

DAIRY BUSINESS OF THE YEAR



National Supporters Event

Landcorp Moutoa Ruapehu Farm

22 June 2017

**Strengths and Opportunities pulled together by the attendees
of the 2017 National Supporters Event on the Day**

Strengths

- Group One
 - Effluent – self-contained
 - High profit / high-producing
 - Landcorp backing – skills, systems, pooling of information and knowledge
 - Regular weighing of young stock and separating off lights

- Group Two
 - Management – systems, advisors, data, information, analysis, health and safety
 - Environment – image, to public too, execution of plan
 - Effluent Management
 - Toys and Assets, i.e. have tools to do jobs
 - Purchasing power, synergies
 - People

- Group Three
 - Clear vision and criteria, passion
 - Leadership at different levels
 - Resources and infrastructure strength
 - Soil type – huge advantage, P levels, management of weather/climate
 - Financials – business acumen, priorities identified e.g. environment, management
 - State Highway 1 – shopfront (diversity), presentation, perception

- Group Four
 - Pasture management
 - Corporate structure and support
 - Financial management
 - Involvement of community
 - Quality of land

- Group Five
 - Low cost of production
 - Very high level of analysis enables highly informed decision making
 - Soil fertility – good pasture production
 - Corporate governance – better risk management
 - Environmental practices

Opportunities

- Group One
 - More effluent storage or roof to avoid rainwater
 - Use existing infrastructure (feedpad) for standoff
 - Continue strong focus on improving six week in-calf rate
 - DNA calf ancestry

- Group Two
 - Expansion
 - Create opportunities for home-grown talent
 - Environmental infrastructure
 - Feed – meal feed system, food types of environment
 - Process themselves

- Group Three
 - Staff – turnover reality, connection of managers (but still an important role)
 - Standard Operating Process – skills, attitude, drugs and labour
 - Landcorp as a business – talent management, risk mitigation, career progression
 - Understand needs of the individual, e.g. job security

- Group Four
 - Cost structure
 - Stocking rate
 - Improved technology
 - Management consistency
 - Risks around nutrient loss from grazing/support land

- Group Five
 - Increasing the six week in-calf rate, using and maintaining body condition, early interventions, other feeding options to create energy surplus
 - Recruiting and retaining good staff
 - In-shed feeding to minimise wastage
 - Herd testing data to drive herd improvement
 - Herd shelter
 - Rood over milking shed (new shed?)