

DBOY 2019 Finalist KPIs

Based on 2017 -18 Production Season

Average Milk Payout = \$6.69/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)
Okaihau Pastoral Holdings Ltd	Supreme Winner Best Northland Farm Performance High Input with Best Financials	Northland	1,181 cows 351.3 ha	538 MS/cow 1809 MS/ha	11.3%	41.4%	\$5,742	\$4.01	\$4.49	12.4	58.7%	\$628	174	10.0	9.3
River Terrace Dairy Ltd	Runner Up Best Canterbury Farm Performance Business Resilience Best People Leadership	Canterbury	925 cows 270.5 ha	495 MS/cow 1692 MS/ha	7.5%	42.4%	\$5,286	\$3.84	\$4.24	15.5	78.2%	\$655	212	10.3	10.8
McCullough Farm Partnership Ltd Richard & Nadine McCullough	Runner Up Best Waikato Farm Performance Lowest Environmental Impact	Waikato	670 cows 240.1 ha	377 MS/cow 1052 MS/ha	6.9%	44.0%	\$3,708	\$3.95	\$4.48	11.6	69.0%	\$556	223	11.5	10.4
Hopkins Farming Group, Waihora Shawn Southee	Best Lower North Island Farm Performance	Lower North Island	1,000 cows 333.6 ha	410 MS/cow 1229 MS/ha	5.6%	35.2%	\$3,295	\$4.37	\$4.93	9.8	63.7%	\$680	175	9.8	9.8
Hanze Farms Ltd Scott & Larissa Anderson	Best Central Plateau/BOP Farm Performance	Bay of Plenty / Central Plateau	385 cows 104.7 ha	501 MS/cow 1842 MS/ha	8.5%	41.1%	\$5,936	\$3.96	\$4.63	10.7	52.5%	\$702	126	7.8	9.1
Theland Tahī Farm Group - Plateau	Low Input with Best Financials	Bay of Plenty / Central Plateau	916 cows 310.2 ha	360MS/cow 1063 MS/ha	6.3%	41.6%	\$3,120	\$4.07	\$4.13	12.6	91.7%	\$553	151	8.3	8.1
Theland Tahī Farm Group - Pineview	Medium Input with Best Financials	Bay of Plenty / Central Plateau	1,234 cows 383.8 ha	411 MS/cow 1320 MS/ha	8.0%	44.6%	\$4,166	\$3.86	\$3.92	13.9	82.1%	\$560	154	7.3	7.4
Burgess Farm Ltd William & Michelle Burgess	Finalist	Waikato	363 cows 96.8 ha	537 MS/cow 2015 MS/ha	8.4%	41.3%	\$6,874	\$4.16	\$4.84	7.1	29.4%	\$561	146	9.8	3.8
GE and KM Coxon Gavin & Karla Coxon	Finalist	Waikato	475 cows 147.3 ha	465 MS/cow 1500 MS/ha	7.7%	40.6%	\$4,702	\$4.02	\$4.58	13.2	71.5%	\$701	136	8.8	6.7
Foxbay Properties Ltd, Dairy 2 Glenn & Karen Speed	Finalist	Bay of Plenty / Central Plateau	1,030 cows 340.6 ha	499 MS/cow 1510 MS/ha	7.3%	34.8%	\$3,822	\$4.44	\$4.73	11.3	58.0%	\$571	212	7.5	No Score
Theland Tahī Farm Group - Cirenester	Finalist	Bay of Plenty / Central Plateau	840 cows 278.0 ha	385 MS/cow 1164 MS/ha	5.5%	41.0%	\$3,442	\$4.14	\$4.26	12.9	88.5%	\$604	151	8.3	8.2
Garvaghy Gold Ltd Robert & Colleen Ervine	Finalist	Lower North Island	370 cows 135.4 ha	435 MS/cow 1189 MS/ha	5.0%	34.8%	\$3,081	\$4.40	\$4.85	11.0	73.4%	\$616	113	10.8	7.28
Theland Purata Farm Group - Dunsandel	Finalist	Canterbury	1,110 cows 254.0 ha	473 MS/cow 2066 MS/ha	7.1%	32.1%	\$4,377	\$4.42	\$4.49	16.0	66.6%	\$778	174	9.2	8.6
Theland Purata Farm Group - Waitai	Finalist	Canterbury	1,050 cows 304.7 ha	405 MS/cow 1395 MS/ha	5.3%	35.1%	\$3,174	\$4.36	\$4.20	15.4	89.7%	\$674	213	9.4	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

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