

# DAIRY BUSINESS OF THE YEAR



## Leaders' Optimisation Day

**23 June 2017**

**Key Outcomes pulled together by the Finalists in the  
2017 Dairy Business of the Year Awards**

# Pasture & Feed Management

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- Feed Wedge
  - KPIs – drying off, balance dates, calving cover
  - Proactively managing surplus and filling gaps
  - Use of pasture monitoring tools often, i.e. weekly
    - Observing cow behaviour
    - Use of historic information and trends
    - Using data and information from monitor farms
  - Grazing residuals
  - Monitoring milk production with feed
    - Fat to protein ratio on dairy docket or App
    - Milk urea levels and energy cows are receiving
    - Feed deficit in drought situation
  
- Grass Species
  - Sustainable
  - Summer deficit feed
  - Grass quality control
  
- Nitrogen
  - Strategic use of N
  - Little and often
  
- Irrigation
  - Soil moisture with irrigating
  - Extending irrigation area
  - Soil testing individual paddocks every 1-2 years
  - Taking advantage of high P levels
  
- Supplements
  - Quality and utilisation in all weather conditions
  - Feeding supplement before cows enter paddock to minimise damage
  
- Stand Off Facilities
  - Rubber matting and effluent disposal in existing yard system
  
- Stocking Rate
  - Most efficient conversion of grass into milk
  - Use of cow to harvest grass to optimise post-grazing levels

# Milk Production

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- Transition from Dry – In Milk
  - Cow condition before calving (5) not an average
  - Hit the ground running, fully feed every day
  - Quality feed to rumen
  - Mineral input, metabolic balance, i.e. lime salt
  
- Days in Milk – Breeding Programme
  - Fully feed every day, supplement to fill gaps
  - Don't hold back
  
- Pasture Quality
  - High ME grasses
  - Monitor growth
  - Topping evaluate stocking rate
  
- Monitor Performance
  - On a cow/year/genetics

# Risk

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- Physical Risks
  - Identify unique physical risks and put in mitigations, e.g. flood prone, droughts, earthquakes, wind damage pivots
  
- Milk
  - Contracts, etc
    - GMP
    - Futures
    - Different supply, boutique company or raw milk
  
- Feed
  - Contracts
    - PKE
    - Grain
  
- Interest Rate Management
  - Debt repayment = dependent on best return for cash surplus
  - Floating / Fixed
  - Tendering business with banks / reviewing structure

- Diversification
  - Novel / Off Farm?
    - Motels? Urban cash business
  - Farming?
    - Other farming options: Beef, Vineyards, Horticulture
- Environmental Compliance & Costs
  - Not having op plan or SOPs, etc.
  - Reduce reliance on N – N alternatives
  - Tree-planting – emissions trading
  - Water Use – VRI technology
- Biosecurity
  - Closed herd system
  - Foot and Mouth
- Staff Change
  - Retention with equity / shares

## Profit

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- Regular Benchmarking & Scenario Modelling
- Maintain, even further improve, low cost of production
- Dairy Company Shares – Yes or NO – Dividend Value? Spread risk with two suppliers / two sheds
- Other Income, e.g. Surplus stock
  - Improve herd value
  - Needs good repro
- Surround yourself with good advisors