

DAIRY BUSINESS OF THE YEAR



National Supporters Event

Rex and Sharon Butterworths Farm

23rd June 2016

**Strengths and Opportunities pulled together by the attendees
of the 2016 National Supporters Event on the Day**

Strengths

- Good business management
 - Financial management - Planning, benchmarking, analysing
 - Using good data to be more efficient (4y trends)
 - Vision – strategy plan knowledge
 - Low Operating Expenses (OE/kgMS) and Farm Working Expenses (FWE/kgMS)
 - Knows his numbers
 - Understands implications
 - Quality decision making – making money work for him
 - Resilient system – can adapt easily to variables
 - Variables – feed expenses, wet times, dry summers
 - Efficient use of all resources – internal and external
- Good set up with flat farm, runoff and infrastructure
 - enables efficiency
 - good nutrient management (environmental performance)
 - good land management
- Feed / Pasture management
 - High Pasture Harvest
 - Runoff interaction with dairy
 - Good Maize harvest
 - Good feed conversion efficiency
 - Feed utilisation
 - Forage costs – being mostly self-contained gives more control
- Cattle Management
 - Cow Efficiency - Production per cow
 - Good Animal welfare - Condition scores
- People management
 - Use of key partners
 - Building a good internal and External Team
 - Forming good relationships
 - Staff – low turnover & well engaged
 - External advisors
- Environmental management
 - Awareness & considerations
 - Nutrient Management

Opportunities

- Business Growth
 - Expand and replicate on another farm
 - Intensify profitability
 - Is the herd home being used to its full potential – Cow Production
 - Dairy Company specialities – e.g. OCD A2 Milk
 - Don't fix what's not broken
- Feed / Pasture Management
 - Further Improve bought in feed costs (concentrates)
 - Feed balance
 - Feed “type” higher energy
 - More feed to increase per cow performance
 - Better quality feed – analyse to see benefits e.g. replace PKE with Cotton Seed
 - Use of a mixer wagon
 - Review pros and cons of forage crops on farm e.g. chicory or fodder beet in replacement for Maize from the run off.
 - Re assess cow numbers – stocking rates
 - More targeted feed timing – higher protein when needed
- Cattle Management
 - Breeding - Herd Genetic improvement
 - Selective breeding – outside help to fine tune selection
 - Culling bottom end cows (increase rate of genetic improvement)
 - Heifer liveweight – ensure growth rates
 - Liveweight production to 130%
 - Condense calving spread
 - Analyse to see if there is a benefit to split calving and winter milk, milking all year
 - Animal health – spray pastures
 - Reduce exposure to facial eczema
 - Dropping cow numbers and raising per cow production
- Environmental Management
 - Effluent nutrients
 - Timing of effluent spreading – incl runoff
 - Reduce nutrient loading
 - Overseer for the runoff
 - Extending the effluent area to improve nutrient efficiency