



Farm Information Sheet

Group: _____ **Date:** 10th March 2016
Farmer Name/s: Anna Kalma _____

Farm Description

Anna is in her fifth season on this 71 ha effective property. The farm peak milks 240 FxJ cows using a feed system 2 and employs a farm manager. The target this year is to further reduce farm working expenses and to maintain production around 104,000kgMS.

Farmer Goals

Goals that are relevant to today's group are:

- Grow the operation by purchasing additional land
- Install a new effluent system that meets the farm and council requirements
- Continue to upskill in pasture management

Farming Principles/Management Practices

- Maintain profit focus and not chase production - maintain low cost structures
- Utilise the pasture first - strong emphasis on residual management
- Regular informal meetings with the farm manager to stay up to date with what is happening on farm
- Maintain good relationships with staff, neighbours and external stakeholders in the business
- Supportive of upskilling staff and use a bonus system to achieve great results

Current Situation

Production: 1.44kgMS/cow and currently down 0.2% STD

Supplements: 1.5kgDM silage, 2kg PKE

Round length: 30 days

Production Targets for the Current Season: 104,000kgMS. 1,465kgMS/ha, 437kgMS/cow

Farm Working Expense Target: \$2.60/kgMS

Other details (eg. herd fertility KPIs, animal health, supplements, heifers, grazing, crop area)

Youngstock:	46 R2s grazed off and weighed 2nd Nov - 305kg av. (1 MT)
Cropping/Regrassing:	5.5 ha maize per year, sown into permanents after (with Request and 24-7)
Farm record production:	104,600 kg MS

This Farm Information Sheet has been prepared by DairyNZ Limited to help in the running of a focused and effective Discussion Group, and is presented as confidential information to the Discussion Group members only.

Farm Performance Summary



Farm Business Type:	Owner	Benchmark Group selected by:	Matamata District
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Region:	Nth Waikato	Cow LWT:	450	Breed:	FxJ	BW / reliability:	131/43
Soil Olsen P:	48-76	Soil pH:	5.8-6.2	Soil S-S:		PW / reliability:	140/55

	2014/15		2013/14		2012/13	
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<i>Farm Details</i>	Farm	Dairybase BM (28)	Farm	Dairybase BM (50)	Farm	Dairybase BM (52)
Effective milking area (ha)	70	107	70	108	70	108
Milksolids (kg)	104,387	149,796	104,664	147,312	93,696	144,612
Peak cows milked	240	350	240	360	232	363
Stocking rate (cows/ha)	3.4	3.3	3.4	3.3	3.3	3.5
Planned start of calving (PSC) spring	13-Jul		16-Jul		16-Jul	
Nitrogen applied for year (kgN/ha)	160	107	121	126	121	

Physical KPI's

Milksolids per ha (kg)	1,491	1,387	1,495	1,364	1,339	1,339
Milksolids per cow (kg)	435	426	436	407	404	399
Milksolids per cow as % of Lwt	97%	91%	97%	88%	90%	86%
Pasture and Crop Eaten (t DM/ha)	15.8	13.8	15.5	13.3	14.6	12.9
Imported supplements (t DM/ha)	1.9	3.7	2.2	3.8	1.9	4.0
Grazing off dry cows (t DM/ha)	Nil	0.1	Nil	0.1	Nil	0.2
Total feed eaten/ha (t DM/ha)	17.7	17.3	17.7	17.2	16.5	17.1

Reproductive Performance

3 week Submission rate (%)	88%	90%	91%	90%	91%	90%
6 week in calf rate (%)	74%	78%	71%	78%	78%	78%
CIDR's	10%		10%		10%	
Mating period (weeks) MT rate (%)	10 (11%)		10 (11%)		10 (7%)	

Effluent and Environment

ha irrigated (% of farm)	42%		28%		28%	
Leaching / year, kg N and P/ha	39		25		25	
N conversion efficiency (%)	31					

Supplements & Crops

Chicory (ha's)		3.6	10.0	2.6	10.0	3.3
Maize grown (ha's)	5.5	6.0		3.0		5.0
Maize fed (tDM)	55.0		53.0		105.0	
PKE fed (tDM)	80.0		103.0		28.0	

Financial KPI's (Dairy Business)

Farm Working Expenses (\$/kgMS)	\$3.11	\$4.13	\$3.39	\$4.66	\$3.43	\$4.05
Gross Farm Revenue (\$/kgMS)	\$4.89	\$6.48	\$8.80	\$8.31	\$6.10	\$6.92
Operating Expenses (\$/kgMS)	\$3.67	\$4.85	\$4.14	\$5.27	\$4.22	\$4.86
Operating Profit (EFS) (\$/ha)	\$1,821	\$2,285	\$6,945	\$4,115	\$2,497	\$2,767