

2021 GOLD SPONSORS



Ministry for Primary Industries
Manatū Ahu Matua



DAIRY BUSINESS
OF THE YEAR



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OF THE YEAR



The Value of Dairy Business of the Year



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FARMER**

**NEW ZEALAND
DairyExporter**
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Overseer

No8~~X~~HR

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DBOY Vision & Purpose Statement

The strategic purpose of Dairy Business of the Year (DBOY) is to **contribute** to dairy farmers and the dairy industry in New Zealand by:

- i. **challenging** paradigms to bring about ongoing **improvements** in farm profitability;*
- ii. developing **resilient** and **sustainable** farming systems;*
- iii. **recognising** and **reinforcing** the value of motivated and innovative people within farming enterprises;*
- iv. increasing the **awareness** of dairy farming practices that minimise dairy farming impact on the **environment**.*

To bring about positive change across these four core objectives, Dairy Business of the Year activities and events encourage dairy farmers of every scale and business model to benchmark profit, people management and environmental practices to identify gaps and implement solutions.

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Three Key Dairy Business Focuses of DBOY

Profit

Define and benchmark the physical and financial performance of the business to identify needs and gaps, which equips the stakeholders to make changes where required to optimise the business and provide resilience

Analysed using Global Dairy Farms

People

Define efficiency and productivity
Emphasise the value of people within the business
Improving staff retention
Analysed in a comparative scorecard by No8HR

Our Planet

Keep up with regulations
Improve nutrient efficiencies
Analysed using Overseer and applied to a best management practice scorecard completed by Headlands Environmental Specialists

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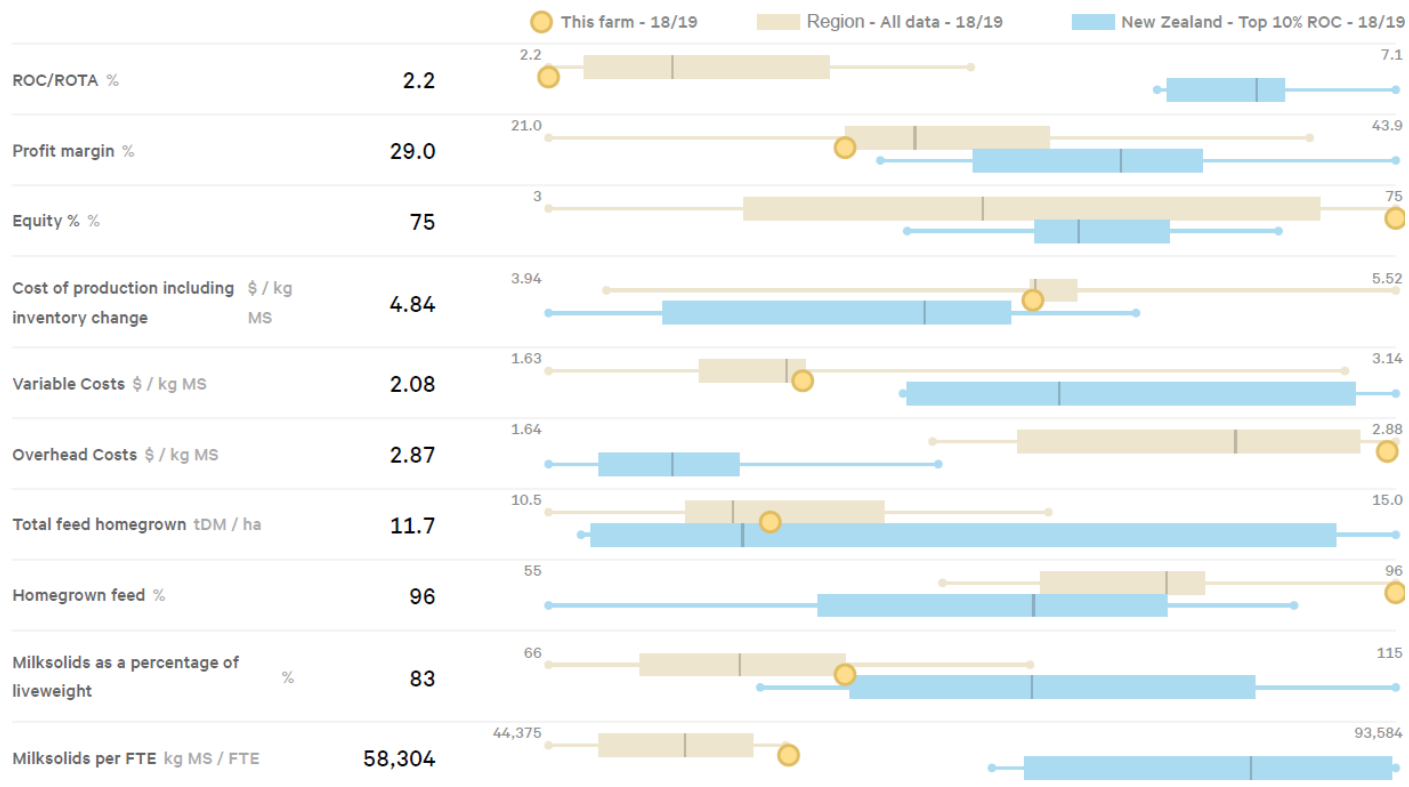
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Farm Physical & Financial Performance Scorecard Example

Farm Snapshot

Dairyland Ltd

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Report generated in Global Dairy Farms - built by  Xcheque®

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Human Resources Performance Scorecard Example

HUMAN RESOURCES METRICS

Dairyland Ltd

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SECTIONS	MEASURED BY	Lower Score		Median	Good performance		Your Farm Results	Group Average	Your Score
BUDGETED SPEND	People Investment per Cow			■			\$434.20	\$486.51	1.76
UTILISATION	Cows per FTE		■				139.99	175.92	0.37
	Milk Solids per worked hour		■				19.64	29.94	0.19
TRAINING SPEND	Training spend per FTE in \$\$	■					\$0.00	\$337.01	0.00
	Training spend per FTE in hrs	■					0.00	6.24	0.00
UNPLANNED COSTS	Costs per FTE (milk co fines, employment disputes costs etc)				■		\$0.00	\$509.75	1.25
	Unbudgeted Days Lost per FTE (i.e. sick / grievance/ suspension / breavement)				■		0.78	3.63	0.79
LABOUR TURNOVER	Management Staff				■		0%	4%	1.25
	Non Management Staff				■		0%	23%	1.25
HEALTH, SAFETY & WELLBEING	% days lost due to injury per FTE				■		0%	5%	1.25
	Rostered Days off per annum per FTE	■					5.83	63.39	0.09

OVERALL SCORE
(out of 15) 8.20

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Environmental Performance Scorecard Example

4.5a Environmental Performance Scorecard

Category	Best Management Practise	High Risk (1)	Med-High Risk (2)	Medium Risk (3)	Med-Low Risk (4)	Low Risk (5)	Result	Score
EFFLUENT	Lined/sealed effluent pond	■					Unlined / No Storage	1
	Percentage of the farm irrigated with effluent			■			29.0%	3
	N loading on effluent area kgN/ha			■			112	3
	Application Rate			■			10 - 25mm	3
NITROGEN	Kilogram of Milk Solids per Kilograms of Nitrogen Leached		■				42	2
	Kg N Leached/ha				■		26	4
	N Conversion Efficiency %		■				29.0%	2
	Soluble Nitrogen Use			■			82	3
PHOSPHORUS	Phosphorus Loss/ha				■		0.6	4
	Olsen P Levels				■		At optimum	4
IRRIGATION	Soil Moisture Monitoring						N/A	N/A
	Precision irrigation (soil mapping, GPS)						N/A	N/A
SOIL PROTECTION	Winter Cropping Area					■	0.0%	5
	Winter Stock Management (pugging avoidance)		■				Cows moved frequently during wet periods	2
*Scores for irrigated farms are out of 70 and non irrigated farms out of 60 **Numbers are extracted from OverseerFM								Raw Score Out of 60: 36
								Adjusted Score Out of 15: 9.00

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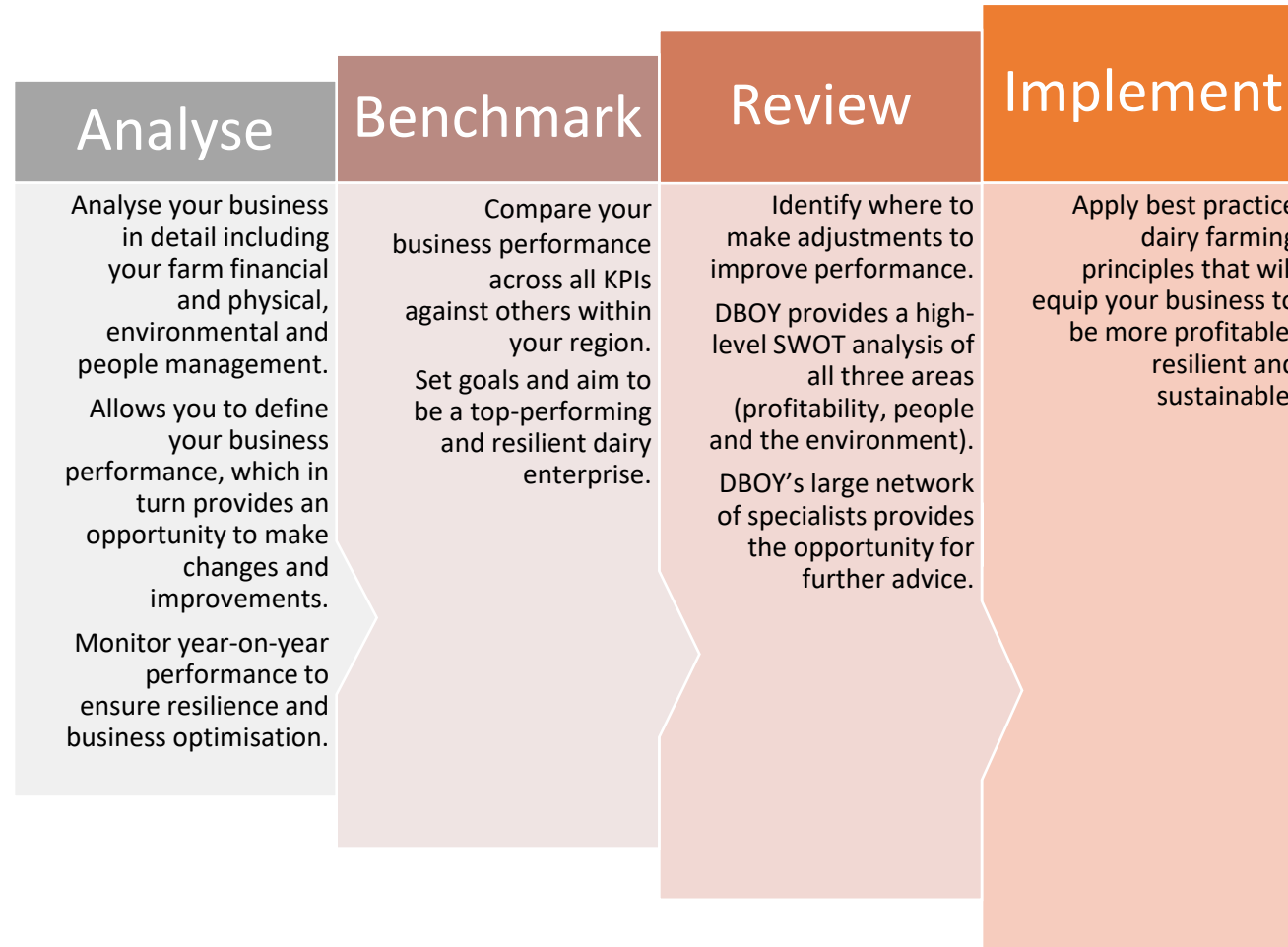
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The Value of DBOY Reports and Regional Optimisation Days



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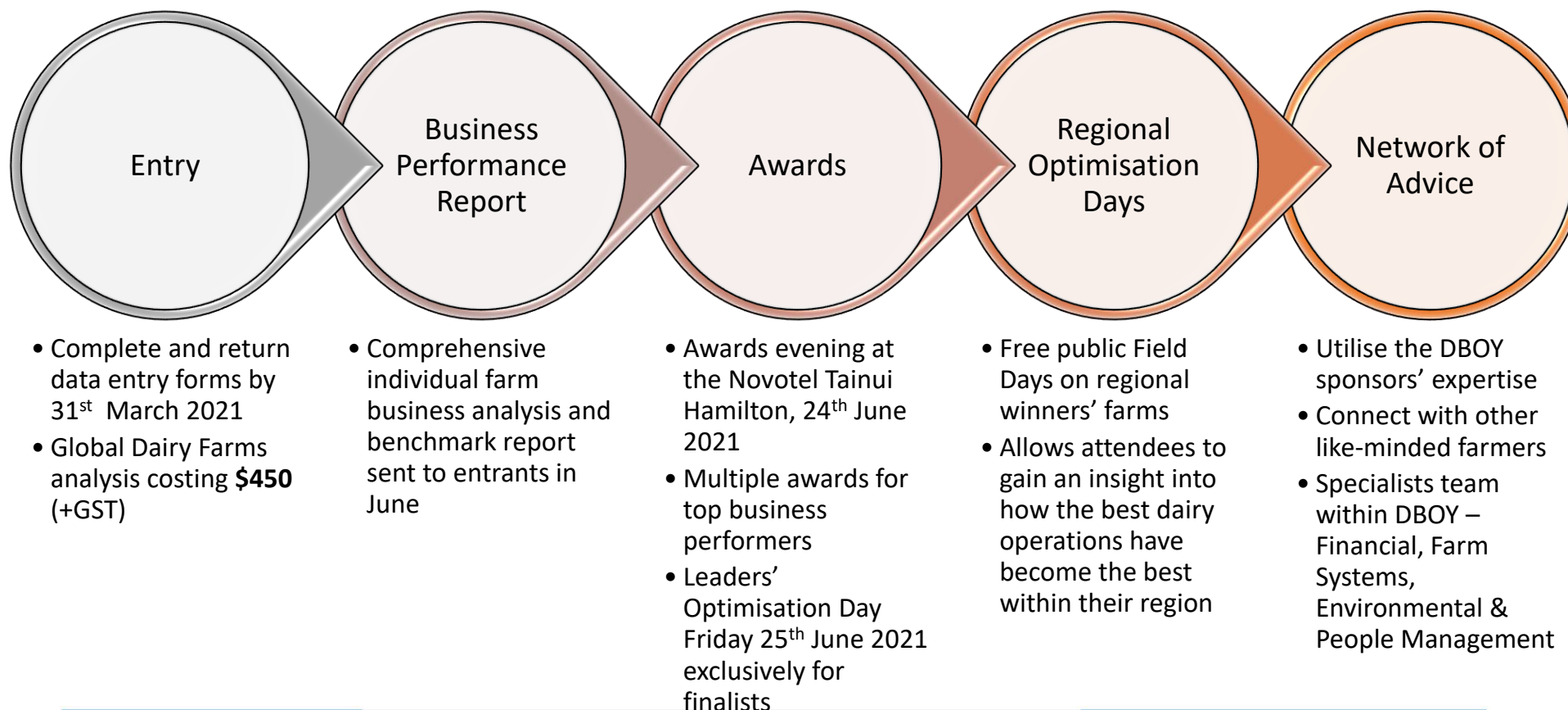
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DBOY Event Milestones



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What Farmers say about DBOY



Tim Montgomerie- 2019 Finalist - Waikato

- "We have entered three times now as the data gained via the Farm Performance Reports is invaluable in assisting us make evidence-based decisions for our business. DBOY allows us to benchmark ourselves with other top-end business and provides an accurate "warts and all" critique of our business. The report also helps us set KPIs that ensure relevance for our goals. We now have a comprehensive set of data that we use to not only assess performance, but also assist with planning/modelling future strategies"*



Anna Kalma – 2016 Finalist - Waikato

- "I've entered every year since I started farming. It was more about getting a better handle on my business and where I performed well. The value was very much about benchmarking myself against similar systems and different years. It's helped me drop costs and refine other areas of the business and identifies where I can do better. This is a simple and easy competition to enter."*



Andrew & Sibylle Sulzberger– 2017 Supreme Winner - Taranaki

- "The detailed physical and financial analysis and report from DBOY consultants provided us with a better understanding of key performance indicators in our business. The reports reinforced our low cost structure and identified areas we could tweak to gain even great efficiencies. Winning the Regional and Supreme has put us in good stead with our bank, and they have greater confidence in us and see us as a low risk which is really important, especially for any future developments or opportunities we may want to pursue."*

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How to Enter?

Option 1 Complete Online: simply fill in the forms while online. Please note each form must be completed in one sitting so be sure to check the time requirements on each form.

Option 2 Complete in Excel: download the Excel form and complete in your own time.

Option 3 Complete on Paper: download and print the PDF files or contact DBOY and we will post the entry forms to you.

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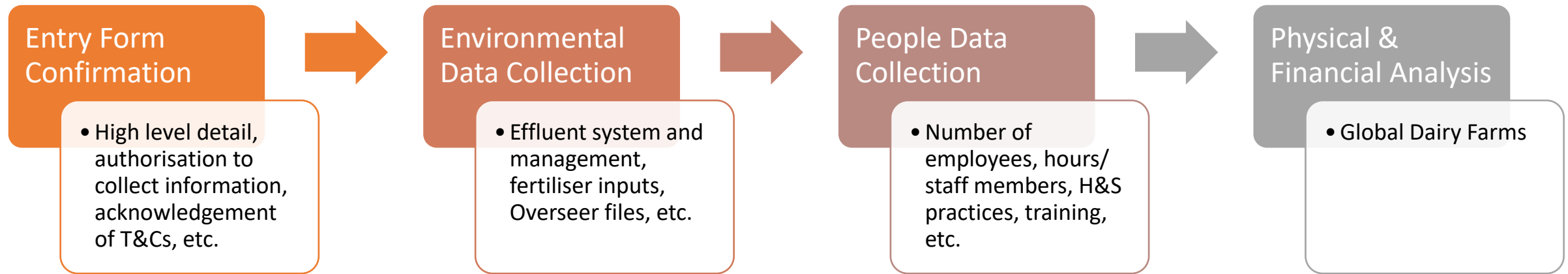
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Entry Process



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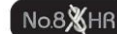
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