

DBOY 2020 Finalist KPIs

Based on 2018 -19 Production Season

Average Fonterra Milk Payout = \$6.35/kgMS

Business Details	Award	Location	Peak Cows Effective Area	Milksolids Production	Return on Total Assets (%)	Operating Profit Margin (%)	EBIT per ha	Cost of Production per kgMS	EBIT per kgMS	Homegrown Feed tDM/milking ha	Grazed Feed %	Labour Efficiency Cows /FTE	Environ Score* (out of 15)	HR Score* (out of 15)
McCullough Farm Partnership Ltd Richard & Nadine McCullough	Supreme Winner Best Waikato Farm Performance Lowest Environmental Impact	Waikato	630 cows 245 ha	443 MS/cow 1140 MS/ha	6.2%	44%	\$3,843	\$4.46	\$3.36	12.3	65%	203	12.0	10.3
Imeson Country Ltd Greg & Janelle Imeson	Runner Up Best Northland Farm Performance High Input with Best Financials	Northland	192 cows 74 ha	366 MS/cow 950 MS/ha	7.1%	39%	\$2,676	\$4.14	\$2.82	10.7	73%	192	10.3	8.9
River Terrace Dairy Ltd Brent & Rebecca Miller Andrew & Rachele Morris	Best Canterbury Farm Performance Business Resilience Lowest COP Medium Input with Best Financials Best People Leadership	Canterbury	1120 cows 326 ha	503 MS/cow 1725 MS/ha	5.8%	38%	\$4,499	\$3.93	\$2.61	15.0	81%	187	10.1	13.5
Hopkins Farming Group, Waihora Shawn Southee	Best Lower North Island Farm Performance	Lower North Island	995 cows 340 ha	404 MS/cow 1183 MS/ha	5.3%	36%	\$3,028	\$4.50	\$2.56	11.2	62%	191	10.5	11.6
Craigellachie Dairy Farms Ltd Andy & Alan Grant	Low Input with Best Financials	Canterbury	2000 cows 548 ha	481 MS/cow 1757 MS/ha	5.2%	41%	\$5,151	\$4.36	\$2.93	15.8	85%	148	8.1	10.0
Greenacres (Kereone) Ltd Brad & Graham Pickett	Finalist	Waikato	240 cows 58 ha	510 MS/cow 2110 MS/ha	5.6%	49%	\$9,159	\$4.68	\$4.34	14.7	68%	169	9.2	9.8
GE and KM Coxon Gavin & Karla Coxon	Finalist	Waikato	500 cows 148 ha	453 MS/cow 1535 MS/ha	5.1%	33%	\$3,641	\$4.76	\$2.37	13.1	70%	114	8.8	6.0
Campbell Farms Ltd George Campbell	Finalist	Waikato	1180 cows 318 ha	446 MS/cow 1655 MS/ha	3.6%	29%	\$3,577	\$5.09	\$2.16	10.4	58%	130	9.0	6.8
Ruapuna Farms Ltd Grant & Jan Early Nick & Tina Giera	Finalist	Canterbury	1414 cows 375 ha	483 MS/cow 1821 MS/ha	4.3%	37%	\$4,434	\$4.34	\$2.44	14.9	78%	177	7.9	9.1
Hopkins Farming Group, Tokomaru Javier Pardo	Finalist	Lower North Island	960 cows 310 ha	391 MS/cow 1209 MS/ha	5.3%	39%	\$3,438	\$4.36	\$2.84	12.3	67%	160	9.5	12.0

*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
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