



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

WAIKATO SPRING EVENT 2023

WEDNESDAY, 22 NOVEMBER 2023

Brett & Emily Bradshaw
(herd owning sharemilkers)
46 Rawhiti Road, Te Aroha





PASTURE SUMMIT

GROWING DAIRY'S FUTURE

A very warm welcome to everyone, and a big thank you to Brett & Emily Bradshaw, for hosting us today, to share their thinking and their results.

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

We're in the business of turning grass to milk to cash - it's our key competitive advantage. Our host farmers are focused on achieving strong bottom-line financial performance and growth. They will present their costs and returns, discuss their farm management strategy to drive profit now and into the future and outline how they support and develop their staff to make it all happen.

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 day and we look forward to catching up with you during the event.



Robert Ferris
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, Brett & Emily, their families and staff.
- Theresa Manning, owner of the host farm at Rawhiti Road.
- DairyNZ scientists and technical specialists (Mark Neal, Jane Kay, Paul Bird).
- Dr John Roche from MPI.
- Rhys Wylie, Senior Manager, ANZ Bank
- Silver Fern Farms for providing the meat for the BBQ lunch.
- Fonterra for providing the BBQ trailer.
- DairyNZ staff who supported us in organising and running the event.
- Pasture Summit committee members.

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

GOLD SPONSORS



SILVER SPONSORS



KEY EVENT INFORMATION

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 event 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.

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 event. 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 sponsored by Silver Fern Farms and Fonterra.

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.

ANZ IS
**PROUD TO
SUPPORT
PASTURE
SUMMIT**
SPRING EVENTS

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 **Rhys Wylie** on 021 611 328 or **Michele Cranefield** on 027 248 2692.

OUTLINE PROGRAMME



- 09:30 - 10:00** **ARRIVAL, REGISTRATION & MORNING TEA**
- 10:00 - 10:05** **Welcome, Orientation, H&S Briefing**
Paul Bird, DairyNZ
- 10:05 - 10:10** **Introduction - Why we are on this farm**
Robert Ferris, Pasture Summit Chair
- 10:10 - 10:15** **Opening Comments**
Rhys Wylie, Senior Manager, ANZ Bank
- 10:15 - 11:00** **SESSION 1: BUSINESS GOALS & FINANCIAL RESULTS**
- Background
 - Financial performance & industry benchmarks
 - Growth strategy
- Host farmers (Brett & Emily Bradshaw) presenting, facilitated by Paul Bird, Lead Advisor at DairyNZ*
- 11:15 - 12:00** **SESSION 2: MAXIMISING PROFIT FROM PASTURE**
- Profit drivers of pasture-based systems
Presentation by Mark Neal, Strategic Lead at DairyNZ
 - Understanding the cost of marginal milk and its relationship to profit
Presentation by John Roche, Chief Science Adviser & Director of On Farm Support at Ministry for Primary Industries
- 12:15 - 13:00** **SESSION 3: COW MANAGEMENT & PERFORMANCE**
- Herd and feed management to optimise system performance
Host farmers (Brett & Emily Bradshaw) presenting, facilitated by Jane Kay, Principal Scientist at DairyNZ
- 13:00 - 13:05** **Key messages & wrap up**
Olin Greenan, Pasture Summit Director
- 13:15 - 14:00** **LUNCH (kindly sponsored by Silver Fern Farms & Fonterra)**
- 14:00 - 14:45** **SESSION 4: PEOPLE & PROGRESSION (optional)**
Panel discussion on equity growth pathways.

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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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Senior Manager

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DairyNZ is an industry-good organisation that helps farmers lead the world in sustainable dairying by investing in research, new solutions and advocacy. We believe that dairy has a bright and positive future and, that by working together with farmers and others, we can achieve purposeful change. We exist to progress a positive future for New Zealand dairy farming.

Contact us:

Phone: 0800 4 DairyNZ (0800 4 324 7969)

Email: info@dairyNZ.co.nz

Website: dairyNZ.co.nz

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Katie Wilkinson

Key Account Nutrient Specialist

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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

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dairyexporter.co.nz



New Zealand's largest dairy farmer Dairy Holdings is focused on "People, Process and Pasture". The people in our business are at the heart of everything we do.

We're committed to 100% pasture, recognising the inherent goodness of a grass-fed diet. Keeping our operations self-contained, maximising economies of scale, and focusing on best farming practices are qualities deeply embedded in the way we do things.

We're on the lookout for ambitious people to join our team for the coming season.

A range of positions and South Island locations are available, including Farm Managers to Contract Milkers.

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Fonterra Co-operative Group Limited

[Fonterra](#) is a co-operative owned and supplied by thousands of [farming families](#) in Aotearoa New Zealand. Through the spirit of co-operation and a can-do attitude, Fonterra's farmers and employees share the goodness of [our milk](#) through innovative [consumer](#), [foodservice](#) and [ingredients](#) brands. [Sustainability](#) is at the heart of everything we do, and we're committed to leaving things in a better way than we found them. We are passionate about supporting our communities by [Doing Good Together](#).

Contact Name: Debra Kells, Regional Head Farm Source, Upper North Island

Phone: 027 837 7358

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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 Southland we have 6,000 cows across Mossburn and Orepuki. 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



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



PGG Wrightson Seeds is a New Zealand based company that has been helping farmers for over 160 years.

Research and development are key to the company's success, with investment well in excess of \$15 million per annum into their forage and endophyte programmes.

The company has relationships with two primary research partners:

- AgResearch
- Plant and Food Research

Development of novel endophytes for ryegrass and tall fescue, in conjunction with AgResearch, has been a major technological breakthrough for the pastoral industry and has led to improved insect control delivering agronomic performance and ryegrass persistence.

Why PGG Wrightson Seeds?

- Access to world leading research and development
- Animal grazing trials are incorporated into plant breeding
- A strong focus on endophyte technology
- Staff are practical, focusing on increasing your meat, milk or wool production
- Helping New Zealand farmers achieve their goals for over 160 years
- They deliver market leading technologies (For example AR37 endophyte, the Cleancrop™ Brassica System and Raphanobrassica)

Charlie Longley

National Sales and Marketing Manager

PGG Wrightson Seeds Limited

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pggwrightsonseeds.com



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.

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HOST FARMERS

BTB Farms Limited

Brett & Emily Bradshaw

Brett & Emily are both first generation dairy farmers; Brett grew up in Hawkes Bay, spending the first 8-9 years of life on a sheep and beef farm. After schooling Brett became a plumber by trade before moving to Australia to work in the mines for two and half years. Emily is a Waikato local who trained in social work, moved to insurance, and then completed the Agribusiness diploma while on maternity leave with their two young children.



Business description

The Bradshaws own two herd owning sharemilking businesses totalling 695 cows. Rawhiti Road farm is the location of this event and their first year sharemilking and Waghorn Road farm is operated by contract milkers.

Goals

- To own a small to medium size dairy farm in the Waikato by 2033 and by 2040 be generating a passive income of \$200,000 through farming and property investments.
- Run a farm system that enables us to take regular time off so we can spend time together as a family.

Farming principles and philosophies

- Profit over production
- Spend money where it needs be spent
- Reduce debt as quickly as possible to minimise interest paid and ensure a positive relationship with the bank
- Work hard while our family is young so that as they grow up we have more options available
- Stay positive: The sun always comes up tomorrow.
- Take your time to do things properly: Cutting corners doesn't save time in the long run.
- Aim for profit over production: Simple, low input, low-cost farming, which optimises pasture grown per hectare, we feel is the most sustainably profitable system of farming.
- There is a future in NZ for dairy farming: Create a team of people who are motivated to be part of the dairy industry.



ANZ SPEAKER

(Opening Comments)



Rhys Wylie

Senior Manager, ANZ Bank

Born and raised on a 200 cow dairy farm in the Bay of Plenty, Rhys has always been passionate about the Agri sector. After school he studied to become a Chartered Accountant for Agri Business before joining ANZ 8 years ago. His particular interest is helping farming families create value and meet their goals. He leads a team of Rural Managers and Associates in the Waikato. Outside of work, he enjoys time with his young family.



John Roche

Chief Science Adviser & Director of On Farm Support at Ministry for Primary Industries (MPI)

John was appointed Chief Science Adviser in June 2018 to provide independent and strategic science advice to the Director-General and to provide leadership in the wider ministry science areas. In August 2022, John took on the additional role of Director, On Farm Support, to establish an on-the-ground service for farmers and growers.

He is a member of the Prime Minister's Chief Science Adviser's forum and an Honorary Academic in University of Auckland's School of Biological Sciences. John was previously DairyNZ's Principal Scientist for Animal Science and has held science appointments in Australia and Ireland. He is also Managing Director of Down to Earth Advice Ltd.

Widely published, with an H-Index of 60, and a contributor to international science and farming conferences, John has an Honours degree in Agricultural Science, a Masters in Farm Systems and Pasture Management, and a PhD in Animal Nutrition. John also has extensive experience in drystock farming and dairy.

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Mark Neal

Strategic Lead at DairyNZ

Mark Neal is a Strategic Lead with DairyNZ, a dairy farmer levy-funded Research, Development and Extension organisation. He currently works at governance and strategic level across a number of projects in forages, animals and greenhouse gases, and helps develop new research programmes in climate mitigation and adaptation. He has previously worked on the analysis of farm profitability, economic modelling and optimisation of farm systems, farm systems design, and quantifying the impact of environmental regulation on farm profit. He originally trained as an Agricultural Economist at the University of Sydney.

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 at 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 at 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.

Dairynz 

Podcast



Join the thousands of dairy farmers listening to our Talking Dairy podcast, where we tackle topical and seasonal issues like deferred grazing, reducing methane emissions and coping with cost pressures.

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



Welcome, Orientation, H&S Briefing

Paul Bird, DairyNZ



Introduction - Why we are on this farm

Robert Ferris, Pasture Summit Chair



Opening comments

Rhys Wylie

Senior Manager

ANZ Bank



NOTES

**SESSION 1:
BUSINESS GOALS & FINANCIAL RESULTS**

Brett & Emily Bradshaw (host farmers)



Host farmers presenting

Facilitated by Paul Bird
Lead Advisor at DairyNZ



NOTES

BTB Farms

Brett & Emily Bradshaw

“We operate a simple, low input farm system which optimises pasture grown per hectare”



Waghorn Road	Rawhiti Road (farm hosting this event)
20 minutes South of Te Aroha	First year sharemilking 2023/24
Owners: Stuart and Ada Steverson	Owner: Theresa Manning
Total: 71ha Effective: 68.3	Total: 200ha + 11ha runoff Effective: 155 ha
235 Jersey/Jersey-cross cows 60 R2s grazing off-farm Replacement calves stay on farm until 1st May	460 Jersey/Jersey Cross cows 52 yearlings on run off / dry stock Replacement calves stay on farm
4 season average of 82,884kgMS (1,218kgMS/ha) 2019-20 - 82,017 2020-21 - 84,017 2021-22 - 83,246 2022-23 - 82,256	Targeting production of 140,000 MS (900MS/ha)



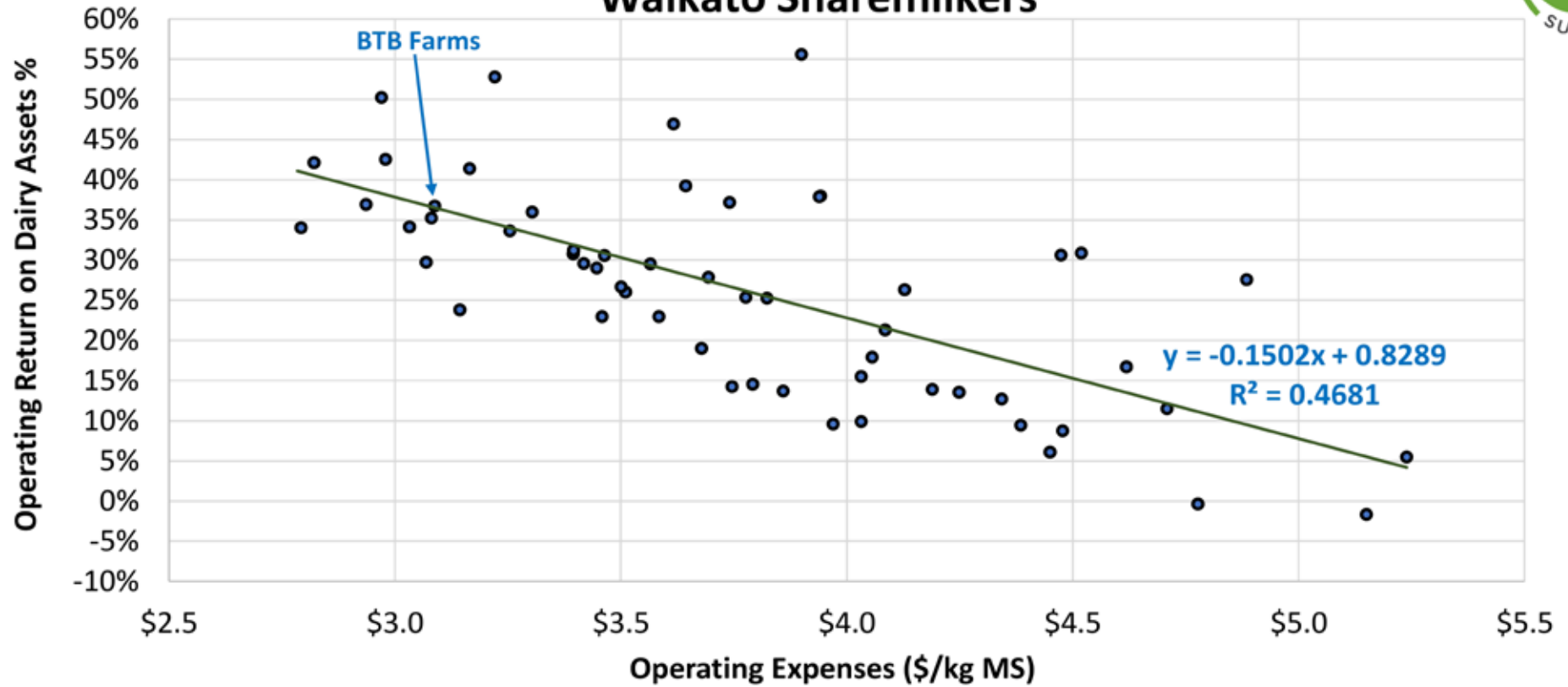
**2021/22
Waghorn Road**

**2022/23
Waghorn Road**

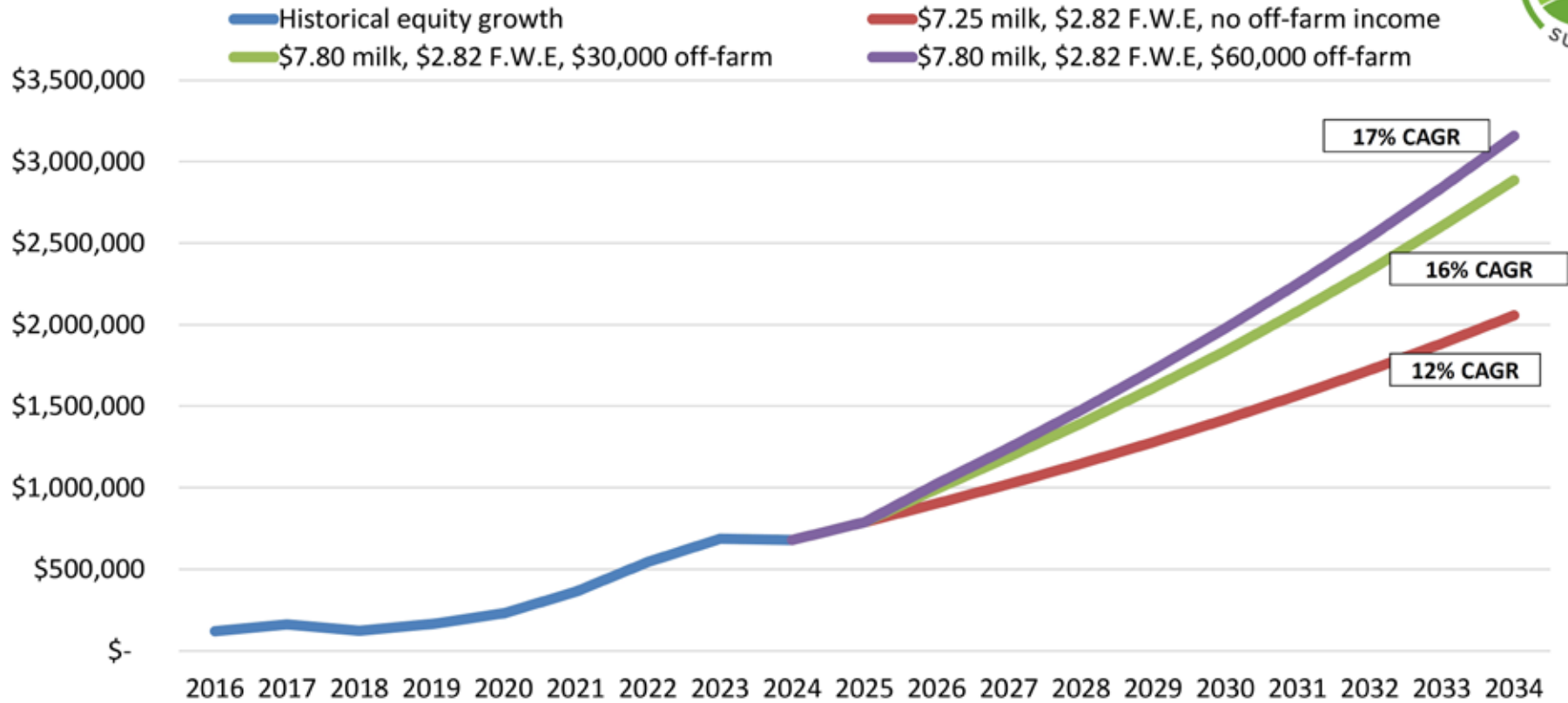
**2023/2024 forecast
Combined Farms**

Description	2021/22		2022/23		2023/2024 forecast	
	BTB Farms	Waikato average	BTB Farms	Waikato average	BTB Farms	
					Waghorn	Rawhiti
Effective dairying area (ha)	68	134	68	133	68	155
Milksolids (kg)	83,245	155,356	82,256	144,992	80,000	130000
Peak cows milked	236	396	240	390	235	460
Imported supplement fed (kg/cow)	200	966	200	1017	200	150
Calving start date	14 July	12 July	13 July	12 July est.	12 July	15 July
Physical KPIs						
Stocking rate (cows/ha)	3.5J	2.9	3.5J	2.9	3.5J	3
Milksolids per hectare (kg/ha)	1206	1156	1209	1121	1175	840
Milksolids per cow (kg/cow)	345	393	342	381	340	280
Milksolids per person (kgMS/FTE)	59,461	62,142	58,754	62,201	57,140	65,000
6-week in-calf rate (%)	66%	68%	69%	68%		
Breeding worth					240/52	193/44
Pasture & crop eaten/ha (tDM/ha)	15.2	13.5 Matamata	15.4	14.4 Matamata		
Financial KPIs						
(Non-cash adjustments applied*)						
Gross farm revenue (\$/kgMS)	5.14	5.18	4.80 est.	4.81		3.92
Operating expenses (\$/kgMS)	3.09	3.74	3.48	3.77		3.37
Operating profit (\$/kgMS)	2.05	1.44	1.32	1.04		0.55
Operating profit (\$/ha)	2,512	1,662	1,596	1,244		550
Operating profit margin (%)	40%	28%	28%	22%		14%

2021-22 Operating ROA vs Operating Expenses Waikato Sharemilkers



Equity Growth



SESSION 2:
MAXIMISING PROFIT FROM PASTURE

Profit drivers of pasture-based systems

Presentation by Mark Neal
Strategic Lead at DairyNZ



Understanding the cost of marginal milk and its relationship to profit

Presentation by John Roche
Chief Science Adviser &
Director of On Farm Support
at Ministry for Primary Industries

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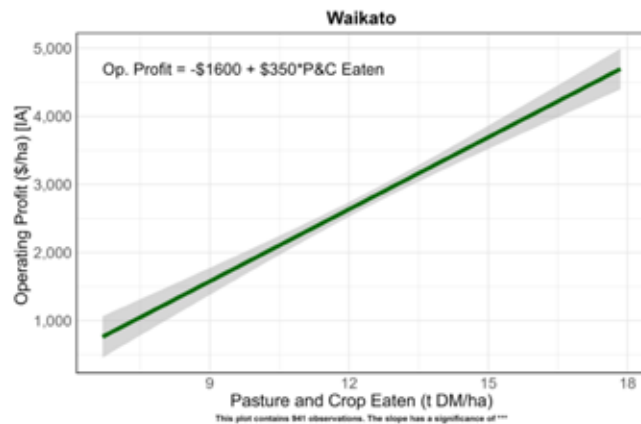
NOTES

Resilient pasture-based systems:

**More supplement equals more milk:
Does it equal more money?**

	MS/ha	Profit,ROA
Low (System 1 and 2)		
Medium (System 3)	+66	Not Signif.
High (Systems 4 and 5)	+149	Not Signif.

Lincoln University: Ma, Renwick & Bicknell (2018)



**An extra tDM
Pasture and
Crop Eaten
associated
with an extra
~\$350/ha
profit**

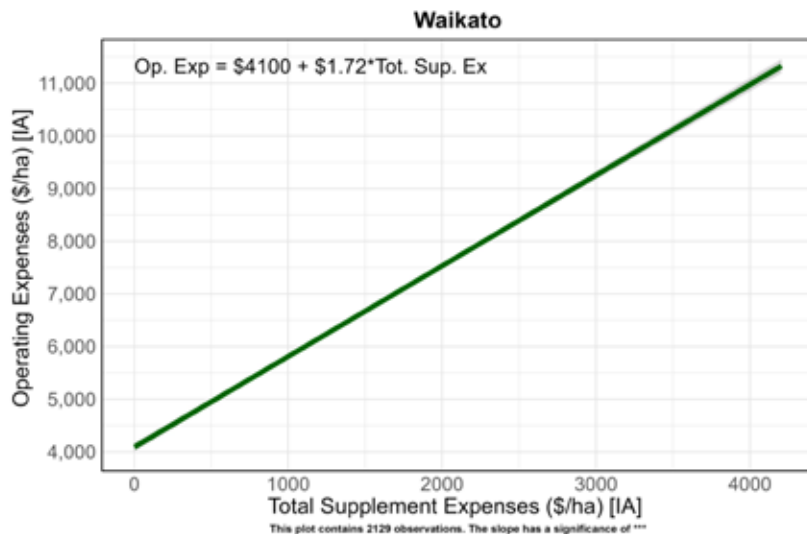
	2007/08 to 2021/22	Top 25%	Others	Signif.
Operating Return on Assets	7%	3%	***	
Pasture and Crop eaten	13.5	12.4	***	
Stocking rate	3.0	3.0	***	
MS per cow	400	360	***	
Import & Grazing, t/ha	2.7	3.0	n.s.	
MS per ha	1 160	1 070	***	
Opex per ha	\$6 100	\$6 700	***	
Opex per kg MS	\$5.20	\$6.30	***	
Gross farm revenue/kgMS	\$8.50	\$8.50	n.s.	
Operating profit/kgMS	\$3.20	\$2.10	***	
Asset value, \$/ha	\$49 800	\$59 800	***	

Lessons from 15 years of data



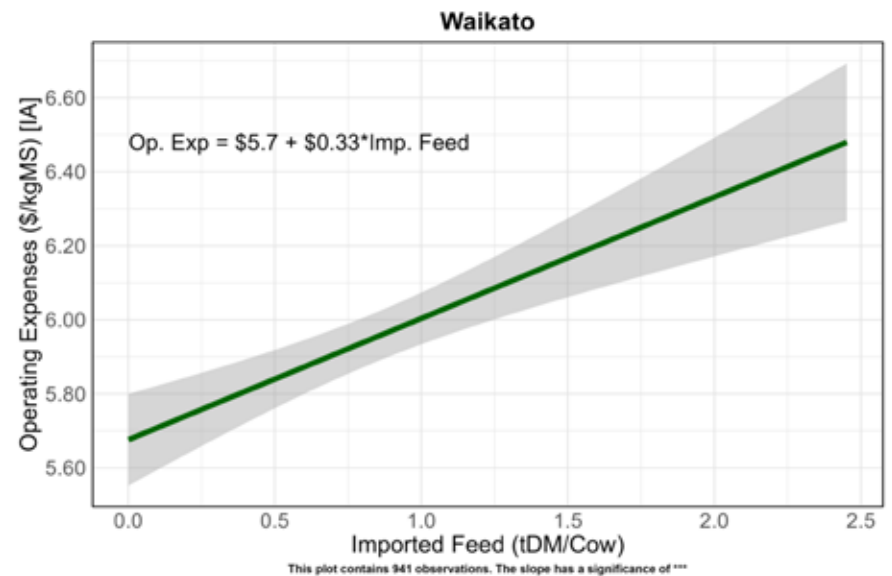
When supplement expense increases, so do other expenses

Waikato: \$1.72
 Canterbury: \$1.53
 Ireland: \$1.53
 UK: \$1.62



Then the marginal cost of milk can exceed the marginal revenue!

When supplement expense increases, average Opex per kg MS increases



A higher Opex per kg MS reduces the business's ability to weather downturns



Average OpEx hides unprofitable milk



	Production	Total cost	Average cost	Marginal cost
Base milk No Supp	 420,000 kg MS	 \$2,520,000	 \$6.00/kg MS	
With Supp + High Pasture Utilisation	 579,600 kg MS	 \$3,764,502	 \$6.50/kg MS	 \$8.04/kg MS
With Supp + Low Pasture Utilisation	 534,975 kg MS	 \$3,474,663	 \$6.50/kg MS	 \$9.00/kg MS

Example
 - 350 ha farm
 - 1200 kg MS/ha off pasture
 - 1.5 t DM supplement/cow

DairyBase
 - OpEx increase \$0.33/t DM supp

Utilisation
 - High: ave 80 kg MS/t DM
 - Low: ave 60 kg MS/t DM

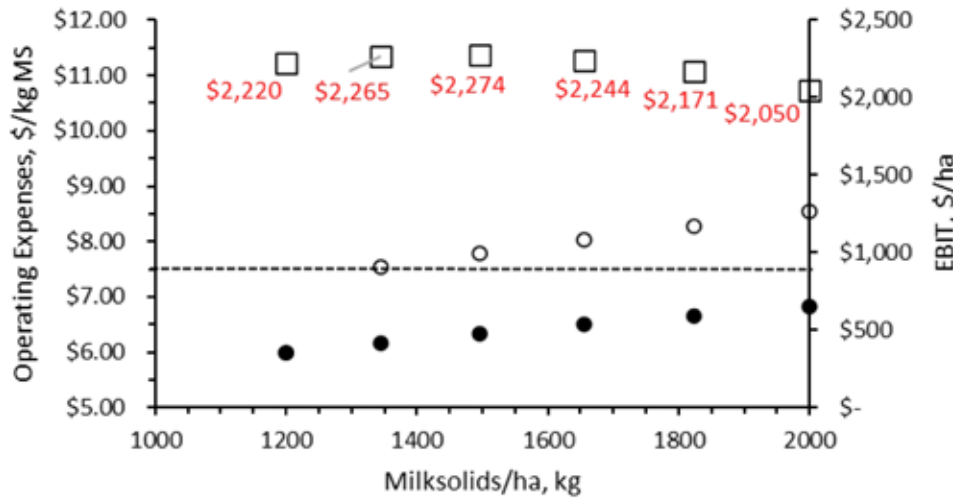
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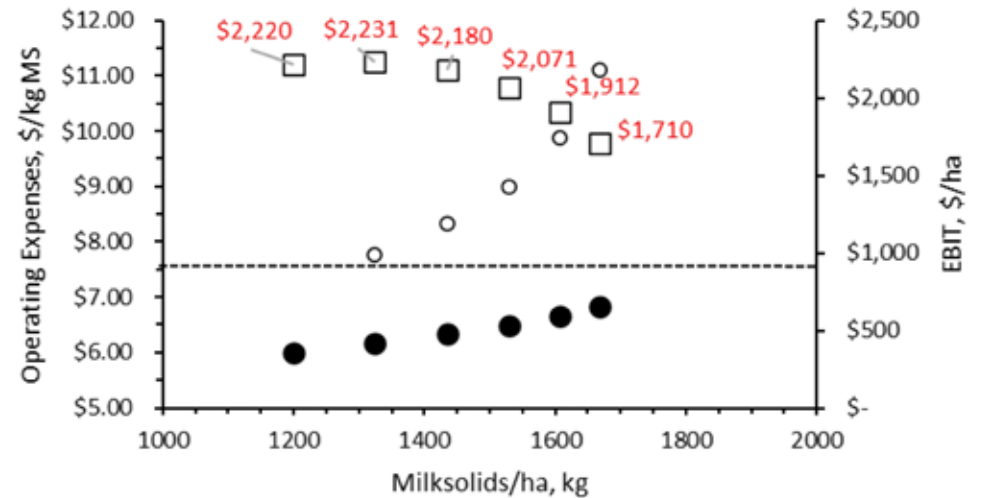
Average OpEx hides unprofitable milk



High pasture utilisation



Reduced pasture utilisation



Average EBIT/ha (□, \$), OpEx/kg MS (●, \$), and cost of marginal milk (○, \$) in high and low pasture utilization scenarios

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Average OpEx hides unprofitable milk



	OSR-200N No Suppl	HSR-200N No Suppl	HSR-200N- Maize Silage	HSR-200N Maize Silage	HSR-200N Maize Silage
Macdonald et al. 2017*					
Stocking rate, cows/ha	3.35	4.42	4.42		
Comparative stocking rate, kg Lwt/t feed DM	86	113	84		
Pasture Grown, t DM/ha	18.2	18.3	19.2		
Maize Silage/PKE used, kg DM/cow	0	0	1132		
Grass silage used, kg DM/cow	202	71	159		
Lactation length	266	217	277		
Milksolids, kg/cow	362	269	364		
Milksolids, kg/ha	1,208	1,190	1,606		
Milk price, \$/kg MS	\$7.49	\$7.49	\$7.48		
Maize silage/PKE, \$/t DM			\$300	\$400	\$500
Gross Farm Revenue, \$/ha	\$9,507	\$9,573	\$12,611	\$12,611	\$12,611
Operating Expenses, \$/ha	\$6,051	\$7,371	\$9,990	\$10,490	\$10,990
EBIT, \$/ha	\$3,457	\$2,203	\$2,621	\$2,121	
Expenses - cost/kg MS	\$5.01	\$6.19	\$6.22	\$6.53	\$6.84
Cost of marginal milk - filling feed deficit, \$/kg MS			\$6.30	\$7.50	\$8.70
Cost of marginal milk - increase SR, \$/kg MS			\$9.90	\$11.15	\$12.41
Methane, kg/cow	111	91	112		
Methane, kg/ha	371	401	493		
Methane, kg/kg MS	0.31	0.34	0.31		

*K. A. Macdonald, J. W. Penno, J. A. S. Lancaster, A. M. Bryant, J. M. Kidd, and J. R. Roche. 2017. Production and economic responses to intensification of pasture-based dairy production systems. J. Dairy Sci. 100: 6602-6619
OSR = Optimum Stocking Rate; HSR = High Stocking Rate

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Average OpEx hides unprofitable milk



Operating Profit/loss per ha									
Milk price	\$6.00	\$6.50	\$7.00	\$7.50	\$8.00	\$8.50	\$9.00	\$9.50	\$10.00
HSR - No supplements	\$456	\$1,039	\$1,621	\$2,203	\$2,785	\$3,367	\$3,949	\$4,531	\$5,114
Optimum SR - No supplements	\$1,683	\$2,274	\$2,865	\$3,457	\$4,048	\$4,639	\$5,231	\$5,822	\$6,413
Maize silage/ PKE price									
\$250	\$518	\$1,302	\$2,087	\$2,871	\$3,656	\$4,441	\$5,225	\$6,010	\$6,795
\$275	\$392	\$1,177	\$1,962	\$2,746	\$3,531	\$4,316	\$5,100	\$5,885	\$6,670
\$300	\$267	\$1,052	\$1,837	\$2,621	\$3,406	\$4,191	\$4,975	\$5,760	\$6,544
\$325	\$204	\$927	\$1,712	\$2,496	\$3,281	\$4,065	\$4,850	\$5,635	\$6,419
\$350	\$17	\$802	\$1,586	\$2,371	\$3,156	\$3,940	\$4,725	\$5,510	\$6,294
\$375	-\$108	\$677	\$1,461	\$2,246	\$3,031	\$3,815	\$4,600	\$5,385	\$6,169
\$400	-\$233	\$552	\$1,336	\$2,121	\$2,906	\$3,690	\$4,475	\$5,259	\$6,044
\$425	-\$358	\$426	\$1,211	\$1,996	\$2,780	\$3,565	\$4,350	\$5,134	\$5,919
\$450	-\$483	\$301	\$1,086	\$1,871	\$2,655	\$3,440	\$4,225	\$5,009	\$5,794
\$475	-\$608	\$176	\$961	\$1,746	\$2,530	\$3,315	\$4,100	\$4,884	\$5,669
\$500	-\$733	\$51	\$836	\$1,620	\$2,405	\$3,190	\$3,974	\$4,759	\$5,544

*K. A. Macdonald, J. W. Penno, J. A. S. Lancaster, A. M. Bryant, J. M. Kidd, and J. R. Roche. 2017. Production and economic responses to intensification of pasture-based dairy production systems. *J. Dairy Sci.* 100: 6602-6619.

Experimental Results*

- Operating profit:
 - High SR - no supplement
 - Optimum SR – no supplement
 - High SR – 1.1 t DM/cow maize silage

Grey cells:

Supplemented farmlets less profitable than unsupplemented

White cells:

Supplemented farmlets more profitable than High SR – no supp

Black cells:

Supplemented farmlets most profitable



SESSION 3: COW MANAGEMENT & PERFORMANCE

Brett & Emily Bradshaw (host farmers)



Host farmers presenting

Facilitated by Jane Kay
Principal Scientist at DairyNZ

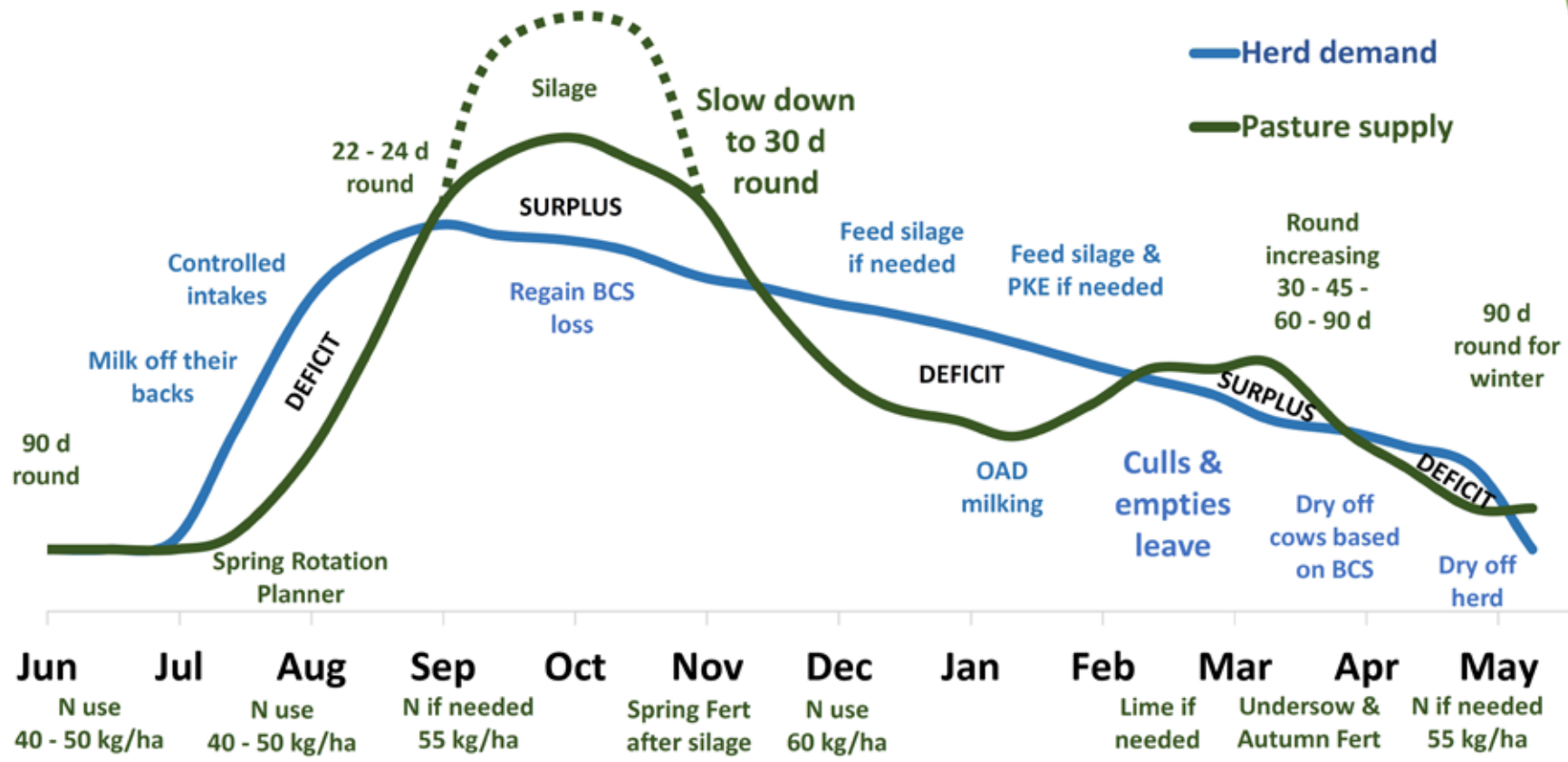


DairyNZ

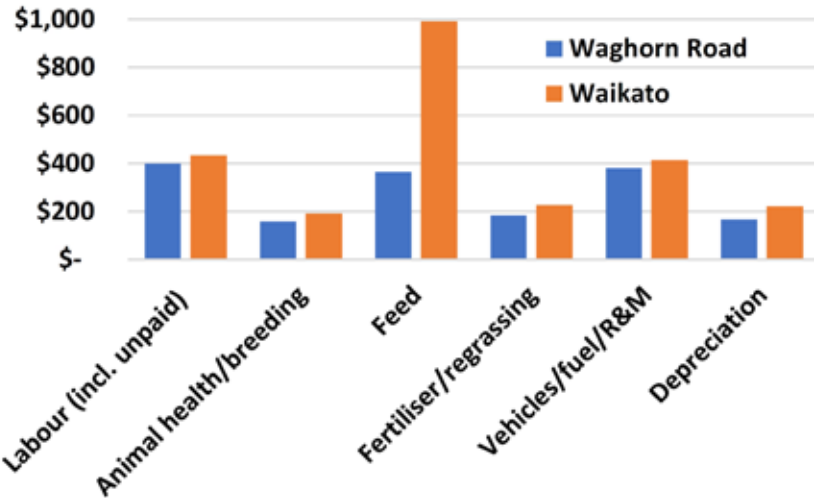
NOTES



Pasture and Herd Management



Opex Breakdown



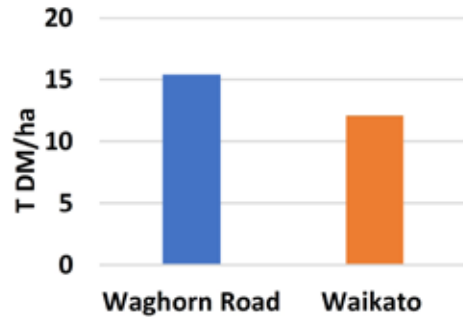
Environment



Nitrogen	Per ha
Purchased nitrogen surplus (kg N)	72

GHG emissions	Per ha	Per kg MS
Methane (kg CH4)	432	0.36
Methane (kg CO2e)	11,680	9.7
GHG (kg CO2e)	14,315	13.4

Pasture and Crop Eaten



Herd Details

Genetics	Waghorn Road	National
Breeding Worth	240/52	Top 10%
Reproduction	Waghorn Road	Waikato
6-week in-calf rate	69%	68%



SESSION 4: PEOPLE & PROGRESSION (optional)
Panel discussion on equity growth pathways

NOTES

FEEDBACK SHEET

Waikato Spring Event 2023

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	1	2	3	4	5
Session 1: Business Goals & Financial Results	Brett & Emily Bradshaw Facilitated by Paul Bird, DairyNZ										
Session 2: Maximising Profit from Pasture	Profit drivers of pasture-based systems Presented by Mark Neal, DairyNZ Understanding the cost of marginal milk and its relationship to profit Presented by John Roche, MPI										
Session 3: Cow Management & Performance	Brett & Emily Bradshaw Facilitated by Jane Kay, DairyNZ										
Session 4: People & Progression (optional)	Panel discussion on equity growth pathways.										
Venue: Rawhiti Road Farm											
Morning tea and refreshments											
LUNCH - kindly sponsored by Silver Fern Farms and Fonterra											

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

Waikato Spring Event 2023

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 event if you prefer to complete your evaluation electronically.

THANK YOU FOR PROVIDING YOUR FEEDBACK



[PASTURESUMMIT.CO.NZ](https://www.pasturesummit.co.nz)



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