

DBOY 2018 Finalist KPIs

Based on 2016 -17 Production Season

Average Milk Payout = \$6.12/kgMS (Fonterra)

Business Details	Award	Location	Total Cows Effective Area (ha)	Milk Prod./cow KgMS/ha	Return on Capital (%)	Operating Profit Margin (%)	Operating Profit per ha	Cost of Production per kgMS	Operating Expenses per kgMS	Pasture Harvest tDM/ha	Pasture % of Feed	Core per Cow Costs	Labour Efficiency Cows /FTE	Environ Score* (out of 15)	HR Score* (out of 15)
MOBH Farm Kevin Hall, Tim Montgomerie, Jodie Heaps, Mark Turnwald	Supreme Winner Best Southland Farm Performance Medium Input with Best Financials	Southland	680 cows 265.30 ha	486 MS/cow 1247 MS/ha	7.9%	46.3%	\$4,050.00	\$3.25	\$3.77	12.30	81.8%	\$746.00	175	10.0	7.6
Riddings Farm Ltd Chris & Jude Stacey	Runner Up Best Waikato Farm Performance Lowest Environmental Impact	Waikato	440 cows 137.40 ha	395 MS/cow 1264 MS/ha	5.1%	32.6%	\$2,968.00	\$4.17	\$4.86	10.70	58.0%	\$634.00	133	11.0	10.4
Chikasa Trust Robert & Hayley Hathaway	Best Central Plateau/BOP Farm Performance	Bay of Plenty / Central Plateau	745 cows 227.10 ha	485 MS/cow 1592 MS/ha	4.3%	28.2%	\$3,044.00	\$4.53	\$4.87	11.30	61.5%	\$902.00	132	8.0	8.5
Cleaver Farms Ltd Shane Cleaver, Natasha Hepburn, Vernon & Deidre Cleaver	Best Taranaki Farm Performance Business Resilience	Taranaki	840 cows 243.50 ha	397 MS/cow 1369 MS/ha	5.0%	46.8%	\$4,514.00	\$3.09	\$3.75	15.90	87.7%	\$541.00	219	7.0	9.1
Garvaghy Gold Ltd Robert & Colleen Ervine	Best Manawatu Farm Performance Low Input with Best Financials	Manawatu	355 cows 132.90 ha	435 MS/cow 1162 MS/ha	5.2%	39.2%	\$3,178.00	\$3.71	\$4.25	14.30	96.1%	\$667.00	125	11.0	4.1
Theland Purata Farm Group - Delaborin	Best Canterbury Farm Performance	Canterbury	1195 cows 352.80 ha	460 MS/cow 1560 MS/ha	5.3%	32.4%	\$3,118.00	\$4.21	\$4.18	15.50	81.8%	\$662.00	230	9.0	10.6
Pan Farm Ltd Paul & Andrea Stevenson	Best West Coast Farm Performance	West Coast	560 cows 214.60 ha	478 MS/cow 1247 MS/ha	6.5%	30.2%	\$2,085.00	\$3.52	\$3.86	11.40	78.6%	\$609.00	140	6.0	10.0
Duncan Road Tim & Jim Montgomerie	High Input with Best Financials	Waikato	370 cows 80.00 ha	447 MS/cow 2067 MS/ha	5.0%	40.2%	\$6,223.00	\$3.81	\$4.47	13.90	57.3%	\$661.00	185	9.0	9.4
Clear Creek Dairy Ltd Damien & Emma Groot	Best People Leadership	West Coast	600 cows 282.30 ha	400 MS/cow 850 MS/ha	4.9%	30.4%	\$1,436.00	\$3.53	\$3.86	9.70	84.2%	\$502.00	211	5.0	11.7
McCullough Farm Part. Richard & Nadine McCullough	Finalist	Waikato	632 cows 250.00 ha	421 MS/cow 1064 MS/ha	5.0%	36.5%	\$2,508.00	\$3.80	\$4.11	11.50	72.5%	\$573.00	185	10.0	10.0
Syme Ag Ltd Richard & Davina Syme	Finalist	Waikato	227 cows 60.40 ha	431 MS/cow 1621 MS/ha	4.8%	38.7%	\$4,377.00	\$3.61	\$4.28	13.60	66.5%	\$565.00	113	10.0	6.2
Theland Purata Farm Group - B24	Finalist	Canterbury	1,279 cows 397.50 ha	437 MS/cow 1407 MS/ha	5.2%	33.5%	\$2,929.00	\$4.33	\$4.13	13.90	77.5%	\$568.00	180	10.0	9.1
Theland Purata Farm Group - Dunsandel	Finalist	Canterbury	2,166 cows 562.20 ha	480 MS/cow 1850 MS/ha	5.3%	29.3%	\$3,107.00	\$4.52	\$4.06	16.60	74.1%	\$604.00	190	9.0	6.7
Theland Purata Farm Group - Tapatoru	Finalist	Canterbury	996 cows 291.90 ha	443 MS/cow 1512 MS/ha	5.2%	30.2%	\$3,203.00	\$4.32	\$4.90	14.60	79.3%	\$906.00	153	8.0	11.3

*Top HR & Environmental performers were selected from the finalists, and then further scrutinised to select the Best People Management Winner and the Lowest Environmental Impact Winner

For more information please contact
0800 735 588
team@dboy.co.nz

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