

DBOY 2017 Finalist KPIs

Based on the 2015-16 Season

Average Milk Payout = \$3.90/kgMS (Fonterra)

Finalists Name	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)
Sulzberger Farms Ltd Andrew & Sibylle Sulzberger Brad & Chris Sulzberger	Supreme Winner Business Resilience Best Taranaki Farm Performance Low Input with Best Financials	Urenui Taranaki	320 cows 115 ha	400 MS/cow 1,161 MS/ha	3.7%	35.9%	\$2,166.00	\$2.50	\$3.34	12.60	85.6%	\$432.00	147	9.0	6.9
Okaihau Pastoral Ltd Joe Foster and Cam Holmes	Runner Up Best Northland Farm Performance High Input with Best Financials	Okaihau Northland	1056 cows 367 ha	527 MS/cow 1,645 MS/ha	3.2%	16.9%	\$1,420.00	\$3.71	\$4.26	11.80	61.6%	\$650.00	161	10.0	7.4
PG & KF West Ltd Peter & Karen West	Best Waikato Farm Performance	Ngatea Waikato	419 cows 144 ha	351 MS/cow 1,067 MS/ha	1.8%	18.3%	\$969.00	\$3.38	\$4.06	13.30	90.6%	\$559.00	189	10.0	9.7
Raroad Farm Ltd David & Sandy Clark	Best BOP Farm Performance	Waimana BOP	221 cows 75 ha	377 MS/cow 1,135 MS/ha	3.2%	31.1%	\$1,808.00	\$2.69	\$3.53	14.40	95.4%	\$504.00	153	7.0	8.0
Goodlands Partnership Blair & Deanne Percy	Best Wairarapa Farm Performance	Masterton Wairarapa	580 cows 195 ha	372 MS/cow 1,107 MS/ha	2.3%	17.6%	\$902.00	\$3.40	\$3.82	11.80	90.8%	\$541.00	188	10.0	10.1
Garvaghy Gold Ltd Robert & Colleen Ervine	Best Manawatu Farm Performance	Palmerston North Manawatu	375 cows 140 ha	450 MS/cow 1,240 MS/ha	2.0%	16.9%	\$997.00	\$3.57	\$3.94	13.40	88.9%	\$538.00	133	11.0	6.2
BJ Caird Ltd/Grassy Banks Brendan & Katya Caird Scott & Kayla Searle	Best Canterbury Farm Performance Lowest Environmental Impact	Timaru Canterbury	625 cows 163 ha	445 MS/cow 1,743 MS/ha	2.4%	18.4%	\$1,532.00	\$3.35	\$3.90	17.70	94.3%	\$620.00	182	12.0	8.1
Pan Farm Ltd Paul & Andrea Stevenson	Best West Coast Farm Performance Best People Leadership	Kumara West Coast	580 cows 215 ha	458 MS/cow 1,235 MS/ha	1.3%	6.3%	\$318.00	\$3.61	\$3.81	11.60	81.7%	\$544.00	165	7.0	10.6
R & P McIntosh Ltd Rob & Trish McIntosh	Medium Input with Best Financials	Culverden Canterbury	1120 cows 363 ha	462 MS/cow 1,425 MS/ha	2.5%	19.9%	\$1,410.00	\$3.27	\$3.98	13.00	81.6%	\$644.00	172	9.0	-
Judge Valley Dairies John Hayward & Susan O'Regan	Finalist	Te Awamutu Waikato	450 cows 135 ha	467 MS/cow 1,593 MS/ha	1.6%	8.3%	\$599.00	\$3.94	\$4.14	12.70	55.9%	\$574.00	147	10.0	10.5
Steel Breeze Peter & Merrin Bailey	Finalist	Palmerston North Manawatu	312 cows 105 ha	381 MS/cow 1,143 MS/ha	1.3%	10.4%	\$614.00	\$3.72	\$4.64	10.20	70.9%	\$444.00	133	9.0	7.6
Rosefield Farm Andrew & Linda Harvey Paul Harvey	Finalist	Greytown Wairarapa	445 cows 145 ha	430 MS/cow 1,322 MS/ha	1.7%	4.9%	\$311.00	\$3.97	\$4.61	12.80	84.8%	\$696.00	120	9.0	4.6

*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

GOLD SPONSORS: ANZ, DairyNZ, Intelact, nz co, Ministry for Primary Industries Manatū Ahu Matua

BRONZE SPONSORS: Boehringer Ingelheim, PIONEER BRAND PRODUCTS

SUPPORTING SPONSORS: NZ Dairy Farmer, Headlands, No8 HR, PGG Wrightson Real Estate

www.dboy.co.nz