



Master your Pasture and you'll master your cashflow

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Te Kowhai

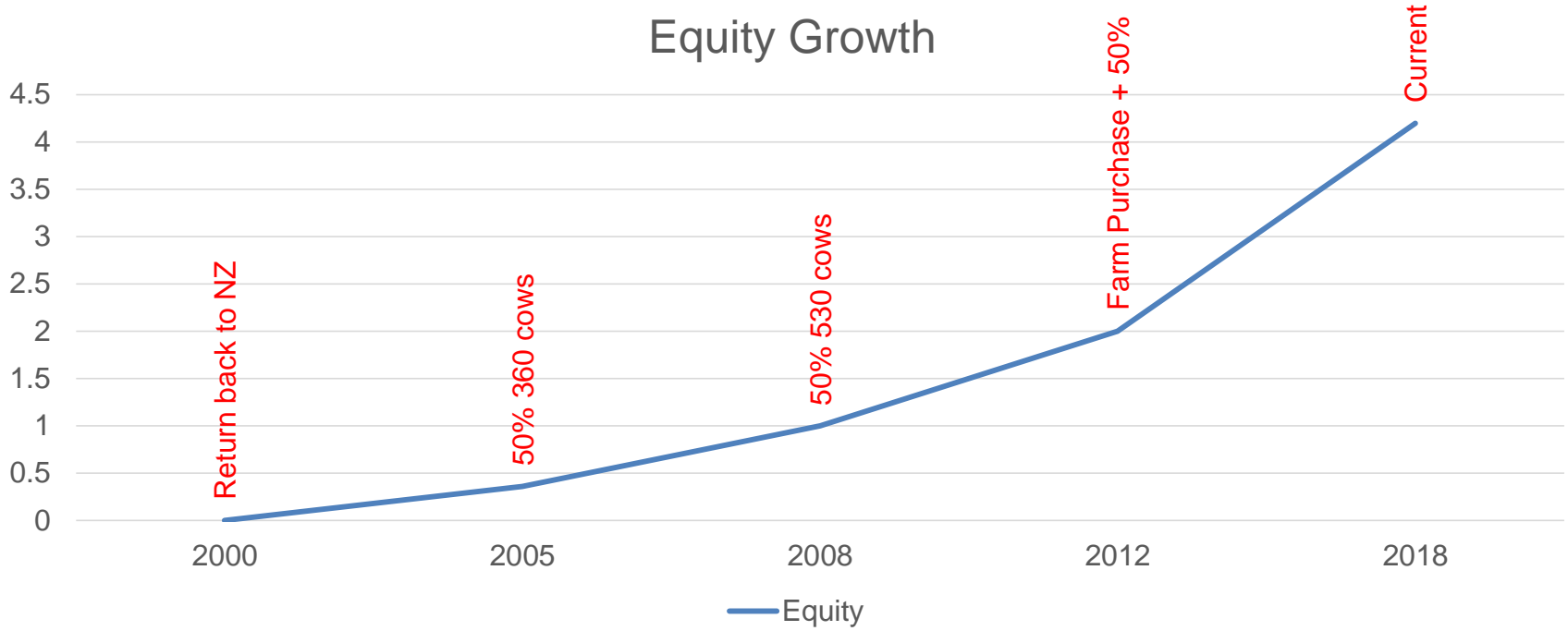


Always strive to be uncomfortably
excited and love what you do...



Equity Growth

Equity Growth





Current Position

- 50% sharemilking 500 cows and 75ha Dairy Farm ownership with 50% sharemilker.
- System 2 run on both farms
- 270,000kgMS
- Maize grown on Farm
- 150-200kgDM/cow purchased during feed shortages
- 60-100kgN/ha/year
- Ongoing pasture renewal
- Further land Investment 2018 onwards



Key Farming Principals

- Keep it Simple
- Communication & Relationships
- Knowing our Strengths & Weaknesses
- Identifying Opportunities & Threats
- Using Accountants and Bankers
- Sticking to Non-negotiables on farm Mgmt



Strengths & Weaknesses

Strengths

- Feed and financial budgeting
- Clear vision and goals
- Both work On-Farm
- Stick to farm principals
- Good cows
- Focus on Profit and sustainability

Weaknesses

- Finding Time to do everything
- Over commit
- Can't run farm system as we would if sole charge
- Beer and Wine
- Overseas Holidays
- Can be risk averse



Non-Negotiables

- >78% 6 week in calf rate (no cidr's): Days in Milk
- Dry off based on cow condition and calving date
- Only feed supplements in genuine feed deficit:
System 2
- Spring Rotation Planner – understand it!
- Monitor pasture every week
- Absolutely minimise pasture damage!
- Animal health and Welfare



Farm Expenses

- Aim for \$1.50-\$1.60/kgMS FWE sharemilking
- Don't spend a dollar to only make a dollar!
- Look at all purchases – is it a need or a want?
- Understand where you spend your cash
- Be open minded with salesman
- Don't scrimp on investing in good pasture
- Control personal spending



Communication & Relationships

- Build a good reputation
- Respect your Employers and Staff
- Always utilise accountant and banker for farm finance advice
- Use Dairy connect, other farmers, mentors – never stop learning



Looking at Investments

- Risk Analysis and Opportunity Cost
- Knowing our boundaries - conservative
- How many KgMS can it do off grass
- Doing budgets on all eventualities
- Must be profitable at \$4/kgMS payout
- Short, Medium and Long Term goals.