogram of liveweight

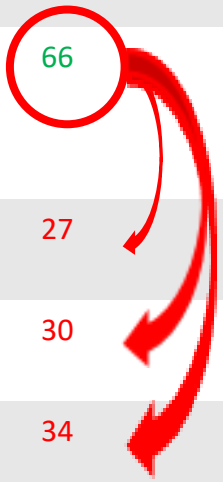


Great job - you are in the top 20% regionally

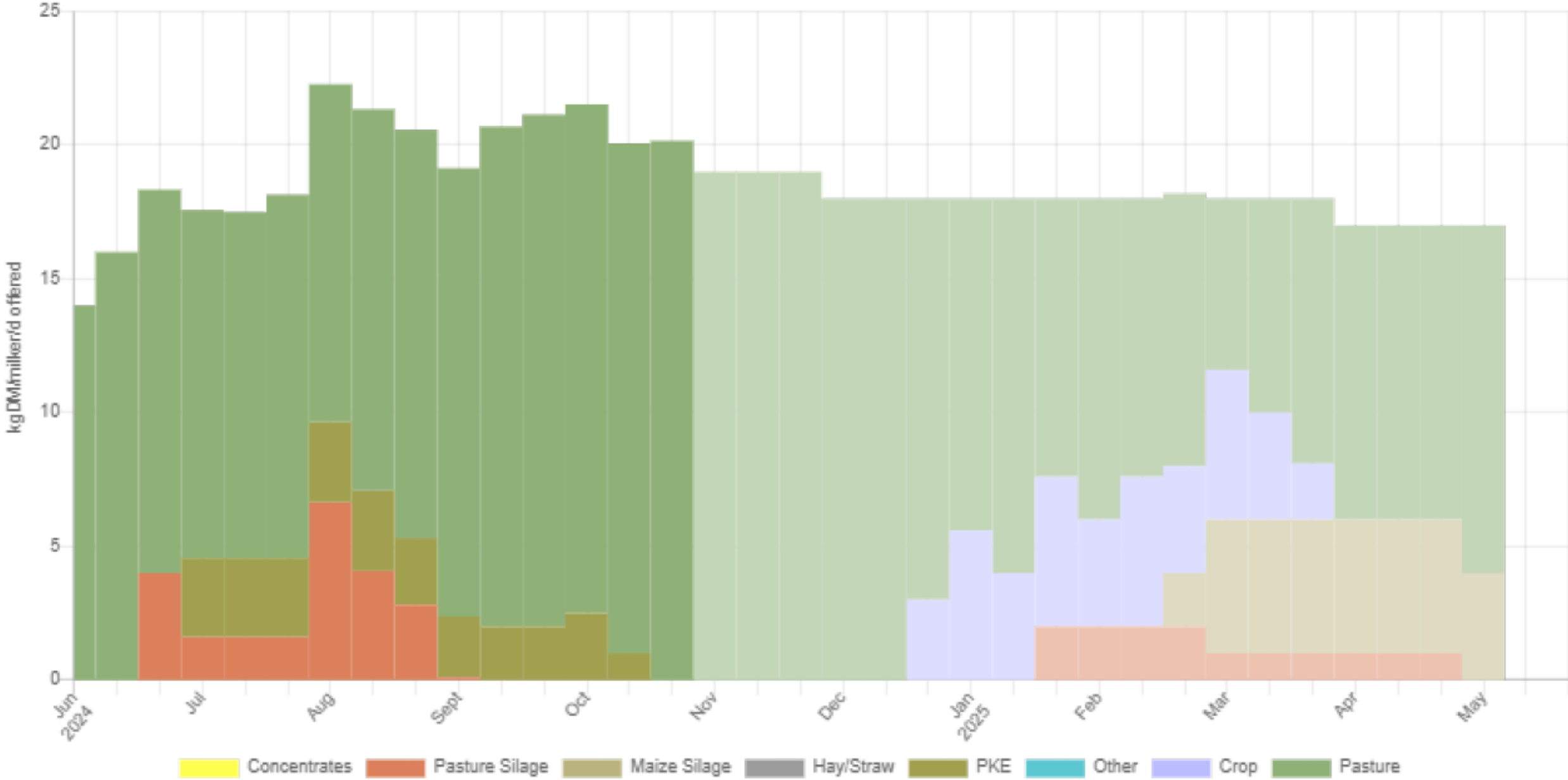
Based on these insights, your conversion of feed-eaten-to-milk is in the top 20% of similar farms in your region. Improving this even further could help improve your overall production and could help reduce your GHG/kgMS.

Farm Insights Report

	Pasture Cover (kgDM/ha)	Feed allowance (kgDM/cow/day)	Feed demand (kgDM/ha/day)	Pasture Growth (kgDM/ha/day)	Post grazing Residuals (kgDM/ha)	Rotation Length	Imported Supplement (kgDM/cow)	Homegrown forage (kgDM/cow)	Nitrogen (kg/ha applied)	Milk production (kgMS/cow /day)
June	2400 =	Dries 12	33	28	1300	90		2 baleage		
1st July PSC	2400 =	Milkers 17 Springers 12 Dry 10	45	36	1500 1400 1300	SRP	3 kg PKE	4 grass silage 2 hay 2 baleage		1.6
Aug	2200 ↓	Milkers 17 Springers 12 Dry 10	45	40	1500 1400 1300	SRP	3 kgPKE	4 grass silage	20	2.1
28 Aug Balance Date	2100 ↓	19	53	53	1500	25	3 kgPKE	4 grass silage		2.1
Sept	2200 ↑	21	57	57	1550	25	2kg PKE		20	2.2
Oct-Dec	2100-2400 ↑	19-21	57 + 2 calves	66	1600	21-25			20 and 20 with spring fertiliser	2.1-1.6
Jan-Feb	2000 ↓	18	49	27	1600	30		4 brassica 3 grass silage		1.4
March	2000 =	18	45	30	1600	30		3 brassica 4 maize silage	20	1.2
April	2200 ↑	Milkers 16 Dries 12	40	34	1500	45		4 maize silage	20	1.1
May	2300 ↑	Milkers 16 Dries 12	35	30	1500 1200	45-60				1.0



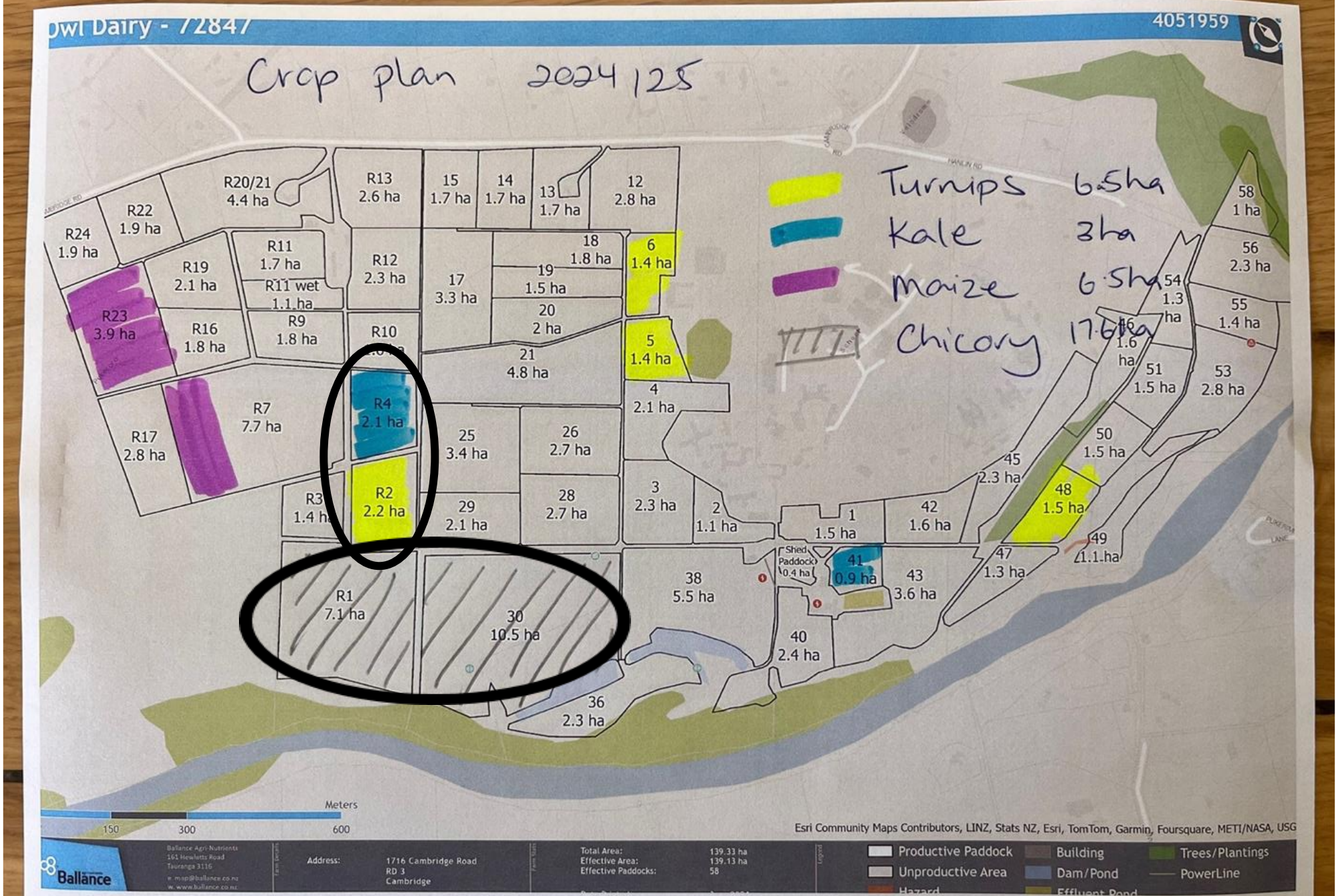
Diet


25
20
15
10
5
0
kgDMmilker/d offered
Jun 2024
Jul
Aug
Sept
Oct
Nov
Dec
Jan 2025
Feb
Mar
Apr
May
Concentrates
Pasture Silage
Maize Silage
Hay/Straw
PKE
Other
Crop
Pasture

Summer crops

FARM PERFORMANCE

1. Monitor for pests – slugs, cutworm, springtail
2. Monitor for weeds
3. Side dressing of N if grazing later in the season
4. Yield (use DM testing)
5. Plan transition 10-14 days
6. Plan ahead to minimise walking, time lying in the paddock and ensure access to water and shade
7. Minimise time soil is fallow – have your seed ready by late February to make the most of the March rains


owl Dairy - 72847
4051959
Crop plan 2024/25
Turnips 6.5ha
Kale 3ha
Maize 6.5ha
Chicory 17.6ha
R20/21 4.4 ha
R13 2.6 ha
15 1.7 ha
14 1.7 ha
13 1.7 ha
12 2.8 ha
R22 1.9 ha
R24 1.9 ha
R11 1.7 ha
R12 2.3 ha
18 1.8 ha
6 1.4 ha
R19 2.1 ha
R11 wet 1.1 ha
19 1.5 ha
17 3.3 ha
R23 3.9 ha
R16 1.8 ha
R9 1.8 ha
R10
20 2 ha
5 1.4 ha
21 4.8 ha
4 2.1 ha
R7 7.7 ha
R4 2.1 ha
R17 2.8 ha
25 3.4 ha
26 2.7 ha
R3 1.4 ha
R2 2.2 ha
29 2.1 ha
28 2.7 ha
3 2.3 ha
2 1.1 ha
1 1.5 ha
42 1.6 ha
45 2.3 ha
48 1.5 ha
50 1.5 ha
58 1 ha
56 2.3 ha
54 1.3 ha
55 1.4 ha
16 1.6 ha
51 1.5 ha
53 2.8 ha
R1 7.1 ha
30 10.5 ha
38 5.5 ha
Shed Paddock 0.4 ha
41 0.9 ha
43 3.6 ha
47 1.3 ha
49 1.1 ha
40 2.4 ha
36 2.3 ha
Meters
150
300
600
Esri Community Maps Contributors, LINZ, Stats NZ, Esri, TomTom, Garmin, Foursquare, METI/NASA, USG
Ballance
Ballance Agri-Nutrients
161 Hewletts Road
Tauranga 3116
Address:
1716 Cambridge Road
RD 3
Cambridge
Total Area: 139.33 ha
Effective Area: 139.13 ha
Effective Paddocks: 58
Productive Paddock
Unproductive Area
Hazard
Building
Dam/Pond
Effluent Pond
Trees/Plantings
PowerLine

OWL FARM
Providing knowledge.

Animal Well-being KPIs

ANIMAL WELL-BEING

	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1	Healthy cows	15% or less involuntary culls	22%	22%	12%	19%	20%	-
2	Purposeful lives for calves	100% reared past 4 days on farm	54%	61%	70%	60%	39%	34%
3	Replacements reared	21% - at weaning	20%	19.4%	19.4%	22.9%	23.4%	23.1%
4	Healthy calves	100% adequate total protein	92%	83%	83%	80%	-	-

Planning

ANIMAL WELL-BEING

		1/07/2024	8/07/2024	15/07/2024	22/07/2024	29/07/2024	5/08/2024	12/08/2024	19/08/2024	26/08/2024	2/09/2024	9/09/2024	16/09/2024	23/09/2024	30/09/2024	7/10/2024
Calves from heifers	M/F	Bobby truck														
Calves from heifers #252 and #71	M	Keep for LIC (due 29th July)	Born													
	F	Join Heifer mob 1	Born													
Sexed Semen	M	Keep 2 well marked Friesian looking calves for I am hope and IHC the rest go on Bobby truck	Born													
	F	Heifer mob 1 (approx 30)	Born		CRM	OAD	De-horn & 6n1 & DNA & TPB test	Outside - clean shed	Start weaning		2nd 6n1 & lepto				2nd lepto	
		Heifer mob 2 (approx 30)		Born		CRM	OAD	De-horn & 6n1 & DNA	Outside - clean shed	Start weaning		2nd 6n1 & lepto				2nd lepto
		Heifer mob 3 (approx 30 - last calf due 25th July)			Born			CRM	OAD	De-horn & 6n1 & DNA & TPB test	Outside	Start weaning		2nd 6n1 & lepto		
Charolais - Kakahu Milestone	M/F	Hayley to collect twice/week (last calf due on the 29th July)	Born													
Performance Beef	M/F	Ashley and Paul select 2 calves each. Mark to pick up 2 loads of 12 calves each.					Born									
	M/F	Dairy beef mob 1 (approx 30)							Born		CRM	OAD	6n1		Start weaning	
	M/F	Dairy beef mob 2 (approx 30)								Born		Stay on milk	OAD	6n1		Start weaning
SGL - Dairy	M/F	Bobby truck									Born					

Birth weights for all calves born

All dairy beef get green "beef print" tag

All calves receive 2L gold colostrum within 6 hours and 4L within 12 hours

160 bags of AnCalf Milk Replacer start at 2 weeks of age. 1 bag/calf

Calves minimum 3 weeks before OAD

Meal and hay on offer after week 2

All calves receive 6n1

DNA sampling on replacement heifers

People

ANIMAL WELL-BEING

Process

ANIMAL WELL-BEING

1. Plan your calving pattern in advance with your calf rearer
2. Consistent people, keep diary and update whiteboard with feeding for each mob
3. Arrange to have all dairy beef sold at 4 days old during the period of keeping replacement heifers
4. Minimise the amount of buyers – 1 buyer for all of July (75 calves) and 1 buyer for first week of August (25 calves)
5. Use a marker bull for all the sexed semen period plus 4-5 days
6. Plan to get first mob of replacement heifers dehorned, vaccinated and outside within 4 weeks
7. **It's not the breed – it's the bull -** Use Dairy Beef progeny test information

Nothing fancy to see here!!

ANIMAL WELL-BEING

1. 2L gold colostrum within 6 hours and 4L within 12 hours
2. Iodine spray for navels and safe transport
3. Colostrum - better is best!!!
4. Weekly pen spray, foot baths and clean everything every feed
5. Transition milk for 2 weeks then onto CMR
6. Clean water/hay/meal/Opticalf/Crystalyx breathe easy lick block
7. 3.6L twice a day for 3 weeks then 6-7L once a day
8. Dehorn/teat check/vaccinate 8n1/DNA sample
9. Offer flax, balls and lots of visitors then get them outside with shelter
10. Wean when 90kg and minimum 6 weeks old
11. All transitions start on Monday and finish on Friday
12. Start on 20% protein meal pellets < 16% protein meal < PK
13. Learn to graze behind single wire fence and shift every second day with back fencing

Set up for summer success

ANIMAL WELL-BEING

1. Weigh, weigh, weigh
2. Drench when leaving the milking platform pasture
3. Mid-November start on chicory
4. Feed offered 3% of liveweight. For example, during a dry summer (kg DM/calf/day):

	Nov	Dec	Jan	Feb	Mar	Apr
Chicory/Pasture	3.5	4.0	4.4	4.0	4.0	5
PKE	0.9	0.9	1.1	1.7	1.9	1.2
Grass silage	0	0.4	1.5	2.4	2.4	1.6
Total eaten	4.0	4.3	4.4	4.8	5.1	5.7

5. Budget 300kg DM/calf summer supplements (range used 70-330 kg DM/cow)
6. Monitor for Facial Eczema spores
7. Carry out Faecal Egg Count before drenching

Animal Health Plan

ANIMAL WELL-BEING

	May	June	July	August	September	October	November	December	January	February	March	April
Calves				Weigh	Weigh	Weigh	Weigh	Weigh & drench Oral double (take FEC 14 days later)		Weigh & FEC before worm		Weigh & FEC before worm
			Dehorn and first 6 in 1		Second 6 in 1 & First Lepto 4-way	Second Lepto 4-way						BVD 1st
										Spore counting & zinc dosing if needed		
Heifers					Mating							
	Weigh + worm + Lepto		Weigh		Pre-mating weigh & and worm + BVD booster			Weigh		Weigh + drench		Weigh, Tag & collar
	B12 Sel and Cu									Zinc boluses every 4-6 weeks Spore counting		

Cost of rearing (1 July – 15 Nov)

ANIMAL WELL-BEING

Type	Number	Value	Input	Cost	Total	Value-Cost	Notes
Bobby	70	$21.56	Colostrum Transition milk Labour Bedding & overheads	 $14.20 $19.30	$33.50	-$11.94	From heifers, male sexed semen and SGL dairy
4 - day Dairy beef July	77	$100	As above + Semen change ???	??	$33.50 + ??	$66.50	Important to allow space for heifers born 1st 3 weeks July
4 – day Dairy beef August	25	$75	As above	??	$33.50 + ??	$41.50	Important to allow space for heifers born 1st 3 weeks July
Dairy beef weaned Bull born late August	25	$585	As above + CMR Meal Coglavax8 twice Labour Plus pasture	 $249.76 $58.80 $2.40 $206.69 $20.00	$571.15	$13.85	Once AB heifers are outside we have room to rear Dairy beef
Dairy beef weaned Heifer born late August (stay on farm until Autumn)	25	$585 ?	As above + Lepto	 $2.68	$573.83	??	Unique this season to utilise extra leased unsure of sale value
AB heifer calf (BW 271 – 582)	91	$584.51	As above + Dehorn	$10.68	$584.51	$0	

Animal Well-being KPIs

ANIMAL WELL-BEING

	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1	Healthy cows	15% or less involuntary culls	22%	22%	12%	19%	20%	-
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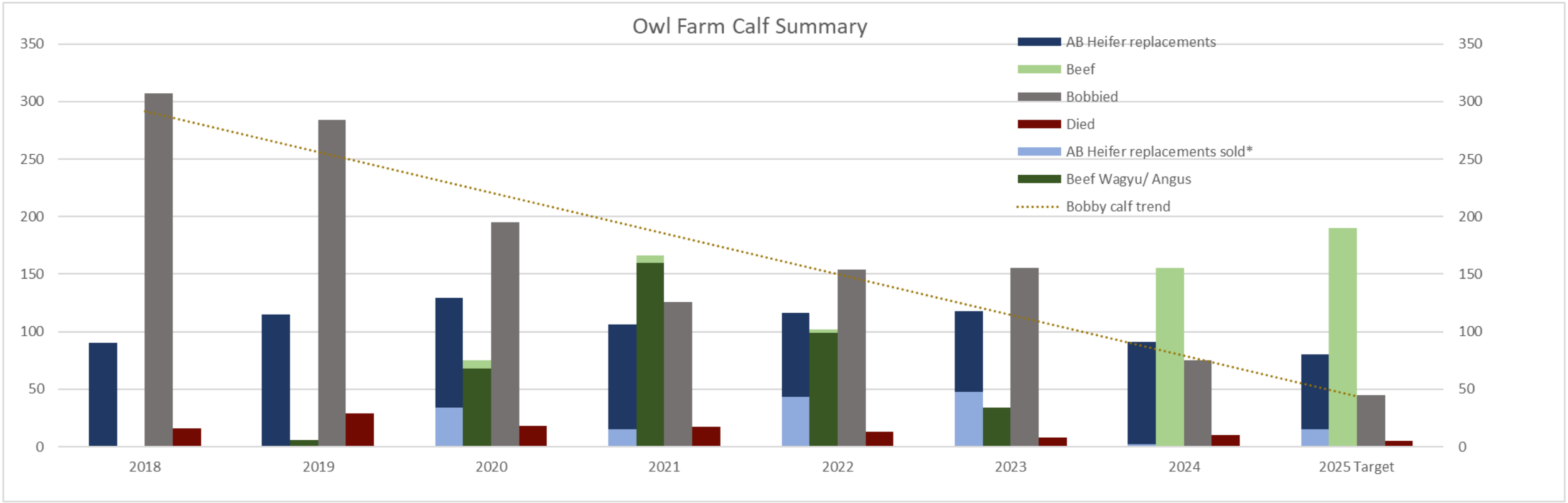
4	Healthy calves	100% adequate total protein	92%	83%	83%	80%	-	-

Calf fate trend over time

ANIMAL WELL-BEING



34%

77%

Animal Well-being KPIs

ANIMAL WELL-BEING

	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
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Repro results between years

ANIMAL WELL-BEING

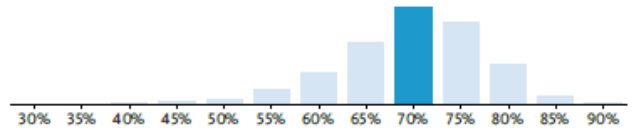
Mating season	6-week in-calf rate (%)	Not-in-calf rate (%)	Mating length
2024 target	*78*	*12*	*77 days*
2023	70	16	76 days
2022	60	18	88 days
2021	68	9	94 days
2020	65	14	90 days
2019	74	10	83 days
2018	74	13	87 days
2017	65	18	79 days

Animal efficiency

Reproductive performance is key in a seasonal calving system. Cows that cycle earlier will have more opportunities to conceive, and more days in milk the following season.

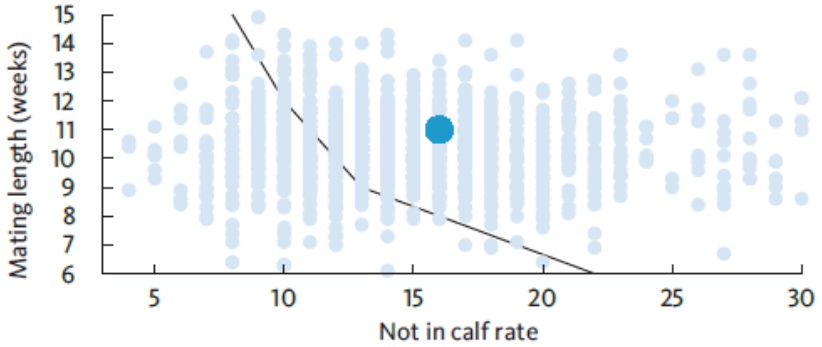
Reproductive performance

Your 6-week in-calf rate: 70%



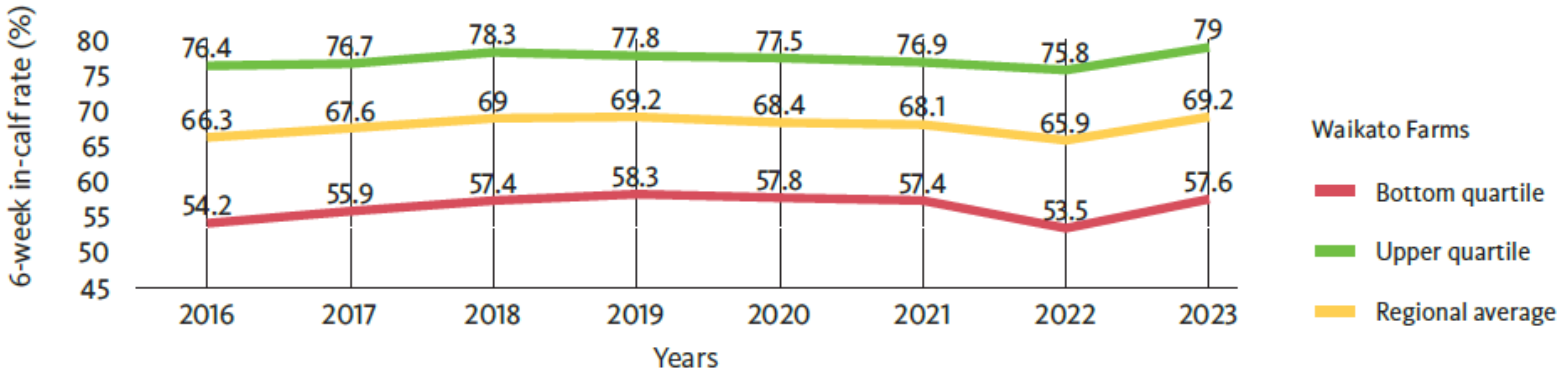
Your farm Fonterra farms in Waikato region

Your not in-calf rate, and mating length



Your farm Fonterra farms in the Waikato region Expected not in-calf rate

Reproductive performance over time

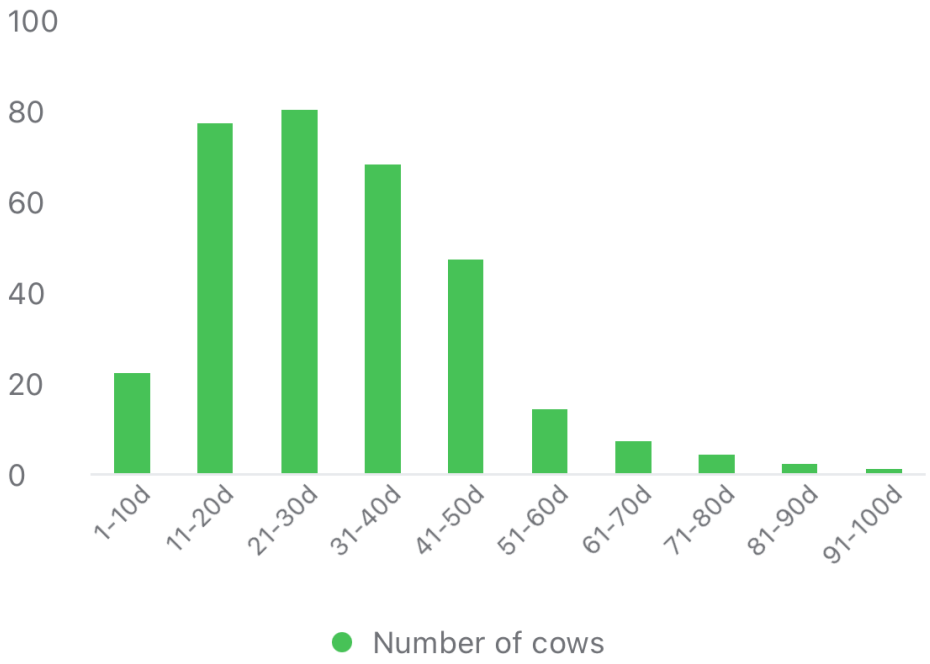


Farm Insights Report

Focus Area	2024 Actions
Genetics	Include fertility traits in genetic selection
Calving transition period	Monitor recovery rate and return cows to Colostrum mob if poorly recovering
	Early splitting of young herd once 100 cows have calved
Spring feed management	Utilise supplements to slow the round down at Balance Date
	Regular pasture sampling through spring
	Monitor rumination minutes
	Update residuals in breaks grazed regularly to ensure accurate representation of feed offered
Conception Rates	Add 2 heats to sexed semen criteria instead of 1 heat
	Target 3 heats before PSM
BCS	Focus on feeding R2 and those with poor health status
Phantom cows	Pull PD forward to 30th Nov to ID phantom cows allowing time for SGL insemination. Final PD 14 Jan

Cycled after calving

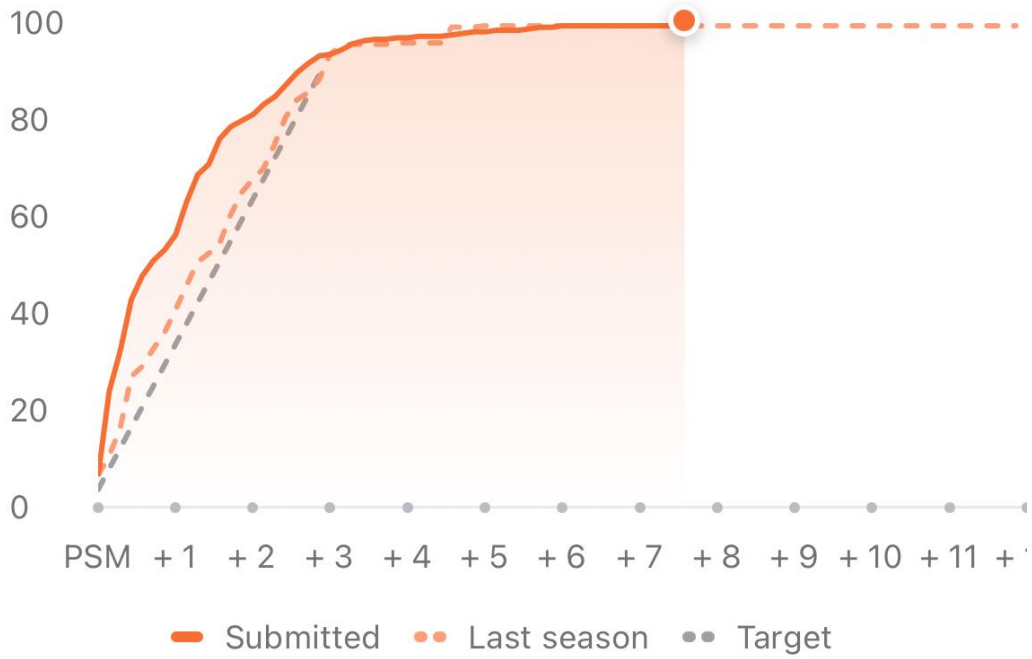
Cycled in first 6 weeks	Target	Average
82 % cows	**82 %** cycled	**30 days** to first heat



You had **19% more** cows cycle in the first 6 weeks after they calved compared to nearby farms which averaged **63%**

Submission

Submitted	3 week sub. rate	Target
100 % of cows	**94%** of cows	**90%** 3 week SR



3 week submission rate was **11% above** nearby farms which had an average of **83%**

Cycling

In the last **26 days**

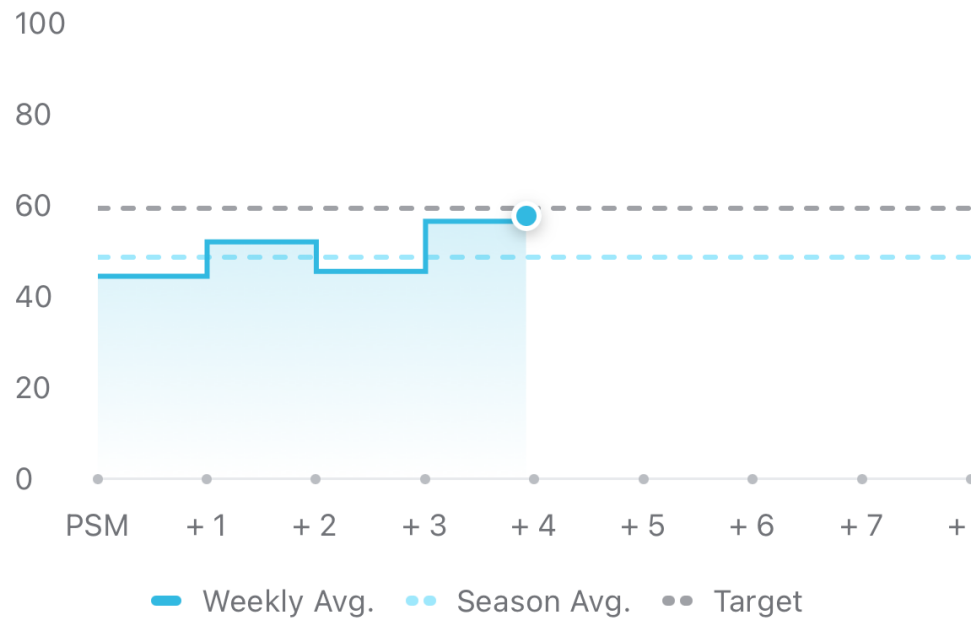
Recently Cycled	Non Cycling	At PSM	Target
37 % of cows	**0%** of cows	**88%** cycling	**85%** cycling

Cycling rate at PSM was **14% above** nearby farms which had an average of **74%**

Non-return rate

Includes data from **27 days** of mating

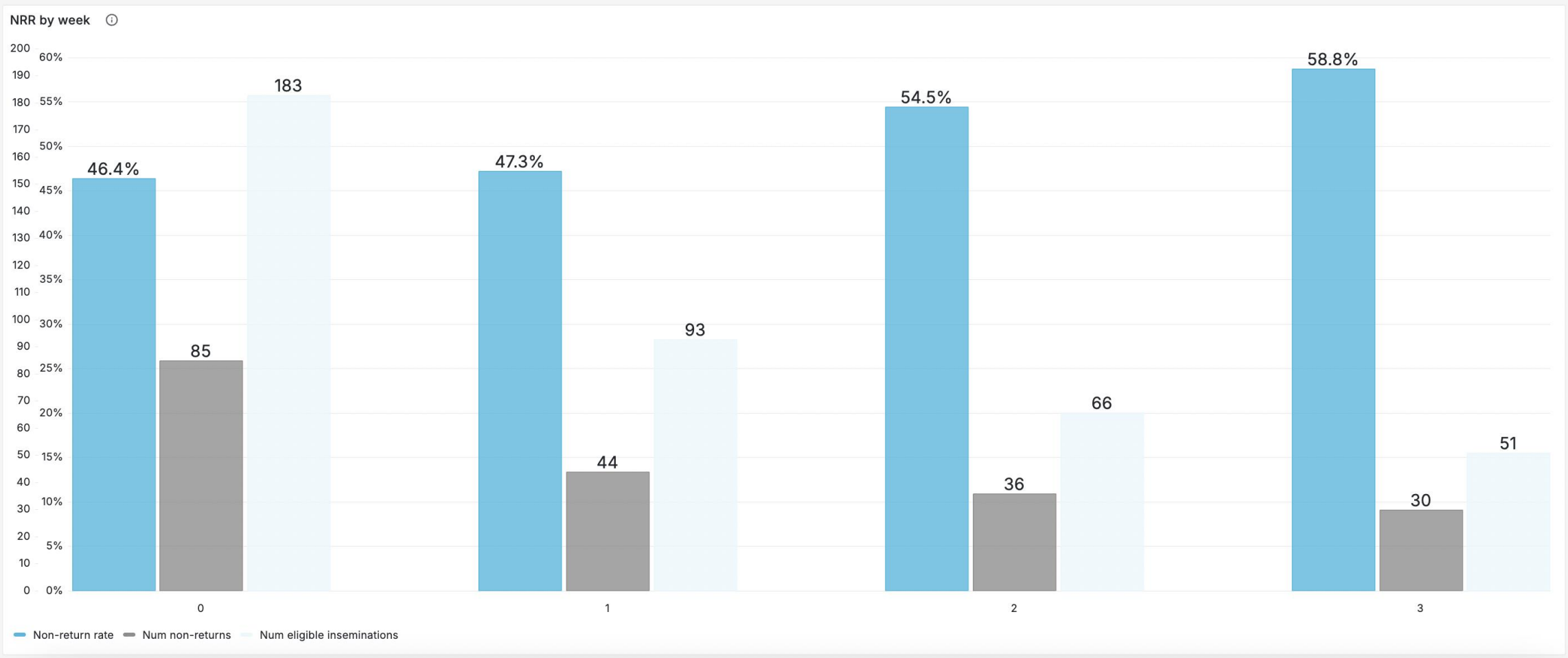
Non-return rate	Inseminations
49 % of inseminations	**410** included



Non-return rate is **11% below** nearby farms which have an average of **60%**

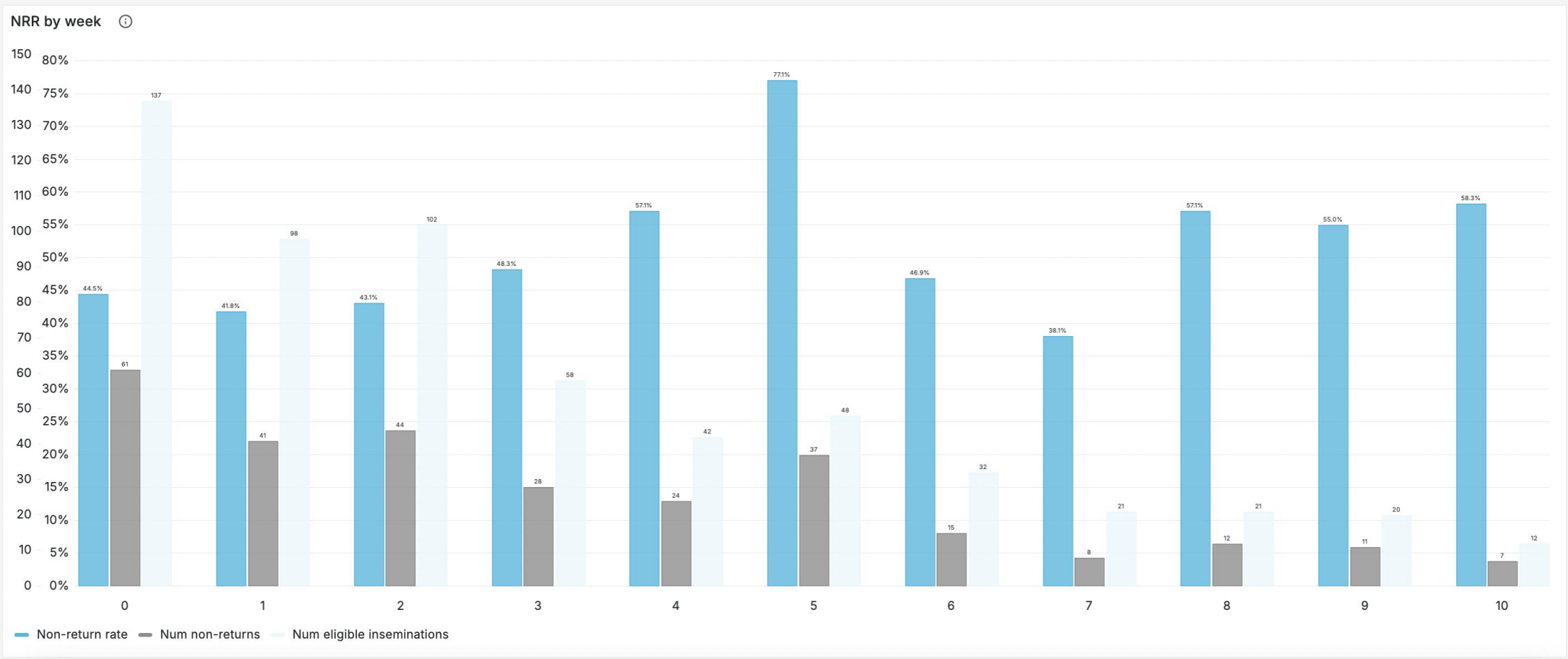
NRR by week

ANIMAL WELL-BEING



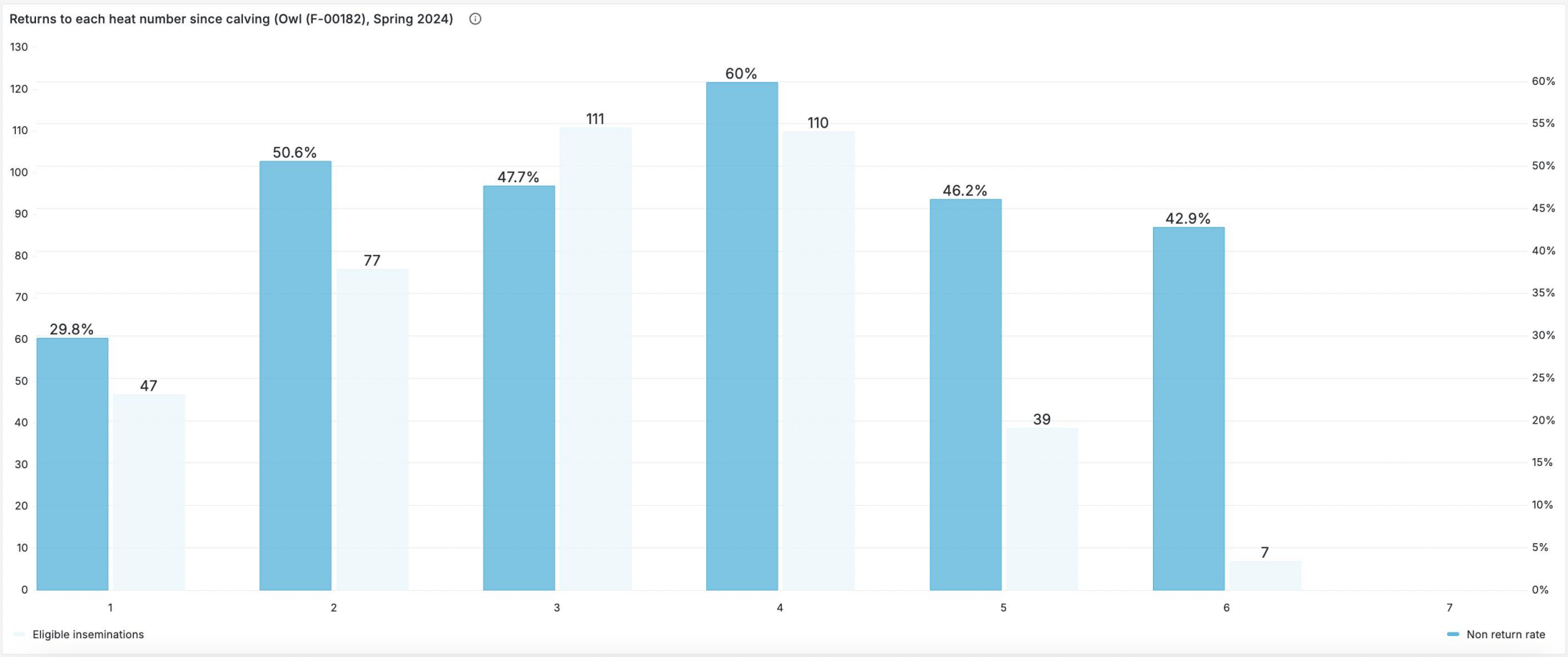
NRR by week 2023

ANIMAL WELL-BEING



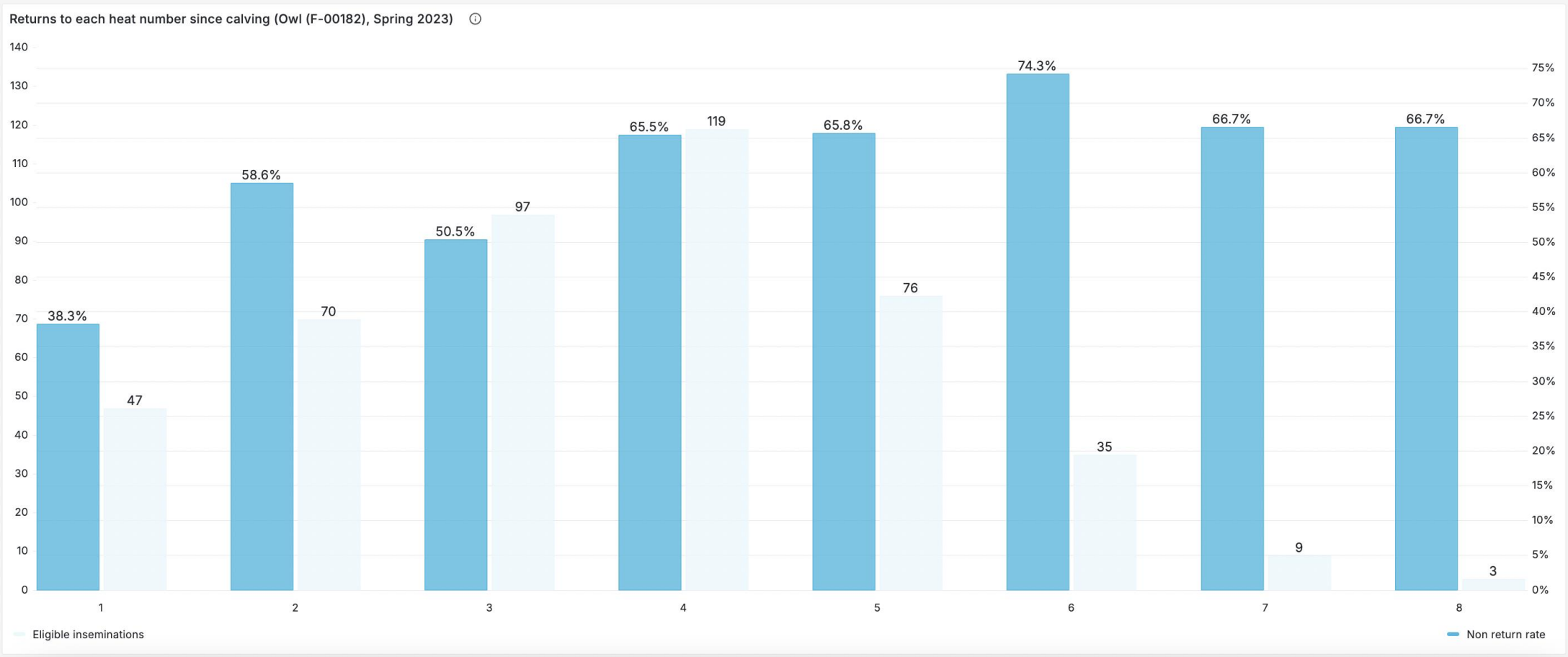
NRR by heat number

ANIMAL WELL-BEING



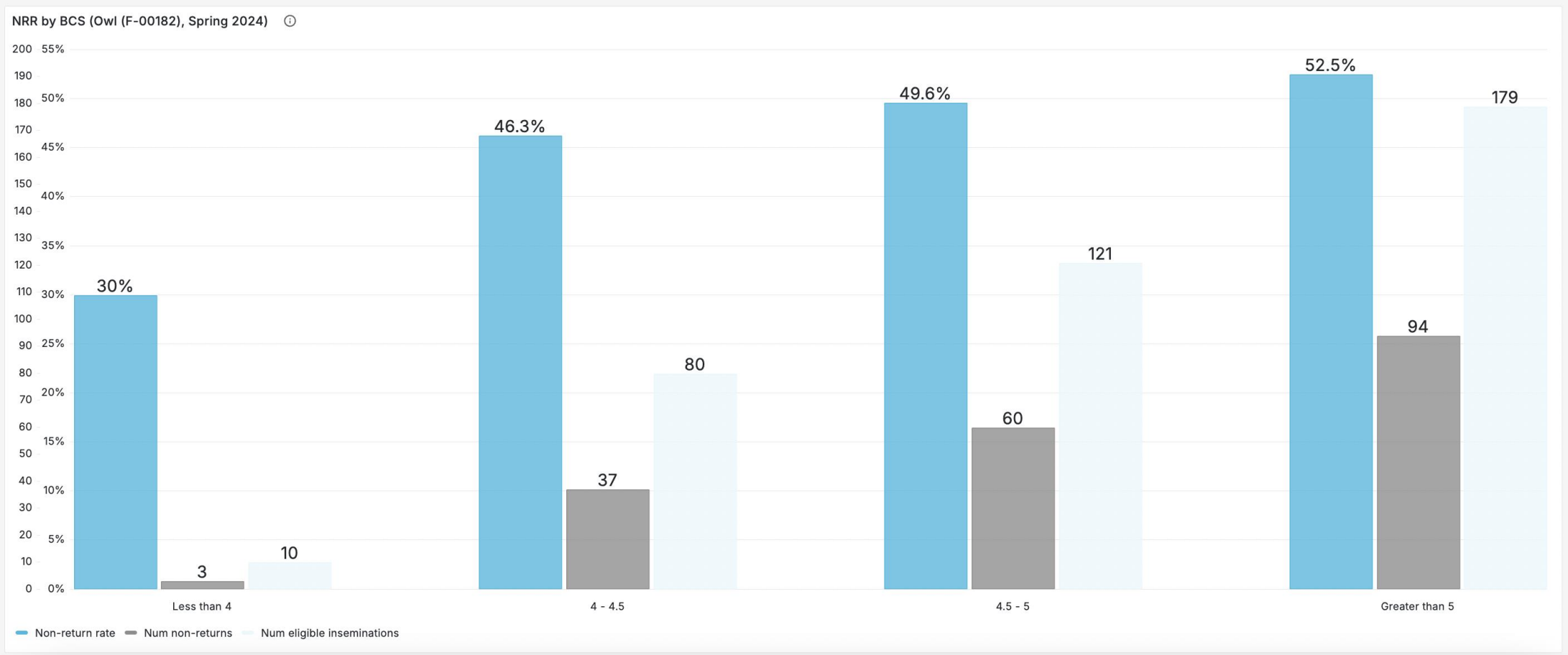
NRR by heat number 2023

ANIMAL WELL-BEING



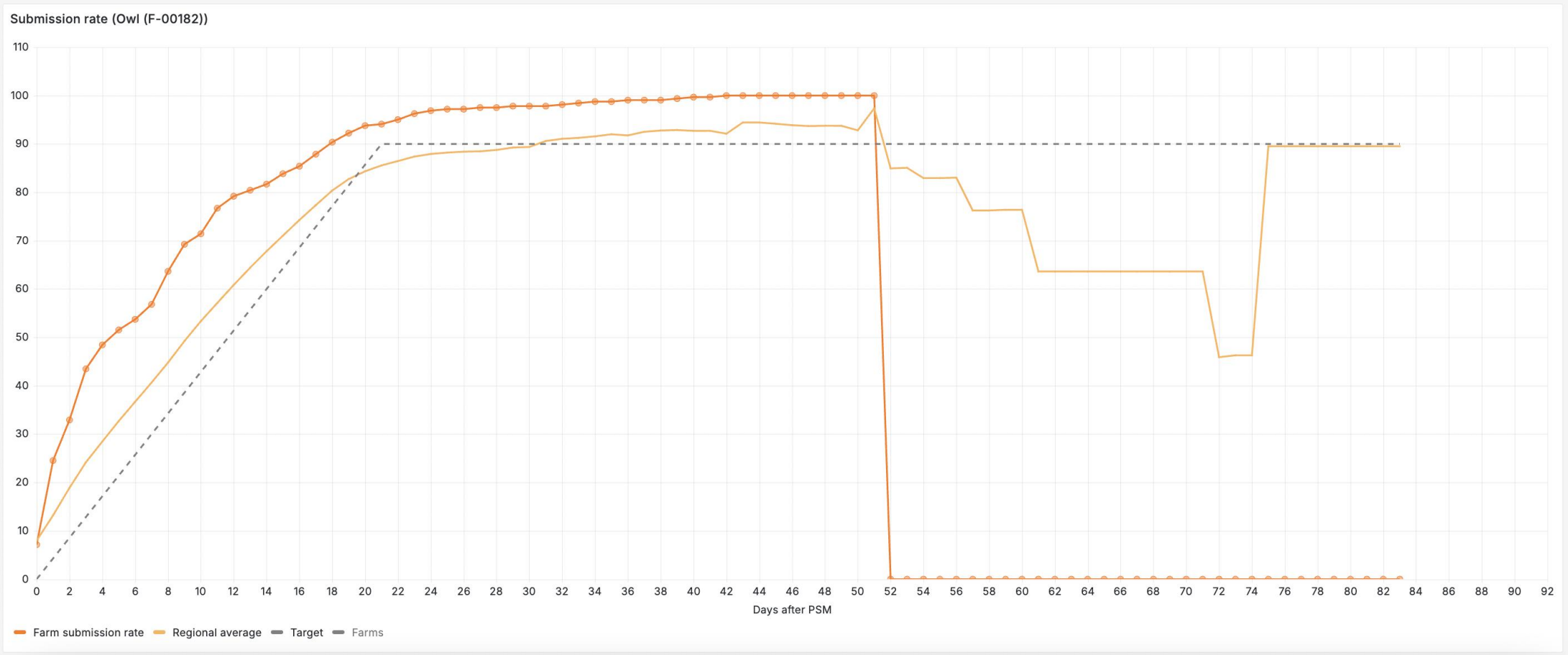
NRR by BCS

ANIMAL WELL-BEING



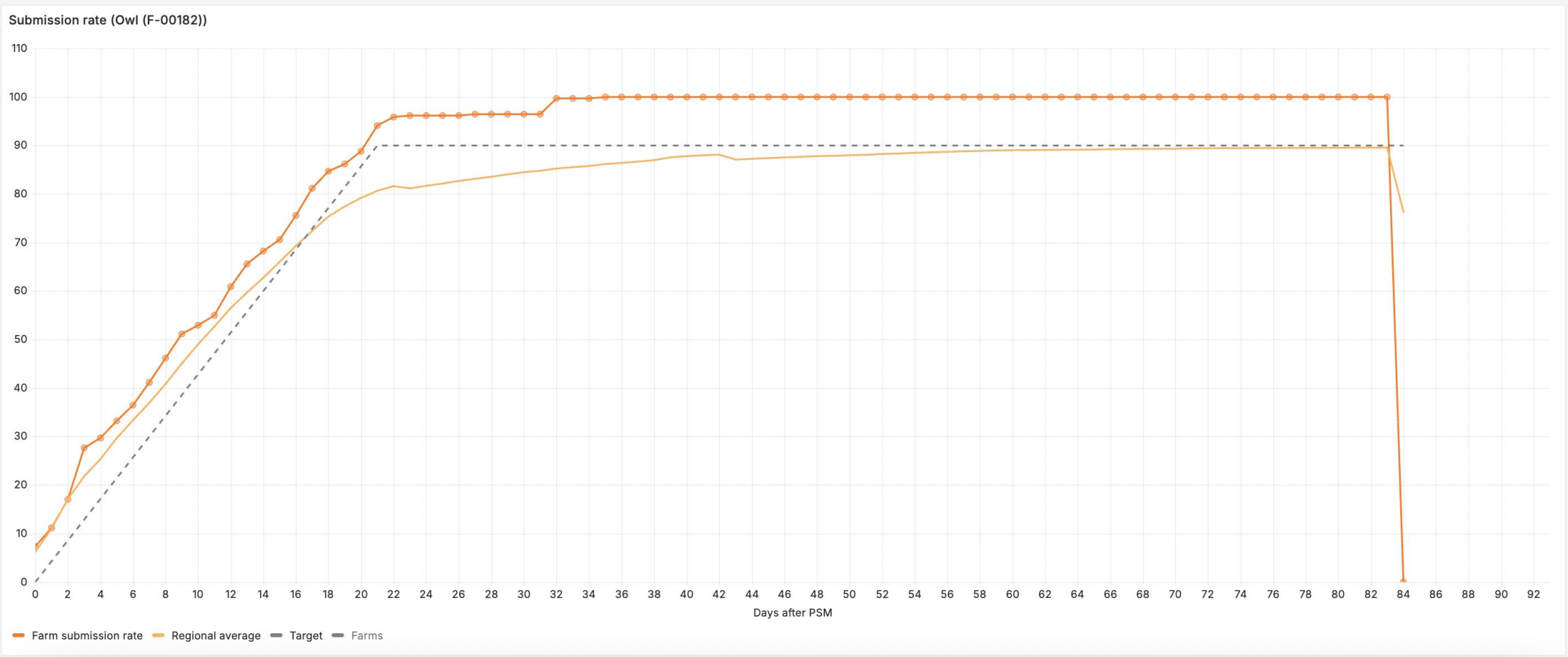
Submission Rate 2024

ANIMAL WELL-BEING



Submission Rate 2023

ANIMAL WELL-BEING



Phantom cows

ANIMAL WELL-BEING

PD on the 29th Nov all cows mated 25th Sept to 25th Oct that are not cycling

CIDR cows and mate with SGL Dairy before 10/12

Final PD in early Jan to ID culls

Monitor pregnancy status with heat ID

OWL FARM
Providing knowledge.

Environment KPIs

ENVIRONMENT

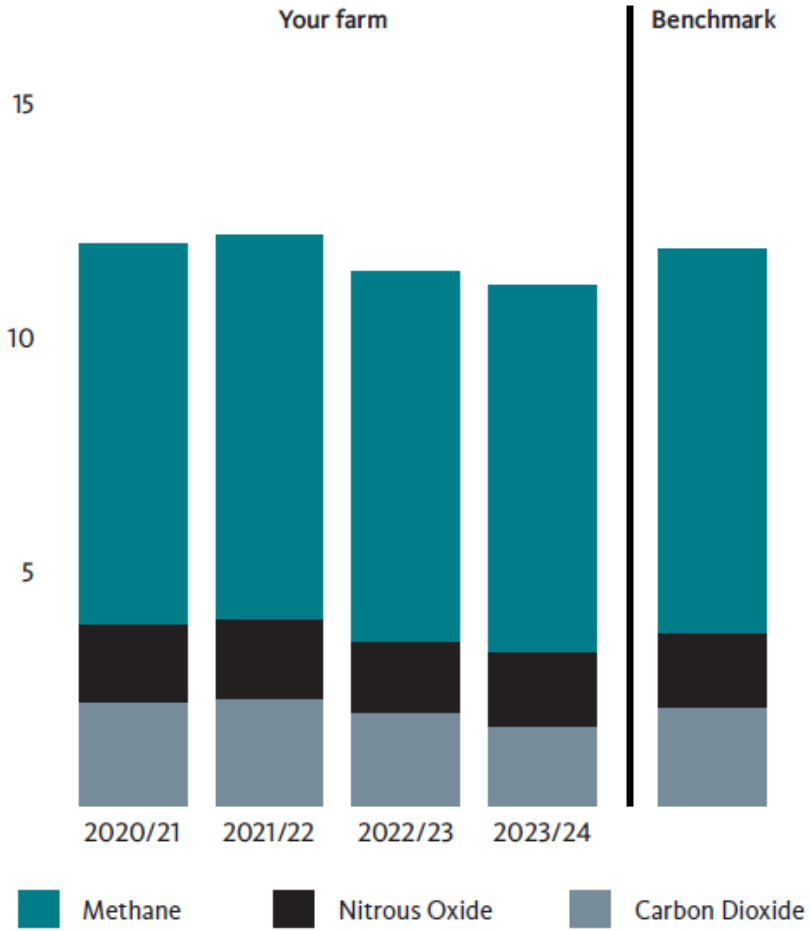
	PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1	Biological GHG/ha CO2 equiv	3 yr average trending down	7901	9633	10411	9945	9074	9192
2	GHG Emissions Intensity	3 yr average trending down	11.1	11.4	12.2	12.0		
3	Modelled N loss kg/ha/yr	3 yr average trending down	25	28	35	34	32	33

Emissions

Even the smallest on-farm efficiency gains can boost profitability and productivity. But they're also good for reducing emissions per kgMS. Each farm has a unique opportunity - it's up to you and your focus.

Your on-farm emissions

Your farm is benchmarked against Waikato farms



This data shows the emissions that are created from your farming activities. There are also other things that influence your farm's footprint - things like peat soil, land-use change and carbon removals. These aren't captured in the data below.

	Your Farm	Benchmark
Emissions ($kgCO_2e$)/ kgMs	**11.1**	**12.00**
Methane (biological)		
Dairy herd	6.00	6.30
Replacements	1.10	1.20
Effluent	0.70	0.70
Nitrous Oxide (biological)		
Livestock	1.10	1.20
Fertiliser	0.30	0.30
Manure and soil	0.20	0.10
Carbon Dioxide (non-biological)		
Imported feed	0.70	1.20
Fertiliser	0.60	0.50
Other	0.40	0.40

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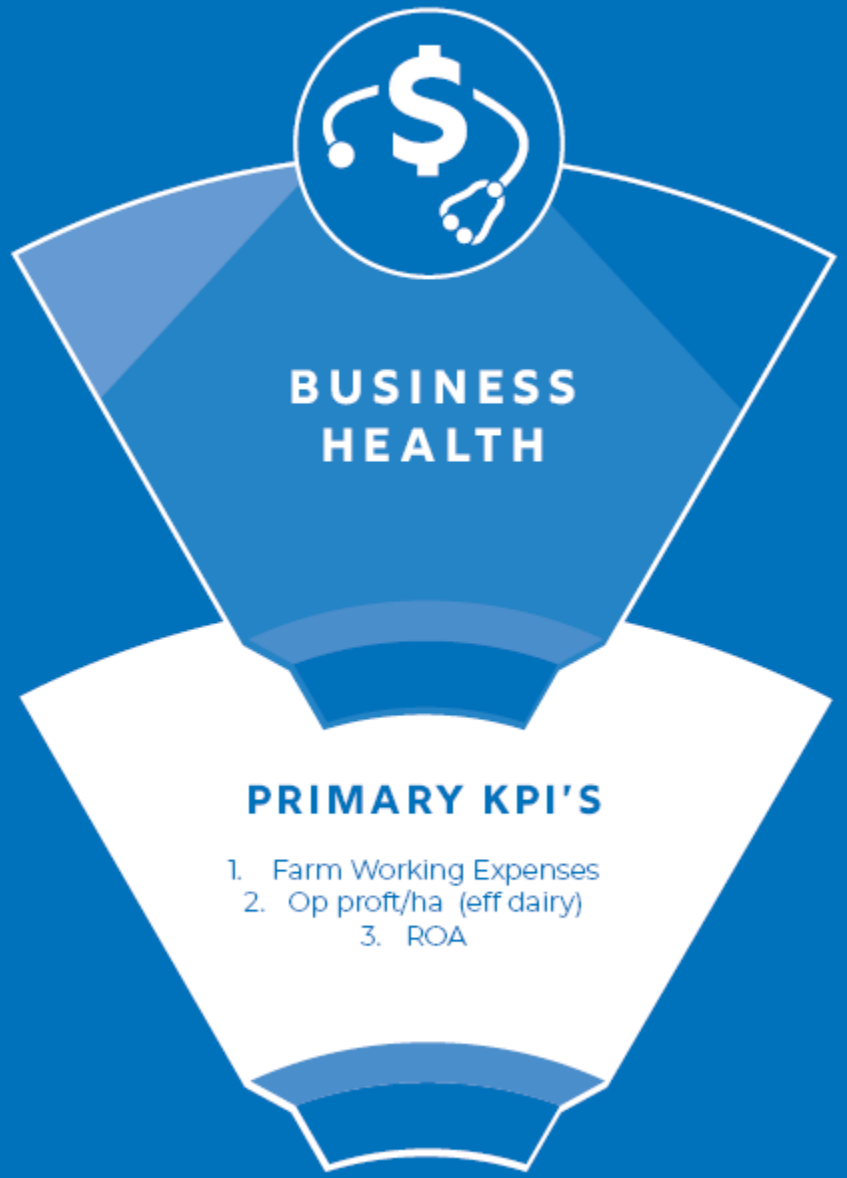
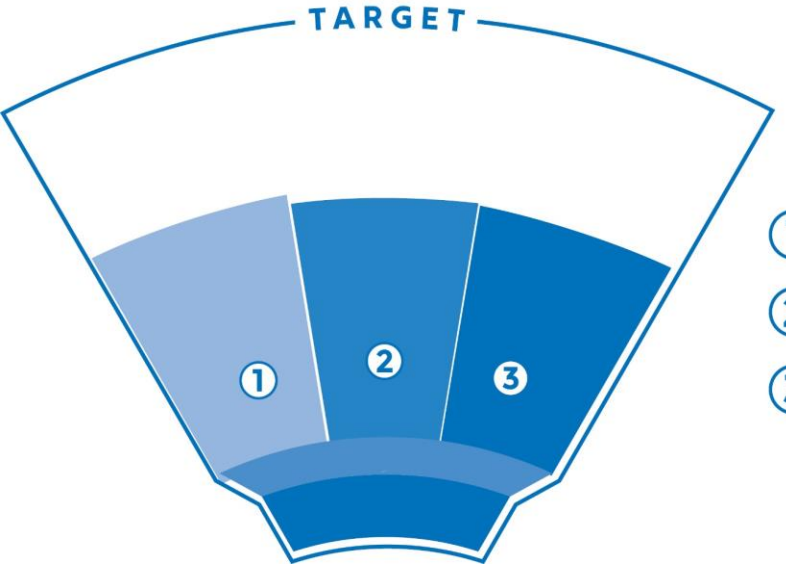


Business Health KPIs

BUSINESS HEALTH



PRIMARY KPI	OWL FARM TARGET	2023/24	2022/23	2021/22	2020/21	2019/20	2018/19
1 Farm Working Expenses	$4.70/kgMS - via DairyBase	$6.73	$6.81	$6.30	$4.60	$4.96	$4.66
2 Op proft/ha (eff dairy)	> top 20% - via DairyBase	$2314	$2362 vs $4550	$3886 vs $6950	$3482 vs $4820	$2405 vs $4395	$2147 vs $3533
3 ROA	6% - via DairyBase		3.00%	5.50%	5.00%	3.40%	3.10%

Cashflow update to 31 Oct

OWL FARM
Providing knowledge.
ST PETER'S SCHOOL & LINCOLN UNIVERSITY DEMONSTRATION DAIRY FARM

St Peter's Cambridge NEW ZEALAND

LINCOLN UNIVERSITY

BUSINESS HEALTH

	YTD Total	*YTD Budget*	YTD Variance	Original Full Year Budget
Milksolids KG	62,886	*64,000*	1,114	140,700
Total Milk Receipts	(636,765)	*(562,778)*	73,988	(1,114,433)
Dividends Received	(78,292)	*(10,700)*	67,592	(47,933)
All Cattle Sales	(25,662)	*(15,240)*	10,422	(101,540)
All other Income	(11,887)	*(15,600)*	(3,713)	(15,600)
Total Income	**(752,606)**	***(604,318)***	148,288	**(1,279,506)**

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ST PETER'S SCHOOL & LINCOLN UNIVERSITY DEMONSTRATION DAIRY FARM

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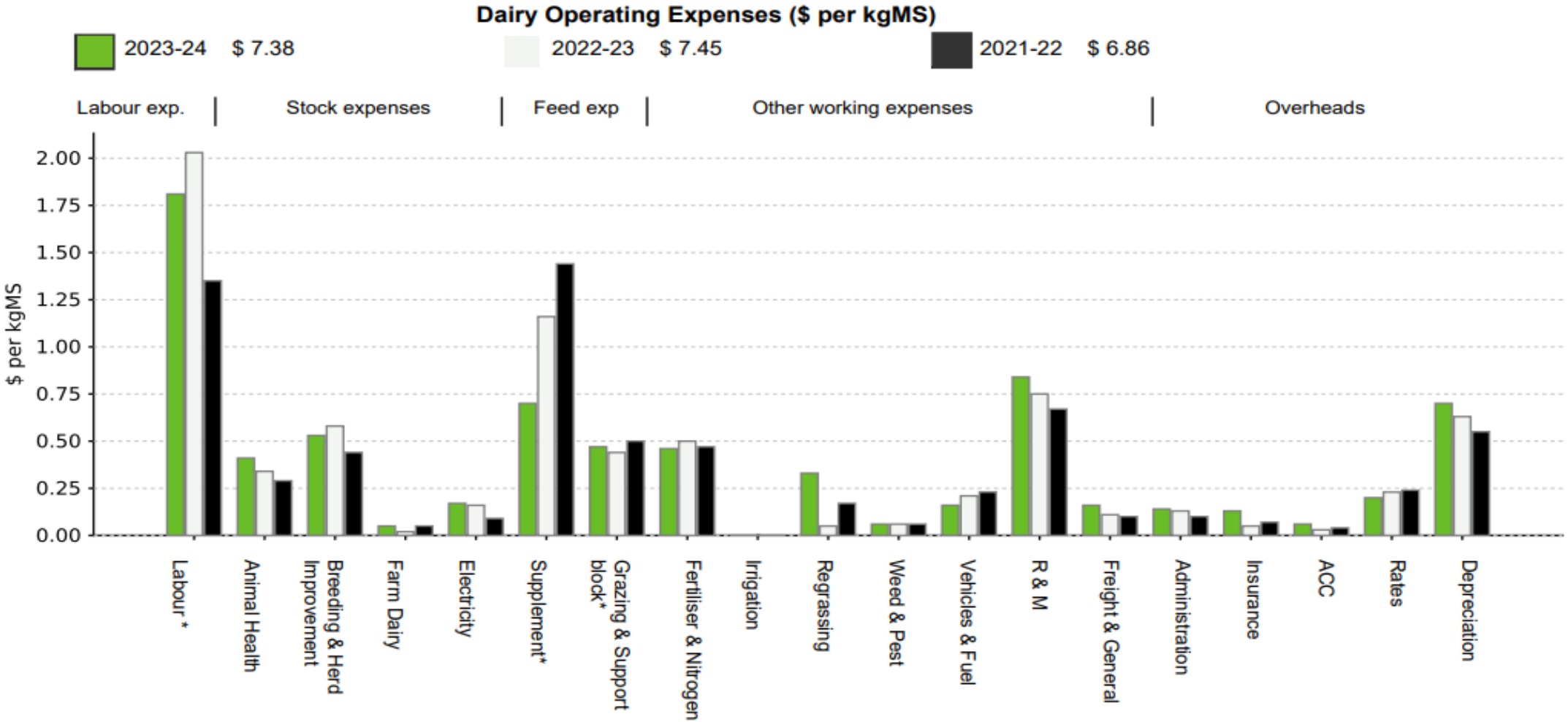
LINCOLN UNIVERSITY

	YTD Total	*YTD Budget*	YTD Variance	Original Full Year Budget
Wages	124,257	*100,548*	(23,710)	226,214
Animal Health	28,178	*20,190*	(7,988)	47,800
Breeding & Herd Improvement	42,114	*37,440*	(4,674)	77,400
Farm dairy	1,556	*3,100*	1,544	5,740
Electricity	11,768	*10,400*	(1,368)	23,200
Silage made	2,925	*22,000*	19,075	28,580
Supplements purchased	34,898	*24,000*	(10,898)	36,800
Calf rearing	51,482	*24,422*	(27,060)	25,722
Young & dry stock grazing	27,067	*29,165*	2,098	70,000
Fertiliser (incl. N)	36,056	*30,936*	(5,120)	51,440
Regrassing & cropping	12,381	*35,038*	22,657	50,350
Weed and pest	3,456	*4,200*	744	10,400
Planting	459	*1,700*	1,241	2,300
Effluent spreading	499	*1,000*	501	4,000
Vehicles - Fuel and R&M	10,768	*9,000*	(1,768)	21,600
R&M (land,buildings, plant, machinery)	33,167	*18,700*	(14,467)	46,600
Freight and general farm expenses	16,537	*16,140*	(397)	45,060
Administration	10,165	*9,069*	(1,096)	20,263
Rates, Insurance, ACC	19,441	*14,785*	(4,656)	47,484
CASH Farm Working Expenses	**467,175**	***411,833***	**(55,342)**	**840,953**
Surplus before Finance charges	**(285,431)**	*(192,485)*	92,946	**(438,552)**

How do my costs compare over time?

This chart shows the dairy operating expenses per kg milksolids over time. Non cash adjustments* are included in labour, feed and owned support block to enable comparison across seasons



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Thank you