



Why did you choose this system?

- Believed organic farming was a lower cost system for a higher milk price.
- Looked at high input but decided we had no competitive advantage with overseas competitors and demand for “imported feed” locally was increasing.
- Wanted to test the practicalities & profits of an organic system.
- Lower capital input.

What made you change from the previous system you were running?

- Wanted a higher return on capital as this was an investment.
- Wanted to “step back” before stepping forward. It is easy to unwind an organic farming system.
- Decision was made in an environment of low to mid \$4 kg milk prices and lower costs.

What were the steps/processes involved when deciding to go organic?

- DairyNZ systems work indicated that system 1 could be very competitive therefore system 1 with a premium more competitive? (Glassey)
- Talked to people in the industry and Fonterra plus attended courses and field days to learn rules and methods of organic farming.
- Took over the farm on June 1st 2007 and from then on practised organic farming.
- Next phase was about learning, testing and monitoring.
- After 5 years comparison, options will be looked at and a decision will be made.
- **DAIRYBASE** critical to entire process.

Pro’s of Organic farming	Con’s of Organic farming
<ul style="list-style-type: none"> • Premium of \$1.05/kgMS – this is significant at lower milk prices. • Pasture based – simple. • Low cost? • Challenge + something different. • Perception/reality that organics are more environmentally friendly. Greenie friendly. • The “organic” brand opens up many opportunities particularly for the land. • Possibly a higher return on capital for this farm. 	<ul style="list-style-type: none"> • Increasingly tougher compliance rules. • Higher risks around disease outbreak. • Paper work. • Staff training & availability. • Increased risk around climate adversity requiring more conservative management and aggressive planning. • Inputs are often significantly more expensive.