



DBOY 2016 Finalist KPI's

Based on the 2014-15 Season

Finalists Name	Award	Location	Cows and Effective Area	Milk Production KgMS	Return on Capital	Operating Profit per ha	Operating Profit Margin	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)
Landcorp Ruapehu Glenn Weitenberg	Supreme Winner Best Manawatu Farm Performance Lowest Environmental Impact High Input with Best Financials	Levin Manawatu	871cows 253ha	476/cow 1,638/ha	7.1%	\$4,191	38.5%	\$3.61	\$4.08	14.4	72.7%	\$658	150	11	7.0
Butterworth Partnership Rex and Sharon Butterworth	Runner Up Best Waikato Farm Performance	Walton Waikato	480cows 105.70ha	489/cow 2,223/ha	3.8%	\$3,836	33.2%	\$2.76	\$3.47	15.8	63.7%	\$652	227	11	13.1
Shortland Farm Ltd Rachel and Kenneth Short Louis and Barbara Kuriger	Business Resilience Best Taranaki Farm Performance	Opunake Taranaki	443cows 142ha	326/cow 1,016/ha	3.6%	\$1,906	38.2%	\$2.65	\$3.03	12.6	99.8%	\$352	208	9	9.1
Willowvale Farms Ltd Fraser and Katherine McGougan	Best BOP Farm Performance Best People Leadership Low Input with Best Financials	Whakatane	420cows 128.60ha	387/cow 1,264/ha	3.3%	\$1,927	30.8%	\$2.98	\$3.38	14.3	90.1%	\$551	210	8	11.3
Barbour Holdings Ltd Glenn Barbour	Medium Input with Best Financials	Morrinsville Waikato	260cows 72.20ha	415/cow 1,493/ha	4.8%	\$5,738	49.9%	\$3.26	\$3.86	14.5	82.1%	\$440	176	10	10.9
Cloverdale Dairies Ltd Andrew and Nicky Watt and Peter and Marg Ormsby	Best Canterbury Farm Performance	Ashburton Canterbury	3076cows 804.50ha	436/cow 1,669/ha	1.1%	\$456	5.5%	\$4.23	\$4.68	16.1	82.9%	\$904	189	11	9.2
Okaihau Pastoral Ltd Joe Foster and Cam Holmes	Best Northland Farm Performance	Okaihau Northland	1186cows 344.10ha	444/cow 1,529/ha	1.8%	\$496	6.4%	\$4.27	\$4.73	11.3	58.5%	\$628	167	9	9.7
Dunlac Dairies Ltd John and Jackie Tanner, Murray and Rosalie Foster and Helwi And Akky Tacoma	Finalist	Leeston Canterbury	738cows 170ha	461/cow 2,000/ha	1.7%	\$1,148	10.4%	\$4.23	\$4.94	16.2	69.4%	\$866	226	10	10.7
Kaimai Dairy Ltd Anna Kalma	Finalist	Waitoa Waikato	240cows 69.90ha	435/cow 1,493/ha	2.5%	\$1,872	25.7%	\$3.14	\$3.63	15.7	85.2%	\$516	211	10	11.5

*Top HR & Environmental performers were selected from the finalists then further scrutinised to select an overall Best People Management Winner and an Environmental Winner with the most robust system in place

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