



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

**TARANAKI
SPRING FIELD DAY 2022**

TUESDAY, 27 SEPTEMBER 2022

TAIKATU PLAINS LTD
Nathan & Courtney Joyce
492 Manaia Road, Manaia





PASTURE SUMMIT

GROWING DAIRY'S FUTURE

A very warm welcome to everyone, and a big thank you to our host farmers, Nathan & Courtney Joyce, for opening their farm to us, to share their thinking and their results.

Also, a big thank you to our guest speakers, to our organiser, to DairyNZ and our kind sponsors who have generously supported these events and we ask that you in turn support them.

Today we're here to focus on three key dairy topics:

1. Profit drivers – lifting profit via cost control and repeatable cows and pasture strategy.
2. Environment - GHG and water quality; what are the farm and regional numbers now, what are the targets and how do we get there.
3. People & Equity pathways - giving to and getting the best from our people on farm, along with live examples of equity growth pathways.

Pasture Summit events are held for farmers, by farmers who believe dairy farming can and should be profitable and rewarding, and that our pasture fed dairy products are best for the consumer and the environment. Central to this is our desire is to inspire the next generation of dairy farmers by demonstrating that with the right strategies and execution, profitability, equity growth and land ownership are all achievable.

Thank you once again for your support. We hope you enjoy the field day and we look forward to catching up with you during the event.



Colin Armer
Chair
Pasture Summit



Colin Glass
Treasurer
Pasture Summit



Alistair Rayne
Secretary
Pasture Summit

THANK YOU

The valuable support from the following people and organisations is greatly appreciated.

- Our host farmers, Nathan & Courtney and their families.
- Our Facilitator, Ashley Primrose from DairyNZ.
- DairyNZ specialists (Mark Neal, Jane Kay, Paul Bird).
- Fulton Hughes from ANZ Bank.
- Dr Ants Roberts from Ravensdown.
- Joshua Verhoek from Ballance Agri-Nutrients.
- Gemma and Terry Adams from VizLink for sharing their story and experience.
- Silver Fern Farms for providing the BBQ lunch.
- Ravensdown staff who are assisting at the field day.
- DairyNZ staff who supported us in organising and running the field day.
- Pasture Summit committee members.

A big thank you to our sponsors for their generous support.

GOLD SPONSORS



SILVER SPONSORS



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KEY EVENT INFORMATION

Field Day Presentations

This handbook contains all of the material from the poster boards used in the sessions.

Feedback sheets

Please take time to complete the feedback sheet at the end of the day. A tear out feedback sheet can be found at the back of this handbook. Please deposit your completed forms in the collection box as you leave the farm. You will also be emailed an online link after the field day if you prefer to complete your evaluation electronically.

Information and assistance

For information and assistance, please contact the registration desk located in the central meeting area.

Lanyards

Please wear your lanyard at all times during the day. This will help the event organisers to identify you as an attendee. If you would like to return your lanyard to the registration desk at the end of the day, we will arrange for these to be recycled. Thank you to ANZ for providing the lanyards and clear pockets. Thanks too to DairyNZ for providing the pens and Ravensdown for providing the highlighter pens.

Cell phones

Cell phones and electronic devices must be muted at all times during sessions.

Valuables

Please keep all valuables safe. The organisers cannot be held responsible for any loss or damage of personal items while attending the field day. Any found property should be taken to the registration desk located in the central meeting area.

Health & Safety

A Health & Safety briefing will be given at the start of the day.

First Aid

A first aid kit is available at the registration desk. If you require emergency treatment or medical care, details of the closest medical centre will also be available there.

Biosecurity

All attendees are required to wear clean clothing and footwear (organisers will terminate visit if attendees have visibly dirty attire), and visitor vehicle parking will be restricted to the designated areas only.

Out of bounds areas

Please stay with the group and strictly avoid entering out of bounds areas as this is a working farm.

Catering

Tea, coffee, water and light refreshments will be available throughout the day in the catering area and a BBQ lunch will also be served from here at lunchtime. Lunch is kindly provided by Silver Fern Farms.

Disclaimer

The views presented at Pasture Summit are the opinions of the individual speakers and are not necessarily shared by the Pasture Summit organising committee or any of the sponsors. Given the general nature of some of the views and information presented at Pasture Summit and the fact that every participant's individual circumstances are different, Pasture Summit delegates should not act solely on the basis of material presented at Pasture Summit but should obtain specific advice as to their own circumstances and actions.



OUTLINE PROGRAMME FOR TARANAKI FIELD DAY

- 09:30 - 10:00** **ARRIVAL, REGISTRATION & MORNING TEA**
- 10:00 - 10:05** **Welcome, Orientation, H&S Briefing**
Ashley Primrose, DairyNZ Extension Partner, South Taranaki
- 10:05 - 10:10** **Introduction**
Robert Ferris, Pasture Summit Director
- 10:10 - 10:15** **Opening Comments**
Fulton Hughes, Senior Manager, ANZ
- 10:15 - 11:05** **SESSION 1: PROFIT DRIVERS**
- Farmer goals & plans
 - Financials (Operating profit, costs & benchmarks relative to region)
 - Pasture and Cow KPI's and how these are achieved and lead to profit
- Host farmers (Nathan & Courtney Joyce) presenting, supported by:
Mark Neal, Associate Strategy and Investment Leader, DairyNZ
Jane Kay, Principal Scientist, New Systems and Competitiveness, DairyNZ*
- 11:15 - 12:05** **SESSION 2: ENVIRONMENT**
- Water and GHG strategy and measures
(looking at nitrogen surplus and methane numbers)
- Host farmers (Nathan & Courtney Joyce) presenting, supported by:
Jane Kay, Principal Scientist, New Systems and Competitiveness, DairyNZ
Mark Neal, Associate Strategy and Investment Leader, DairyNZ
Dr Ants Roberts, Chief Scientific Officer, Ravensdown
Joshua Verhoek, Regional Sales Manager Western LNI, Ballance Agri-Nutrients*
- 12:15 - 13:15** **SESSION 3: PEOPLE & EQUITY PATHWAYS**
- Does operating a simple grazing system help make it easier to attract and retain staff?
 - Giving and getting the best from our people on farm
 - Strategies for coping with staff shortages
 - Looking at examples of the pathways for equity growth
- Host farmers (Nathan & Courtney) presenting, with additional presentations from:
Gemma and Terry Adams, Farm Owners in South Taranaki and owners of VizLink.
Paul Bird, Lead Advisor, DairyNZ presenting analysis of contract milker profitability.*
- 13:15 - 13:25** **Key messages & wrap up**
Colin Glass, Pasture Summit Director
- 13:30 - 14:30** **LUNCH (kindly provided by Silver Fern Farms)**

Have an innovative idea or thinking about accelerating your leadership development?

We are the Agricultural and Marketing Research and Development Trust, better known as AGMARDT

We strategically invest in Food and Fibres initiatives that encourage:

- innovative thinking,
- research capability
- collaboration
- developing emerging leaders in New Zealand's primary sector

“It was the chance of a lifetime to undertake a project I was incredibly passionate about and I developed as a person more in 3 months than the past 3 years” – AGMARDT funding recipient



Learn more about what we fund at
www.agmardt.org.nz



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Whatever size your business, whether you're starting out or settling in, we have the business specialists, expertise, geographic spread, and resources to help.

With our long history of support for the agri sector we understand both the challenges and opportunities you face in the industry. We have a dedicated team of Agri Relationship Managers in every region of New Zealand who are here to help.

For more information you can contact:

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Fulton Hughes

Senior Manager

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DairyNZ's purpose is to deliver a better future for dairy farmers. It underpins everything we do. DairyNZ invests dairy farmers' money into a wide range of programmes – including industry research and development, promoting careers in dairying and advocating for farmers with central and regional government.

Contact us:

Hours: Monday to Friday, 8am to 4:30pm

Phone: 0800 4 DairyNZ (0800 4 324 7969)

Email: info@dairynz.co.nz

Website: dairynz.co.nz



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www.agmardt.org.nz

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Ballance is an NZ farmer-owned cooperative that loves the land as much as you do. We're committed to farming more productively, profitably and sustainably.

With a full range of science-based nutrient products, services, and advice tailored specifically to your farm – you can count on Ballance to deliver the productivity and results you need both on and off-farm, while minimising your environmental footprint.

Joshua Verhoek

Regional Sales Manager Western LNI

M: +64 21 477 932

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www.ballance.co.nz 0800 222 090



Our tagline for NZ Dairy Exporter says it all – Learn, Grow, Excel.

It ensures the NZ Dairy Exporter is the country's premier dairy farm management magazine. Farmers enjoy reading about and learning from other farmers, so our experienced team of contributing writers actively seek out New Zealand's top dairy farmers and unpack their farm and business systems, so our readers can learn from them.

Contact name: Jackie Harrigan

Phone: 027 359 7781

Email: Jackie.harrigan@nzfarmlife.co.nz

Website: nzfarmlife.co.nz



A growing dairy business that provides our customers with the highest quality food from 100% pasture. Dairy Holdings Limited (Dairy Holdings) is a New Zealand wholly owned and operated company with 100% of its farming assets in the South Island of New Zealand.

Management is conducted from the Group's Ashburton office. These operations commenced in June 2001.

We deliver our purpose by focussing on People, Process and Pasture.

Email: info@dairyholdings.co.nz

Phone: (03) 687-9258

Website: www.dairyholdings.co.nz



Fonterra Co-operative Group Limited

Fonterra is our farmers' dairy Co-operative. Our home is in New Zealand and our farmers milk is the best in the world. Our responsibility is to collect and process their milk into the world's best dairy products which we then sell in 140 countries.

Dairy for life is our promise to make the most of the goodness in dairy, which means we take care of the land, waterways, animals and communities and work to be the best in dairying at every step, from our farms to people's homes.

Phone: 0800 656 568

Website: fonterra.com

Rabobank

Rabobank is New Zealand's only specialist food and agribusiness bank, with more than 500 staff in locations across the country. We're focused on supporting NZ's farmers and growers to produce great food, that's sustainable for the environment, the farmers and the country. We work closely with our clients under our global mission of '**Growing a Better World Together**'.

Shay Moon

Area Agribusiness Manager | Taranaki and Whanganui

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Ravensdown believes in '**Smarter farming for a better New Zealand.**' As a farmer-owned co-operative, we are relentless in our commitment to supporting our customers to achieve their productivity and sustainability. Using technology, science, and smart people, we work in partnership with our farmers to provide the nutrients and agronomic solutions they need, hand-in-hand with innovative environmental products and services.

0800 100 123

Customer.centre@ravensdown.co.nz

Ravensdown.co.nz



Silver Fern Farms is New Zealand's leading marketer, processor and exporter of premium quality lamb, beef, venison and associated products.

We believe sustainability shouldn't be a special term, but an integral part of how we operate, how we work, and how we live our lives.

We believe Silver Fern Farms can create positive change for our environment, our people, our communities and the economic success of New Zealand. We are 100% Made of New Zealand.

www.silverfernfarms.com

0800 362 362

MANY THANKS TO OUR SPONSORS FOR THEIR GENEROUS SUPPORT



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HOST FARMERS

Taikatu Plains Ltd

Nathan & Courtney Joyce

Nathan and Courtney farm in Manaia, South Taranaki where they milk 600 cows across two farms. They have purchased their first dairy farm this season. Prior to that they have been leasing this farm for four seasons and continue to do so. They have 3 children- Archie, Theo and Maeve and a fourth child due in October.

The overriding goal of their business is to run **a simple pasture based grazing system that is efficient, understandable and generates high profit**. To achieve this goal, they ensure these targets are met throughout the season:



- Milk cows twice a day throughout the season but look after cow BCS
- Happy staff who feel a sense of belonging and empowerment
- Well fed, content and healthy cows
- High quality grass fed to cows achieving pre and post target grazing levels
- Utilise grass and supplements, limit wastage and have "grass to vat" mentality
- Achieve compact calving with good reproduction principles
- Follow lean principles to achieve **an efficient and highly profitable** farming business
- Presentable, safe and tidy workplace
- Pay off debt as cashflow allows to build equity



ANZ SPEAKER

(Opening Comments)



Fulton Hughes

Senior Manager, ANZ Bank

Born in Opunake, and raised on a 200 cow dairy farm near Matapu, Fulton carried on his interest in Agriculture completing a Master's degree in plant Science at Massey University. He's spent over 20 years in the rural sector, involved in agricultural research, farm consultancy, the fertiliser sector and rural banking. Currently he leads the ANZ Agri team within Taranaki, overseeing a portfolio in excess of \$1.4 billion of funds under management. He's also involved as a volunteer business mentor for Business Mentors New Zealand.



anz.co.nz

ANZ IS PROUD TO SUPPORT THE PASTURE SUMMIT FIELD DAYS

We're committed to playing a part in our local communities and have been helping New Zealand businesses for over 175 years.

To find out how we can help make things easier for your agri business, contact **Fulton Hughes** on **027 284 7154**.





Ashley Primrose

DairyNZ Extension Partner South Taranaki

Ashley is the fifth generation to grow up on her family's Dairy Farm in Te Puke, Bay of Plenty. She completed her studies at Massey University in 2019 with a Bachelor of Science Majoring in Agricultural Science. Ashley started in the DairyNZ Graduate programme in Palmerston North in 2020 and has spent the last two years in Taranaki.

Ashley enjoys working with farmers and learning about their farm systems, she runs 6 discussion groups including an Autumn Calving group and enjoys supporting young people in their progression through the industry.



Mark Neal

Associate Strategy and Investment Leader, DairyNZ

Mark is a Dairy Systems Specialist with DairyNZ. He trained as an Agricultural Economist at the University of Sydney. He has worked with economic modelling and optimisation of farm systems, farm systems design, and quantifying the impact of environmental regulation on farm profit. He has also worked with the University of Sydney and University of Melbourne on research projects.

Mark was brought up on a dairy farm in new South Wales where he previously managed operations. Mark has also managed operations of grazing-based dairy farms in Chile and the United States.



Jane Kay

Principal Scientist, New Systems and Competitiveness, DairyNZ

Jane is a research scientist at DairyNZ with more than 20-years' experience in the dairy sector, both nationally and internationally. She gained her PhD in dairy cow nutrition and physiology, and research has focussed on feed management and nutrition in pasture-based systems, milk composition, and lactation management (e.g., once-a-day milking and extended lactations). Jane currently leads the Less Methane programme at DairyNZ which aims to develop viable and scalable methane mitigation solutions for NZ dairy farmers.



Paul Bird

Lead Advisor, DairyNZ

Paul has worked in the dairy industry for the last twenty-seven years starting out as a rural banker, then Consulting Officer and farm advisor in Ireland and the United Kingdom. He has been involved in developing and delivering the Mark and Measure business courses and recently focusing on key success factors for contract milkers and variable order sharemilkers. Paul has a particular interest in simple, pasture-based farm systems and how they can deliver profit and lifestyle.



ravensdown 

Dr Ants Roberts Chief Scientific Officer, Ravensdown

Since 2002, Ants has a Bachelor of Agricultural Science degree (1st Class Honours) and a Doctor of Philosophy degree in Soil Science, both from Massey University and is a Fellow of the NZ Soil Science Society. Ants has been Chief Scientific Officer for Ravensdown since 2002. Formerly, Ants was an agricultural scientist for MAF and AgResearch for 22 years. Ants manages agronomic research and development projects let to a range of research providers including Massey and Lincoln Universities, AgResearch, and Plant and Food and assists the Fertiliser Association of New Zealand in a technical capacity. He trains approximately 70 Ravensdown field staff in soils and agronomy and works with farmer shareholders. He is either the senior author or a contributing author of 65 refereed Scientific Journal or Conference papers, a further 70 scientific or extension conference papers, 5 book chapters and 4 extension booklets.



 **Ballance**
agri-nutrients

Joshua Verhoek Regional Sales Manager Western LNI, Ballance Agri-Nutrients

I was lucky enough to grow up on a sheep and beef property out of Whanganui, thoroughly enjoying every spare moment on farm I could. After leaving school this led me study Agricultural Science at Lincoln University specialising in soil and plant science, thereafter gaining employment in the fertiliser industry.

I have worked in the fertiliser industry for 12 years in varying capacities with Ballance. These include four years on the front line as a nutrient specialist rep for in the Waikato region, six years in the Science Extension team and two years as a regional sales manager in the Lower North Island. In the middle of all this I managed a 400 cow dairy farm in South Waikato for two seasons, which has given me tremendous practical experience.

DAIRYNZ PODCAST



Join the hundreds of dairy farmers listening to our Talking Dairy podcast, where we tackle topical and seasonal issues like climate change, contract milking and stuff retention.

Listen while you're getting the cows in, milking on the tractor, or wherever.

Go to dairynz.co.nz/podcast or your favourite podcast platforms.



SESSION 1: PROFIT DRIVERS

Nathan & Courtney Joyce (host farmers)



Host farmers presenting, supported by:

Mark Neal, Associate Strategy and Investment Leader,
DairyNZ

Jane Kay, Principal Scientist, New Systems and
Competitiveness, DairyNZ

NOTES

**SESSION 2:
ENVIRONMENT**

Nathan & Courtney Joyce
(host farmers)



Host farmers presenting, supported by:

Jane Kay, Principal Scientist, New Systems and Competitiveness, DairyNZ

Mark Neal, Associate Strategy and Investment Leader, DairyNZ

Dr Ants Roberts, Chief Scientific Officer, Ravensdown

Joshua Verhoek, Regional Sales Manager Western LNI, Ballance Agri-Nutrients

NOTES

SESSION 3: PEOPLE & EQUITY PATHWAYS

Host farmers (Nathan & Courtney) presenting,
with additional presentations from:

Gemma and Terry
Adams, Farm
Owners in South
Taranaki and
owners of VizLink
(farm mapping
business).



Paul Bird, Lead Advisor, DairyNZ presenting analysis of
contract milker profitability.

NOTES

FARM MAP DESIGN - Focusing on communicating clearly



VizLink.NZ

PLANNING SYSTEM DESIGN - These were made into a 2400 x 1200mm whiteboard

GRAZING PLAN									KEY COMMS		CURRENT SITUATION	
DATE	MOB 1:		MOB 2:		MOB 3:		MOB 4:		TOTAL COWS	MOB SIZE	PRODUCTION (LITRE/1000)	
MONDAY	☀	☾	☀	☾	☀	☾	☀	☾			AVERAGE COVER	
TUESDAY											GROWTH RATE	
WEDNESDAY											RAINFALL (MM/DAY)	
THURSDAY											COW DEMAND	
FRIDAY											PRE-POST GRAZING COVER	
SATURDAY											AREA GRAZED (HECTARES)	
SUNDAY											AREA SHUT FOR SILAGE	
MONDAY												
TUESDAY												
WEDNESDAY												
THURSDAY												
FRIDAY												
SATURDAY												
SUNDAY												

COWS TO WATCH	
HSCC	
SICK	
MASTITIS	
LAME	

SUPPLEMENTARY FEED / COW / DAY		MINERALS / COW / DAY	
MILKERS			
COLOSTRUM / SICK			
DRIES			
HEIFERS			

WEEKLY PLAN							
JOB NO.	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
1							
2							

ACTION PLAN				UPCOMING EVENTS	
NO.	WHAT	WHEN	STATUS		

GOALS FOR THE SEASON		TARGETS FOR THE MONTH OF	
☆			
☆			
☆			
☆			
☆			
☆			
☆			
☆			
☆			
☆			

HEALTH & SAFETY		SUPPLIES	
ISSUES	HEALTH ISSUES		

FEEDBACK SHEET

Taranaki Spring Field Day 2022

1) Overall the value I got out of today's event was...

Low	1	2	3	4	5	High
-----	---	---	---	---	---	------

2) I attended the following sessions and got the following value from them.... (please tick only the sessions you attended)

Session	Presenter	Low				High
		1	2	3	4	5
Session 1: Profit Drivers	Nathan & Courtney Joyce Supported by Mark Neal & Jane Kay					
Session 2: Environment	Nathan & Courtney Joyce Supported by Jane Kay, Mark Neal, Dr Ants Roberts and Joshua Verhoek					
Session 3: People & Equity Pathways	Nathan & Courtney Joyce Additional presentations from Gemma & Terry Adams and Paul Bird					
Morning tea and refreshments						
LUNCH (kindly provided by Silver Fern Farms)						

3) The best part of the day was

.....

4) Something that could be improved is.....

.....

5) How did you hear about this event? (please tick)

Discussion Group / Consulting Officer	
Word of mouth	
Dairy Exporter Magazine	
Online	
Promotional Flyer in the mail	
Email from Pasture Summit	
Facebook	
Twitter	
Rural Professional	
Other (please specify)	

6) Please tick a box for:

Farm Owner	
Herd Owning Sharemilker	
Lower Order Sharemilker/Contract Milker	
Farm Manager	
Farm Employee	
Rural Professional	
Other (please specify)	

FEEDBACK SHEET

Taranaki Spring Field Day 2022

Please take time to complete the feedback sheet on the overside.

Please deposit your completed forms in the collection box as you leave the farm.

You will also be emailed an online link after the field day if you prefer to complete your evaluation electronically.

THANK YOU FOR PROVIDING YOUR FEEDBACK



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THANKS FOR SUPPORTING OUR FIELD DAY





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