



Farm Information Sheet

Group: SMASH
Farmer Name/s: Graham Smith

Date: 16th March 2017
Staff: _____

Farm Description

37ha total with 28ha eff dairy platform milking 80 cows through a 12 ASHB shed. Historically fed around 3-4 t DM/ha of purchased feed, mainly PKE and silage from 9ha support block, but have tried to reduce this back over the past 12 months. A key feature of this farm is the diversification of farm income, made up of dairy, timber, tourism and poultry (duck eggs).

Trees

Paulownias are the most commonly grown tree as an income source. Graham plants around 100 trees per year and is currently harvesting 50-60 per year for sale. The lightweight characteristics of the timber make it sought after for the construction of surf boards. Current value is around \$2,000/m³ and the aim is to achieve 0.8-1 m³/ tree. Other trees grown are pines, poplar, eucalyptus, mexican cyprus, kauri and black walnut. **Targeting \$1/kg MS net revenue from trees for the 16/17 season.**

Ducks

Graham farms <100 free range ducks which produce approximately 2,000 eggs per year and sell for \$7/dozen.

Tourism

Graham has developed some additional farm accommodation for visitors to stay, tour the farm and enjoy its natural attributes.

Environment

The farm has an N leaching of 29 kg N/ha (15/16 season) and NCE of 29%. In addition there are believed to be benefits from the agroforestry with respect to absorbing nutrients below the pasture root zone (although there is no New Zealand based research to support this at this stage). Graham has also developed wetlands and riparian zones to trap nutrients and improve the water quality of the stream that travels through the farm.

Farm Details	2016/17 Target		2015/16		2014/15	
	Farm		Farm	Waikato Avg	Farm	Waikato Avg
Effective dairying area	28		28	155	28	141
Dairy run-off effective area (ha)	9		9	29	9	23
Milksolids (kg)	30,000		30,016		30,576	
Peak cows milked	80		79		80	
Nitrogen applied for year (kgN/ha)	65		93	125	220	118
Physical KPI's						
Milksolids per ha (kg)	1,071		1,072	1,218	1,092	1,289
Milksolids per cow (kg)	375		380	405	382	414
Milksolids per cow as % of Lwt	83%		84%	86%	85%	88%
Pasture and crop eaten (t DM/ha)	10.8		10.5	12.4	9.5	12.7
Imported supplements (t DM/ha)	2.40		2.70	2.90	3.70	3.50
Dry cow grazing (off farm)	0.40		0.40	0.40	0.40	0.30
Total feed eaten/ha (t DM/ha)	13.6		13.6	15.7	13.6	16.5
Financial KPI's (Dairy Business)						
Farm working expenses (\$/kgMS)			3.23	3.64	4.24	4.21
Operating profit (\$/kgMS)			-1.21	0.24	-0.06	1.60
Net other farm income (\$/kgMS)			0.19		0.07	