

Extension Partner : Nathan Nelson Phone: 021 225 6931 Email: [nathan.nelson@dairynz.co.nz](mailto:nathan.nelson@dairynz.co.nz)

|                     |                                   |                    |                               |
|---------------------|-----------------------------------|--------------------|-------------------------------|
| <b>Farmers:</b>     | <u>Sam &amp; Jenna Hodsell</u>    | <b>Event:</b>      | <u>Pasture Summit Fielday</u> |
| <b>Operating</b>    | <u>HOSM - 50/50</u>               | <b>Date:</b>       | <u>Wednesday 8th May 2024</u> |
| <b>Structure:</b>   |                                   | <b>Farm Team :</b> | <u>Hamish</u>                 |
| <b>Farm Owners:</b> | <u>Craig &amp; Gaewyn Hodsell</u> |                    | <u>Cael</u>                   |
|                     |                                   |                    | <u>Amy - until 20th April</u> |

**Farm Infrastructure**

|                             |  |             |     |                   |     |                  |    |
|-----------------------------|--|-------------|-----|-------------------|-----|------------------|----|
| <b>Shed Size &amp; Type</b> | HB 40  | <b>ACR:</b> | yes | <b>Auto Teat:</b> | yes | <b>Drafting:</b> | no |
| Off Paddock Facilities      | none   |             |     |                   |     |                  |    |
| Effluent System             | Klip Tank & Traveling Irrigator with tracmap fail safe - consented through to 2027 |             |     |                   |     |                  |    |
| Stock Water                 | Main loop line 50mm, one trough per paddock  |             |     |                   |     |                  |    |
| Annual Rainfall (mm)        | 1100   |             |     |                   |     |                  |    |
| Longest walk from shed      | 3.5km  |             |     |                   |     |                  |    |

**Herd**

|  |  |    |         |     |                                    |  |  |
|--|--|----|---------|-----|------------------------------------|--|--|
| Cow Breed  | X Bred 66% F10/F11                                   |    | Cow LWt | 505 | MA cows based on actual liveweight |  |  |
| BW   | 299/40   | PW | 349/40  | DNA | Yes                                |  |  |
| Animal Evaluation Herd Statistics BW Top 5% Herd >293 and PW >341 (08-12-2023) |  |    |         |     |                                    |  |  |
| BVD Status   | Bulk milk testing                                    |    |         |     |                                    |  |  |
| Johne's Status   | Testing this season for the first time (9 positives) |    |         |     |                                    |  |  |

|                                    | 2023-24  |        | 2022-23  |  | 2021-22  |  |
|------------------------------------|----------|--------|----------|--|----------|--|
| <b>Farm Details</b>                | Farm     | Target | Farm     |  | Farm     |  |
| Milking Platform (Effective ha)    | 240      |        | 240      |  | 240      |  |
| Dairy Support Land (Effective ha)  | 165      |        | 165      |  | 165      |  |
| Cows Wintered 1st June             | 625      |        | 630      |  | 625      |  |
| Peak Cows Milked 1st Dec           | 599      |        | 599      |  | 599      |  |
| Peak Stocking Rate (cows/ha)       | 2.50     |        | 2.50     |  | 2.50     |  |
| Liveweight/ha                      | 1,260    |        | 1,260    |  | 1,260    |  |
| Planned Start of Calving (MA cows) | 10th Aug |        | 10th Aug |  | 10th Aug |  |
| Planned Start of Calving (Heifers) | 1st Aug  |        | 1st Aug  |  | 1st Aug  |  |
| Average Dry Off Date               | 31st May |        |          |  |          |  |
| Death Rate Cows (%) STD            | 1.3      | <4%    |          |  |          |  |

**People**

|                                  |                              |            |  |  |  |  |  |
|----------------------------------|------------------------------|------------|--|--|--|--|--|
| Rosters                          | 8 & 2 and 8 & 3 all season   |            |  |  |  |  |  |
| Individual Employment Agreements | Federated Farmers            |            |  |  |  |  |  |
| Remuneration                     | Paid on hourly rates         |            |  |  |  |  |  |
| Hours worked peak spring         | 55hr                         |            |  |  |  |  |  |
| Hours worked mid lactation       | 45hr                         |            |  |  |  |  |  |
| Hours worked winter              | 30-35hr                      |            |  |  |  |  |  |
| Resolution App                   | Used for recording farm data |            |  |  |  |  |  |
| Team meetings & Formal Agenda    | Yes                          | aim weekly |  |  |  |  |  |

|  | 2023-24 Forecast  |        | 2022-23 Actual |  | 2021-22 Actual |  |
|--|---|--------|----------------|--|----------------|--|
| <b>Milk Production</b>                         | Farm  | Target | Farm           |  | Farm           |  |
| Use of Milking Frequency (OAD / 10 & 7 / 3in2) | OAD whole herd Mid Aug, OAD hospital mob, 3 in 2 early Feb, May OAD |        |                |  |                |  |

|  |         |                |                                   |  |         |
|--|---------|----------------|-----------------------------------|--|---------|
| Total Milksolids (KgMS)                      | 320,000 |                | 321,379                           |  | 301,393 |
| Milksolids per ha milking platform (KgMS/ha) | 1,333   | <b>1,250</b>   | 1,339                             |  | 1,256   |
| Milksolids per cow (KgMS/cow)                | 534     | <b>450</b>     | 537                               |  | 503     |
| 10 Day Average Peak (KgMS/cow/day)           | 2.35    | <b>2.2</b>     | 2.40                              |  | 2.30    |
| 10 Day Average 31st Dec (KgMS/cow/day)       | 2.07    |                | 2.15                              |  | 2.07    |
| Heifer Replacement Rate (%)                  | 25      | <b>20-22%</b>  | 23                                |  | 22      |
| Milksolids per cow as % of LWT               | 106     | <b>&gt;85%</b> | 106                               |  | 100     |
| Days to mid point calving                    | 8       | <b>&lt;14</b>  | <i>18th Aug Mid point calving</i> |  |         |
| Days in Milk (Days)                          | 285     |                |                                   |  |         |
| Average Bulk Milk SCC STD                    | 130,000 |                | 136,867                           |  | 150,324 |

|  | 2023-24 Actual   |                     | 2022-23 Actual                                 |            | 2021-22 Actual |             |
|--|--|---------------------|--|------------|----------------|-------------|
| <b>Reproduction</b>                        | Farm   | Target              | Farm   |            | Farm           |             |
| Assisted Calving's (%)                     | 3%   | <b>&lt;3%</b>       |  |            |                |             |
| Post Calve Drench                          | Any cow 5 years and older gets a manuel drench in the shed once post calving |                     |  |            |                |             |
| Retained Membranes (%)                     | 0.5  | <b>&lt;2%</b>       |  |            |                |             |
| Pre Mating Heats (Y/N)                     | N  |                     |  |            |                |             |
| Bloods / Liver Biopsy                      | Pre winter monitor program   |                     |  |            |                |             |
| Dosatron                                   | Year round, including wintering  |                     |  |            |                |             |
| Non Cyclers Management                     |  | <b>&lt;15% PSM</b>  | no intervention                                |            |                |             |
| Metrichecking & Metricure                  | Yes 3%   | <b>&lt;8%</b>       | DIY Checked in two batches                     |            |                |             |
| Paddock Checks for Heat Detection          | Yes  |                     |  |            |                |             |
| Heat Detection Aids ( <i>Two methods</i> ) | Paint Only   |                     |  |            |                |             |
| Submission Rate at 3 wks. (%)              | 92   | <b>90%</b>          | 83   |            | 82             |             |
| 6 Week in Calf Rate (%)                    | 77   | <b>78%</b>          | 72   |            | 70             |             |
| Final Not in Calf Rate (%)                 | 9  | <b>&lt;10%</b>      | 10   |            | 10             |             |
| AB Length & Straws Selected (weeks)        | All AB only (Sexed semen, Nominated, SGS all used)                           |                     |  |            |                |             |
| Mating Interval (weeks)                    | 13.5   | <b>&lt;11 weeks</b> | 12.5   |            | 12.5           |             |
| AB tech                                    | DIY  | AM only             |  |            |                |             |
| Natural Mate or AI Heifers                 | AB & Bulls   |                     |  |            |                |             |
| Mating Interval (weeks)                    | 12 weeks   |                     |  |            |                |             |
| Bull ratio with Heifers                    | 1 to 18  | <b>1 to 20</b>      |  |            |                |             |
| Not in Calf Rate Heifers (%)               | 7  | <b>&lt;5%</b>       |  |            |                |             |
| <b>Feed Management</b>                     |  |                     |  |            |                |             |
| Pasture Assessment & Feed Program          | <b>Grazing Plan</b>  | Twice Week          | <b>Program</b>                                 | Pasture IO | <b>Method</b>  | Feed Wedges |
| APC Target @ Dry Off (KgDM/ha)             | 2000   | <b>1850 - 1950</b>  | No longer than 2700 Pre Graze Covers @ Dry Off |            |                |             |
| Annual Re-Grassing (%)                     | 8  | <b>10%</b>          |  |            |                |             |
| Pasture cultivars                          | Good soils = tetraploid (Base), drier / peat soils = diploid & cocksfoot mix |                     |  |            |                |             |
| Under sowing                               | None   |                     |  |            |                |             |
| Individual Paddock Ranking (tDM/ha range)  | 8.5 - 15tDM/ha based of Pasture IO   |                     |  |            |                |             |
| Mowing Strategy                            | Pre graze mowing started 20th Oct this year, mowed three rounds              |                     |  |            |                |             |
| Surplus Management Leavers used            | Pre graze mowing, baleage, grass to grass, heifers                           |                     |  |            |                |             |
| Spring Decision Rules                      | 1st round to 25th Sep - 1st Oct - Spring Rotation Planner Followed           |                     |  |            |                |             |
| Round length targets (days)                | <i>Spring</i>  | 18-22               | <i>Dec</i>                                     | 24-26      | <i>Mid Jan</i> | 30-35       |
| Pre Graze Cover Targets (KgDM/ha)          | 3200-3300  |                     |  |            |                |             |
| Desired Residual (KgDM/ha)                 | 1600-1800  |                     |  |            |                |             |
| Soil Aeration (ha/annum)                   | No   |                     |  |            |                |             |

|  |  |  |         |        |        |          |
|--|--|--|---------|--------|--------|----------|
| Wet Weather Management                             | Target paddocks with natural shelter and/or soil type i.e. peat/sandier paddocks |  |         |        |        |          |
| Back Fencing in Spring                             | Aim for no back-grazing post 3 days - minimise as much as possible               |  |         |        |        |          |
| Supplements STD                                    | KgDM/cow   | Utilisation %  | Price/t | c/KgDM | c/MjME | ME Value |
| Baleage  | 63   |  |         |        |        |          |
| Pit Silage   | 70   | Feed for dry pinch in Dec                                    |         |        |        |          |
| PKE  | 70   |  |         |        |        |          |
| Total Supplements                                  | 203  |  |         |        |        |          |
| Winter Feed - aim for 14KgDM/cow offered           | 4KgDM/baleage 10KgDM/swedes - MA cows  |  |         |        |        |          |
| Changes to Winter Feed this season                 | 6KgDM Baleage 8KgDM swedes, mob on all grass & baleage                           |  |         |        |        |          |
| Winter Feed Requirement                            | 75 days x 14KgDM/cow/day at 85% utilisation = 1207KgDM/cow ave                   |  |         |        |        |          |
| Transition Feeding                                 | All cows are taken off crop one month pre calving and fed a baleage diet         |  |         |        |        |          |
| Nitrogen Applied (KgN/ha/yr)                       | 150  |  | 115     |        | 190    |          |
| Pasture & Crop Eaten (tDM/ha)                      | 13.2   |  | 13.5    |        |        |          |
| Feed Conversion Efficiency (KgDM:KgMS) incl winter | 11.8   | 6050KgDMcow / 512KgMS cow wintered (based on 12MjME)         |         |        |        |          |
| Feed Conversion Efficiency (KgDM:KgMS) lactation   | 8.5  | 4518KgDMcow / 534KgMS cow lactation only (Based on 12.5MjME) |         |        |        |          |

|   | 2023-24 Forecast   |   | 2022-23 Actual               |              | 2021-22 Actual |              |
|---|--|---|------------------------------|--------------|----------------|--------------|
|   | Farm   | Benchmark                                   | Farm                         | Benchmark    | Farm           | Benchmark    |
| <b>Financial KPI's Benchmarked Against Dairy NZ Econ Tracker HOSM for Otago / Southland</b> |  |   |                              |              |                |              |
| Fonterra Farm Gate Milk Price (\$/KgMS)   |  | 7.80  |                              | 8.22         |                | 9.30         |
| Total KgMS  | 320,000  |   | 321,379                      |              | 301,393        |              |
| <b>Operating Profit (\$/ha)</b>   |  | <b>781</b>                                  | 2,519                        | <b>1,180</b> | 2,474          | <b>1,688</b> |
| <b>Operating Profit Margin (%)</b>  |  | <b>15</b>                                   | 37                           | <b>19</b>    | 37             | <b>27</b>    |
| <b>Farm Working Expenses (\$/kgMS)</b>  | 2.54   | <b>2.94</b>                                 | 2.50                         | <b>3.06</b>  | 2.43           | <b>2.97</b>  |
| <b>Stock Income (c/kgMS)</b>  | 0.65   | <b>0.40</b>                                 | 0.93                         | <b>0.44</b>  | 0.76           | <b>0.26</b>  |
| FWE breakdown (\$/kgMS)   |  |   |                              |              |                |              |
| Animal Health   | 0.18   | <b>0.26</b>                                 | 0.19                         | <b>0.28</b>  | 0.16           | <b>0.23</b>  |
| Breeding Expenses   | 0.15   | <b>0.15</b>                                 | 0.17                         | <b>0.15</b>  | 0.13           | <b>0.17</b>  |
| Electricity   | 0.07   | <b>0.11</b>                                 | 0.06                         | <b>0.10</b>  | 0.07           | <b>0.10</b>  |
| Contracting & Pasture Renewal   | 0.10   | <b>0.05</b>                                 | 0.16                         | <b>0.05</b>  | 0.14           | <b>0.06</b>  |
| Grazing   | 0.70   | <b>0.45</b>                                 | 0.53                         | <b>0.45</b>  | 0.49           | <b>0.41</b>  |
| Feed & Supplements  | 0.16   | <b>0.64</b>                                 | 0.16                         | <b>0.77</b>  | 0.36           | <b>0.79</b>  |
| Fertiliser  | 0.11   | <b>0.13</b>                                 | 0.08                         | <b>0.16</b>  | 0.16           | <b>0.20</b>  |
| Freight   | 0.03   | <b>0.10</b>                                 | 0.03                         | <b>0.09</b>  | 0.03           | <b>0.07</b>  |
| Wages   | 0.57   | <b>0.51</b>                                 | 0.61                         | <b>0.49</b>  | 0.45           | <b>0.46</b>  |
| R & M   | 0.06   | <b>0.11</b>                                 | 0.06                         | <b>0.11</b>  | 0.06           | <b>0.11</b>  |
| Vehicle & Fuel  | 0.19   | <b>0.19</b>                                 | 0.23                         | <b>0.19</b>  | 0.17           | <b>0.18</b>  |
| Administration, Insurance, ACC  | 0.13   | <b>0.17</b>                                 | 0.14                         | <b>0.16</b>  | 0.14           | <b>0.14</b>  |
| Shed Expenses   | 0.09   | <b>0.07</b>                                 | 0.08                         | <b>0.06</b>  | 0.07           | <b>0.05</b>  |
| <b>Environment</b>  |  |   |                              |              |                |              |
| Consented Cow Numbers   | 599  |   |                              |              |                |              |
| % Farm effluent irrigated to actively   | 30%  |   |                              |              |                |              |
| <b>BCS &amp; Young Stock Weights</b>  |  |   |                              |              |                |              |
| BCS Targets Through the Season  | No independent scoring   |   |                              |              |                |              |
| Calves Weaning weights  | 90KgLwt  |   |                              |              |                |              |
| Young Stock   | Sample weights of a group of young stock weighed every month as an indicator mob |   |                              |              |                |              |
| BCS Targets @ PSC   | <b>Range</b>   | No more than 15% above or below BCS targets |                              |              |                |              |
| BCS Targets @ PSC   | <b>MA Cows</b>   | <b>5</b>                                    | <b>1st &amp; 2nd Calvers</b> |              | <b>5.5</b>     |              |