



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

**SOUTHLAND
SPRING FIELD DAY 2022**

WEDNESDAY, 19 OCTOBER 2022

LEAWOOD DOWNS
Daniel & Emily Woolsey
146 Hamill Road, Gorge Road, Southland



FUTURE SHAPERS





PASTURE SUMMIT

GROWING DAIRY'S FUTURE

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

Also, a big thank you to our organiser, our guest speakers, 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, Daniel & Emily and their families.
- Our Facilitator, Nathan Nelson from DairyNZ.
- DairyNZ specialists (Mark Neal, Jane Kay, Paul Bird).
- Ben Muir from ANZ Bank.
- Dr William Talbot from Ravensdown.
- Selina Copland from Ballance Agri-Nutrients.
- Steve and Tracy Henderson (Legendairies Ltd) for sharing their story and experience.
- Silver Fern Farms for providing the BBQ lunch.
- Fonterra for providing an additional BBQ trailer.
- 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 and Rabobank 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.

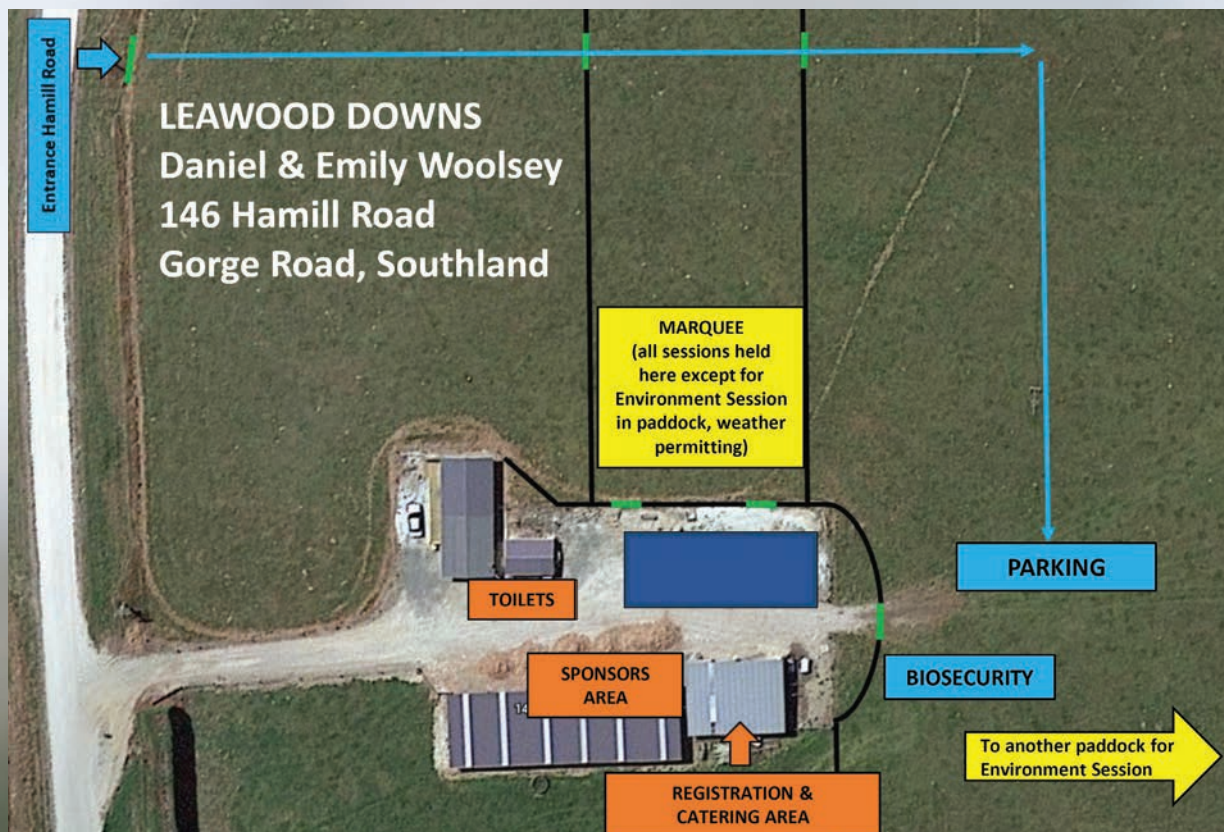
Catering

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.

SITE MAP & OUTLINE PROGRAMME



09:30 - 10:00 ARRIVAL, REGISTRATION & MORNING TEA

10:00 - 10:05 Welcome, Orientation, H&S Briefing

Nathan Nelson, DairyNZ Senior Extension Partner - Southland

10:05 - 10:10 Introduction *Alistair Rayne, Pasture Summit Director*

10:10 - 10:15 Opening Comments *Ben Muir, Senior Relationship 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 (Daniel & Emily Woolsey) 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)
 - Reflection on 2022 wintering, new rules and plans going forward
- Host farmers (Daniel & Emily Woolsey) presenting, supported by:*
- Jane Kay, Principal Scientist, New Systems and Competitiveness, DairyNZ
 - Mark Neal, Associate Strategy and Investment Leader, DairyNZ
 - Dr William Talbot, Scientific Officer, Innovation and Strategy team, Ravensdown
 - Selina Copland, Key Account Nutrient Specialist, Ballance Agri-Nutrients

12:15 - 13:15 SESSION 3: PEOPLE & EQUITY PATHWAYS

- Does operating a simple grazing system make it easier to attract & 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

Interviews with:

- Daniel & Emily Woolsey (host farmers)
 - Steve & Tracy Henderson (herd owning sharemilkers from East Southland)
- Additional presentation:*
- Analysis of contract milker profitability (Paul Bird, Lead Advisor at DairyNZ)

13:15 - 13:25 Key messages & wrap up *Colin Glass, Pasture Summit Director*

13:30 - 14:30 LUNCH (kindly provided by Silver Fern Farms with Fonterra providing an additional BBQ trailer and DairyNZ and Ravensdown staff helping out)

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



GOLD SPONSORS



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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Southern Regional Manager

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E: mark.grenside@anz.com

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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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- developing emerging leaders in New Zealand's primary sector

Find out more about what we fund at

www.agmardt.org.nz

SILVER SPONSORS



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.

Garth Dawson

Ballance Sales Representative

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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



Grasslands is a dairy farming business built from hard work and determination - modelling simple, replicable and sustainable pastoral farming systems. We have strategically chosen these locations for their operational efficiencies and rich natural resources. Canterbury and Southland both offer good soils and natural fertility allowing us to consistently grow large quantities of pasture and implement our grass first production system. Our Canterbury operation is one of the largest contiguous dairy operations in New Zealand while in northern Southland we have over 4,500 cows in a tight 10km radius from Mossburn. Our Waikato operations of 3,000ha and 6,000 cows was chosen for its ability to sequester carbon on non-pasture areas creating a carbon neutrality to the Hub. By putting together such tight farming hubs Grasslands has been able to roll out a single replicable operating system across the wider business. Our farming hubs are made up of world-class people, disciplines, and benchmarking which are fundamental to the Grasslands model of building simple, replicable and sustainable pastoral farming systems.

Email: office@grasslands.org.nz

Phone: +64 3 318 6979

Website: www.grasslands.farm

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**'.

Luke Macpherson

Area Manager Agribusiness – Southland

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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**

HOST FARMERS

Leawood Downs Limited

Daniel & Emily Woolsey

Daniel and Emily and their two children Carter and Jack are farming at Gorge Road, Eastern Southland, where they milk 1250 cows across two dairy units. Their farming journey has taken them from farm management through to Contract and Lower Order Sharemilking positions and Equity Farm Ownership. They are now in their seventh season at Leawood Downs in partnership with family.



Leawood Downs farm purpose and values include achieving best practice in all areas of dairy farming and take pride in its property, people, animals and reputation. The core of the business is to continue the legacy of growth in a simple, sustainable and profitable manner for current and future generations. They value integrity, honesty, hard work and delivering on outcomes as well as maintaining a work/life balance.

Their key focus areas of their business include:

- Running a SIMPLE pasture-based system with a focus on growing high quality grass
- Efficient, well fed, healthy and content cows
- Maintain and retain a productive, skilled, safe, and happy farm team
- Utilise technologies to increase profitability, productivity, and efficiencies on farm
- Effective and timely communication with all business parties
- Being adaptable in order to make the most of future opportunities
- Achieve a farm system that is simple, profitable, and sustainable during all pay-out levels



ANZ SPEAKER

(Opening Comments)



Ben Muir

Senior Relationship Manager, ANZ Bank

I am a Senior Relationship Manager and part of the ANZ Southland Agri team.

A born and bred Southlander, I am passionate about helping farming businesses succeed and achieve their goals. Having spent time abroad and also lived in Marlborough and Canterbury, I have been back in Southland for the last 12 years with the ANZ.

Our Southland Agri Team consists of 17 locally based Rural Managers and Associates who have extensive regional networks and insights available to assist Agri businesses.



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 Ben Muir on 027 614 6869 or Georgia Herdman on 027 233 0728.





Nathan Nelson

DairyNZ Senior Extension Partner - Southland

Nathan has been working with Southland farmers since joining DairyNZ over 10 years ago based primarily in Eastern Southland. Now covering Western Southland, Nathan has extensive farm systems knowledge, an interest in off paddock facilities, succession conversations, financials, and milking frequencies along with a vast network of rural professionals.

Nathan attended Massey University and was a DairyNZ scholarship recipient in 2007-2010 as well as being a Kellogg's Scholar in 2016.



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.



Dr William Talbot Scientific Officer, Ravensdown

William is employed as a Scientific Officer as part of the Innovation and Strategy team at Ravensdown. William completed a Bachelor of Agricultural Science (1st Class Honours) degree and a Ph.D. degree in Agricultural Soil Science at Lincoln University. His Ph.D. research work specifically focussed developing innovative ways to reduce farm nitrogen losses by manipulating carbon inputs and pasture composition.

After completion of his Ph.D. William worked as Research Scientist at the Centre for Soil and Environmental Research, this work involved the nitrate leaching measurement system installed on the Ngāi Tahu funded dairy farm at Te Whenua Hou, as well as conducting research into ammonia volatilisation losses from fertilisers. William then worked as a Research Scientist at Lincoln Agritech, measuring nitrate leaching losses on the 'Plantain Proficiency Project'. William has also worked as a Lecturer at Lincoln University, lecturing on soil erosion, cultivation and soil physical conditions.



Selina Copland

Key Account Nutrient Specialist, Ballance Agri-Nutrients

Selina hails from Southland and in addition to working at Ballance, farms with her husband and his parents in Western Southland.

She studied to complete a B AgCom at Lincoln University and has been with Ballance for 8 years across a number of territories and roles in Southland.

Selina is widely respected for her science based as well as practical recommendations and advice. In her spare time, she is a keen gardener.



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.



STEVE & TRACY HENDERSON

Legendairies Limited Invercargill

Together Tracy and Steve and their 3 children (Ruby 6, Gus 5 and Annie 3), 50 / 50 sharemilk 850 cows on 300ha in Awarua.

Along side their sharemilking job they lease a 200 ha support block and own their own 250 ha beef support block.

Collectively running the three properties together, raising young stock for the sharemilking business, wintering cows and raising beef bulls to 18 months.

Steve also overseas two other farms creating diversity within their business.



Steve and Tracy met at Lincoln University before starting out as dairy assistants, contract milking, sharemilking and farm owners. Goals and surrounding themselves with GREAT people outside their business and within their business have helped them on their journey. Their passion is people and just recently Tracy and Steve were finalists for 3 awards in the MPI good employer awards.

They are continuously trialing different ways to stay competitive in the job market with people, hours, pay and rosters. They endeavour to build up their team and passionate young people in the agriculture industry to be their best and follow their dreams inside and outside the industry by providing skills and knowledge that they have learned along the way.



Welcome, Orientation, H&S Briefing

Facilitator: Nathan Nelson, DairyNZ



Introduction - Why we are on this farm

Alistair Rayne, Pasture Summit Director



Opening comments

Ben Muir

Senior Relationship Manager

ANZ Bank



NOTES

**SESSION 1:
PROFIT DRIVERS**

Daniel & Emily Woolsey (host farmers)



Host farmers presenting, supported by:

Mark Neal, Associate Strategy and Investment Leader,
DairyNZ

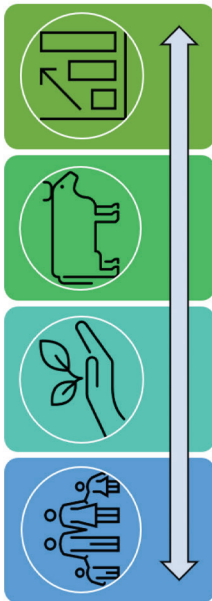
Jane Kay, Principal Scientist, New Systems and
Competitiveness, DairyNZ

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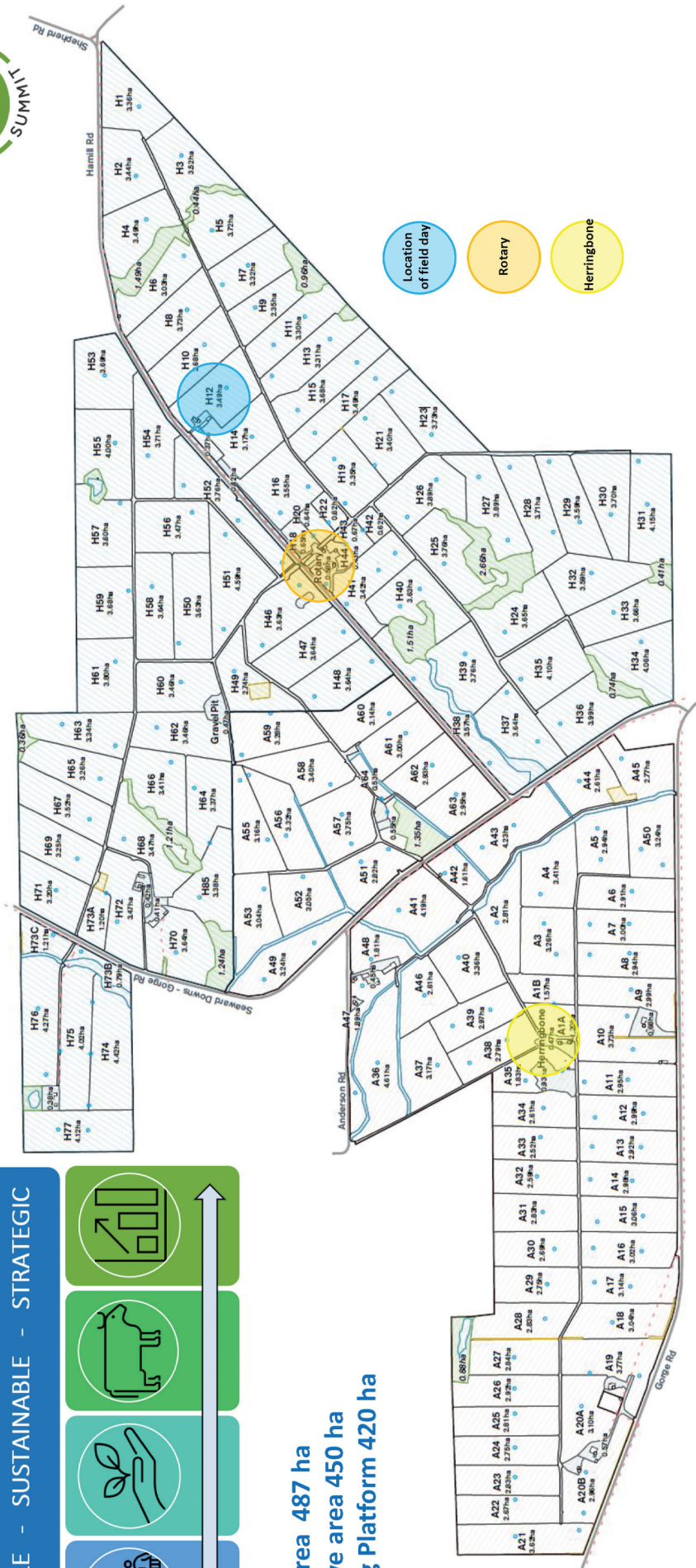


LEAWOOD DOWNS
GORGE ROAD, SOUTHLAND

SIMPLE - SUSTAINABLE - STRATEGIC

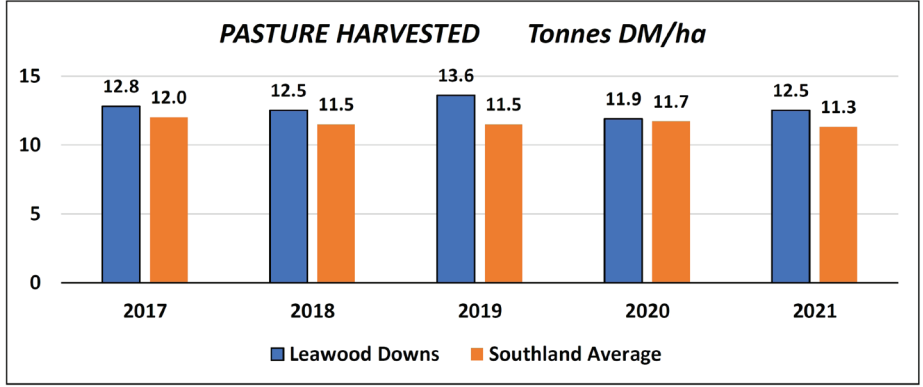


Total Area 487 ha
Effective area 450 ha
Milking Platform 420 ha



FIVE YEAR AVERAGE

	Leawood Downs	Southland Average	
Total milk solids	550,000	308,000	
Milking platform	420 ha	236 ha	
Cows (peak)	1,250	684	
Milk solids/ha	1,310	1300	
Milk solids/cow	440	450	
	\$/kgMS		
Total income	\$7.10	\$7.19	
Operating expenses	\$4.02	\$4.68	
Operating profit	\$3.08	\$2.51	
	\$/ha		
Total income	\$9,074	\$9,383	Total \$ diff 450ha -\$139,000
Operating expenses	\$5,141	\$6,117	-\$409,920
Operating profit	\$3,933	\$3,266	\$270,920



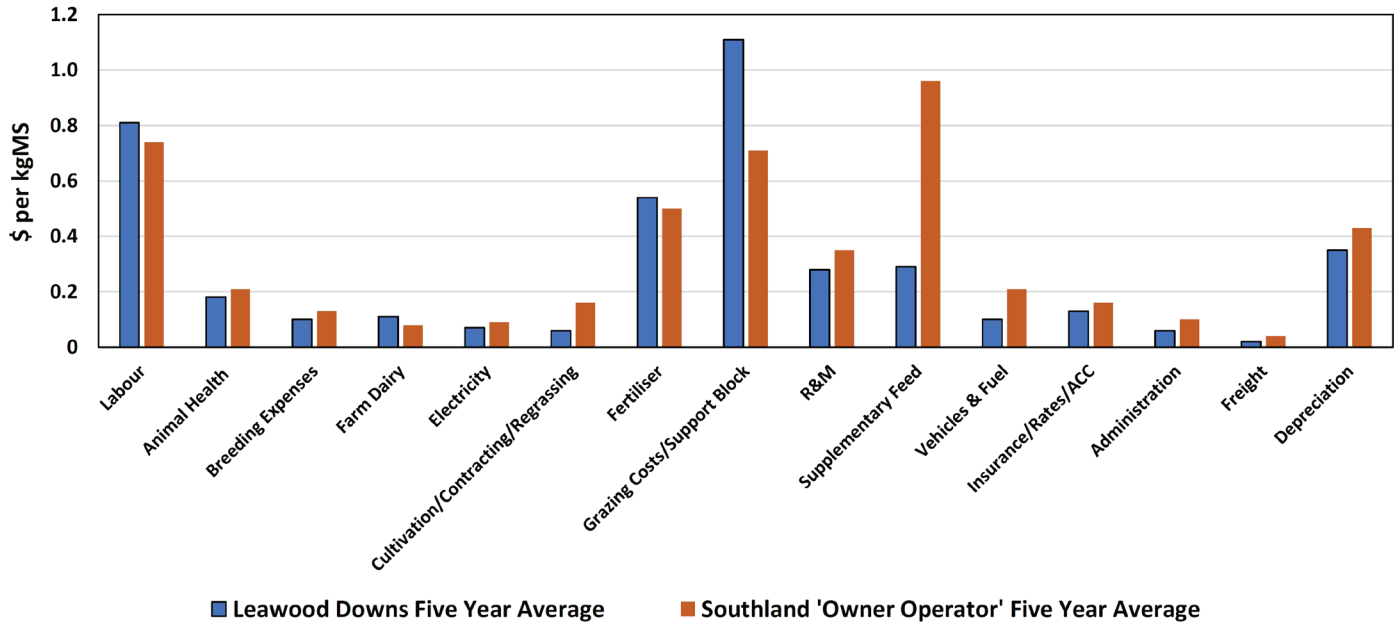
GENETICS & REPRODUCTION

	Leawood Downs	Southland Average
Breeding worth	226	156
Production worth	246	198
6-week in calf rate 2021	75%	67%
Not in calf rate 2021	10%	16%

NOTES



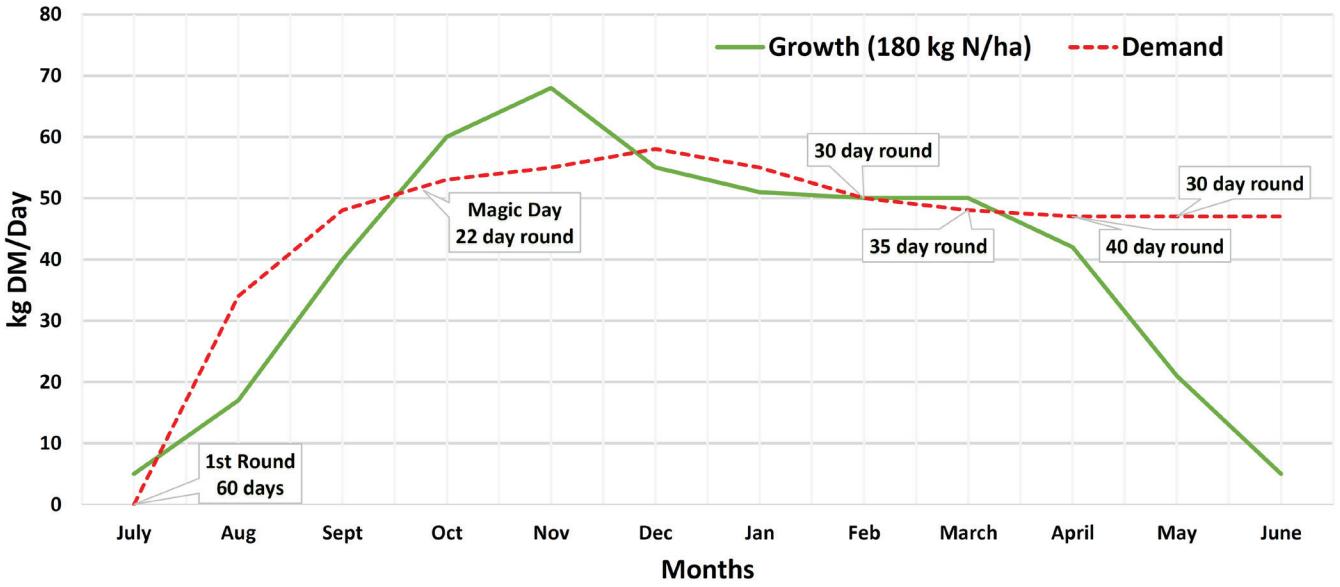
Farm Working Expenses 'Owner Operator'



NOTES



Pasture Growth VS Demand



NOTES



Average Cover Targets (kg DM/ha) at Different Stocking Rates

Round Length	1250 cows (3 cows/ha)	1200 cows (2.9 cows/ha)	1150 cows (2.8 cows/ha)	1100 cows (2.7 cows/ha)	1050 cows (2.6 cows/ha)
20 days (20ha)	2075	2040	2020	1990	1970
25 days (16ha)	2200	2180	2150	2120	2090
30 days (13ha)	2350	2330	2300	2260	2220
35 days (11.5ha)	2475	2440	2400	2360	2320
40 days (10ha)	2620	2580	2530	2490	2450
45 days (9ha)	2750	2700	2650	2600	2550

NOTES

**SESSION 2:
ENVIRONMENT**



Host farmers (Daniel & Emily Woolsey) presenting, supported by:

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

Mark Neal, Associate Strategy and Investment Leader, DairyNZ

Dr William Talbot, Scientific Officer, Ravensdown

Selina Copland, Key Account Nutrient Specialist, Ballance Agri-Nutrients

NOTES

SESSION 3: PEOPLE & EQUITY PATHWAYS

INTERVIEWS WITH:

Daniel & Emily Woolsey
(host farmers)



Steve & Tracy Henderson
Legendairies Ltd
(herd owning sharemilkers
from East Southland)



Additional presentation:
Analysis of contract milker profitability
(Paul Bird, Lead Advisor at DairyNZ)

NOTES

FEEDBACK SHEET

Southland 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	Daniel & Emily Woolsey Supported by Mark Neal & Jane Kay					
Session 2: Environment	Daniel & Emily Woolsey Supported by Jane Kay, Mark Neal, Dr William Talbot and Selina Copland					
Session 3: People & Equity Pathways	Daniel & Emily Woolsey Steve & Tracy Henderson Additional presentation from Paul Bird					
Venue: Leawood Downs (farm of Daniel & Emily Woolsey)						
Morning tea and refreshments						
LUNCH - kindly provided by Silver Fern Farms with assistance from Fonterra (additional BBQ trailer) and DairyNZ and Ravensdown staff						

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

Southland 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



PASTURESUMMIT.CO.NZ



THANKS FOR SUPPORTING
OUR FIELD DAY





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