

# PASTURE SUMMIT

## AUTUMN EVENTS 2025



### Outline Programme for South Waikato Event

#### OVERVIEW:

Pasture Summit is holding an on-farm event in Te Kuiti this Autumn, hosted by farmers for farmers, sharing ideas and developments on achieving profitable dairy food production, with input from dairy sector specialists. 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 and discuss their farm management strategy to drive profit now and into the future.

#### OUTLINE PROGRAMME:

<b>THEME:</b>	<i>Profit, Pasture, Progression</i>
<b>DATE:</b>	Wednesday, 9 <sup>th</sup> April 2025
<b>LOCATION:</b>	Kindly hosted by Kotare Pastoral Ltd (Wallace Family, Snell Family, Matt Bosch) Alsmere Farm, 697/A Oparure Road, RD5 Te Kuiti
<b>TIMING</b>	<b>SESSION DETAILS</b>
9:30 to 10:00	Arrival, registration and morning tea
10:00 to 10:15	Welcome, introductions and why we are on this farm – Robert Ferris, Pasture Summit Orientation and H&S Briefing – Steph Gudgeon, DairyNZ Opening Comments – Representative from ASB Bank
10:15 to 11:15	<p><b>SESSION 1: Business Goals and Financial Results</b></p> <ul style="list-style-type: none"> <li>➤ Harry Snell: Kotare Pastoral description, background &amp; history. Alsmere Farm and Kotare objectives.</li> <li>➤ Richard Snell: Business &amp; financial performance.</li> <li>➤ Steph Gudgeon: Industry benchmarks &amp; regional comparisons.</li> <li>➤ Richard Snell: Growth strategy &amp; investment criteria.</li> <li>➤ Open Q&amp;A</li> </ul> <p>Session facilitated by Steph Gudgeon, DairyNZ</p>
Group to drive in 4WD vehicles to Session 2 to be held in paddock.	
11:40 to 12:40	<p><b>SESSION 2: Optimising Operating Profit/ha</b></p> <p><b>Session 2A:</b> Summary of the key dairy farm profit drivers with particular emphasis on the relationship between GHG emissions and profitability. Presented by Mark Neal, Head of Data Science and Modelling at DairyNZ</p> <p><b>Session 2B:</b></p> <ul style="list-style-type: none"> <li>➤ Richard Snell: Reasons for deciding on a simple pasture-based system (no cropping).</li> <li>➤ Harry Snell: Land development approach to grow grass e.g. drainage.</li> <li>➤ Matt Bosch: Pasture management philosophies and systems.</li> <li>➤ Vaughan Williams &amp; Richard Snell: achieving 7% empty rates with 10-week mating.</li> </ul> <p>Open Q&amp;A after each session.</p> <p>Session facilitated by Jordyn Crouch, Pasture Summit</p>
12:40 to 12:45	Key messages & wrap up – Olin Greenan, Pasture Summit
13:00 to 13:45	<b>LUNCH</b>
13:45 to 14:45	<p><b>SESSION 3: Progression &amp; Equity Growth Pathways</b></p> <p>Panel discussion and open Q&amp;A exploring progression and equity growth pathways for young farmers wanting to progress in dairying. Session facilitated by Scott Armer, Pasture Summit</p> <p>Panel participants:</p> <ul style="list-style-type: none"> <li>➤ Dimarius Wade (from new entrant farm assistant to farm manager)</li> <li>➤ Giles Bristol (from farm management to equity manager on a lease farm)</li> <li>➤ Matt Bosch (from farm management to equity management and operational management)</li> <li>➤ Shaun Olsen (from JD &amp; RD Wallace Contract Milker to Notional Equity Lease and operational management)</li> </ul>
14:45 to 14:50	Close of Event – Robert Ferris, Pasture Summit