



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

CANTERBURY SPRING EVENT 2023

TUESDAY, 28 NOVEMBER 2023

Hosted by Will & Kim Grayling and Will Green
at Singletree Dairies,
469 Fairfield Road, Ashburton

ANZ

DairyNZ

 **Ballance**
agri-nutrients

 **Fonterra**
Dairy for life

 **PGG Wrightson Seeds**

 **ravensdown**

 **dairy
holdings**

 **Grasslands**

 **NEW ZEALAND
DairyExporter**

 **SILVER
FERN
FARMS**



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

A very warm welcome to everyone, and a big thank you to Will & Kim Grayling and Will Green & Sally Eames, 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, Will & Kim Grayling, their families and staff.
- Will Green & Sally Eames of Greener Grazing.
- DairyNZ scientists and technical specialists (Virginia Serra, Jane Kay, Paul Bird).
- Dr John Roche from MPI.
- Jeremy MacAvoy, Senior Relationship 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.

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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
THE
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 **Anna Harris** on **027 232 6019**, **Michael Royston** on **027 495 8569** or **Jeremy MacAvoy** on **027 431 5558**.

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BRANCH MANAGER

OUTLINE PROGRAMME



- 09:30 - 10:00** **ARRIVAL, REGISTRATION & MORNING TEA**
- 10:00 - 10:05** **Welcome, Orientation, H&S Briefing**
Virginia Serra, DairyNZ
- 10:05 - 10:10** **Introduction - Why we are on this farm**
Alistair Rayne, Pasture Summit Director
- 10:10 - 10:15** **Opening Comments**
Jeremy MacAvoy, Senior Relationship Manager, ANZ Bank
- 10:15 - 11:00** **SESSION 1: BUSINESS GOALS & FINANCIAL RESULTS**
- Overview
 - Growth strategy
 - Scale & repeatability
 - Business performance and benchmarks
- Will Grayling and Will Green presenting,
facilitated by Paul Bird, Lead Advisor at DairyNZ*
- 11:15 - 12:00** **SESSION 2: MAXIMISING PASTURE EATEN**
- Why the farms are set up the way they are
 - Pasture supply versus demand - decisions and tools
 - Benchmarks and regional comparisons
- Will Grayling and Will Green presenting,
facilitated by Virginia Serra, Senior Manager Solutions and
Development at DairyNZ and supported by John Roche, Chief
Science Adviser & Director of On Farm Support at MPI*
- 12:15 - 13:00** **SESSION 3: IN CALF, ON TIME**
- Strategy and results
 - What is working well
 - 10-year vision
- Will Grayling and Will Green presenting,
facilitated by Jane Kay, Principal Scientist at DairyNZ*
- 13:00 - 13:05** **Key messages & wrap up**
Pasture Summit representative
- 13:15 - 14:00** **LUNCH (kindly sponsored by Silver Fern Farms & Fonterra)**
- 14:00 - 14:45** **SESSION 4: PEOPLE & PROGRESSION**
- Recruiting right
 - Leadership and coaching
 - Giving back
 - Equity growth and putting it all together
- Kim Grayling presenting on People followed by panel
discussion on equity growth pathways.*

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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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

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.

Raymond Williams

Science Extn Officer

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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@countrywidemedia.co.nz

Website:

countrywidemedia.co.nz

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.

If you're wanting to grow your future, get in touch today.

Visit: www.dairyholdings.co.nz or phone 03 687 9258 for more information.



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: Mat Cullen, Regional Head Farm Source, South Island

Phone: 027 436 1650

Email: mat.cullen@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 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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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

HOST FARMERS

Singletree Dairies Limited

Will and Kim Grayling

Will and Kim are 10 years in to an Equity Partnership with Jim and Sue Van der Poel, now farming 3,500 cows at Fairton Ashburton. From a farming background in the Waikato, Will went to Lincoln University for 4 years before moving to a Farm Consultant position with FarmRight. After 12 months Will moved to Ashburton taking up a manager role with Spectrum Group on 750 cow farm. Will and Kim started purchasing cows whilst at Spectrum Group and this is how they began building equity through dairying.



After four years with Spectrum Group and an increase to managing 1600 cows the opportunity to begin an equity partnership with Jim and Sue arose and Singletree Dairies 2013 Ltd was formed. Originally milking 1800 cows on Singletree, the partnership has taken on opportunities around them to now milk 3500 cows on 830ha effective of contiguous land. The partnership has also recently formed a new Equity Partnership milking 1300 cows in Dunsandel in 2022 with Henry and Ashlea Norris.

The overriding goal of the equity partnership is to create profit through harvesting as much pasture per hectare as possible, this is achieved through having a stocking rate to harvest peak growth and fill the resulting deficits on the 'shoulders' of the season with supplements.

With large numbers of cows and thus the requirement for a large team, people are at the forefront of being able to make the farming operation successful. Monitoring and recording of data is very important to ensure targets are being achieved and management decisions can be accurately made in a timely manner.

The Graylings have four young children and believe in the lifestyle that dairy farming can create and are keen to share the opportunities, challenges and rewards with their team and those around them.



HOST FARMERS

Greener Grazing Limited

Will Green and Sally Eames

Currently HOSM 1,060 cows for Dairy Holding Limited on their Propad property in Hinds, Ashburton.

They are in their 4th season working for Dairy Holding and have also been given the opportunity to lease extra cows into Dairy Holdings outside of their sharemilking herd.

Will was fortunate enough to win the National Sharemilker of the Year Award 2022 which has created some amazing opportunities for the couple to date.

In September, Will and Sally welcomed their first child, Tilly to the world, giving a whole new meaning to work/life balance.



Greener Grazing Ltd



GGGL

Greener Grazing Ltd

VISIONS
& VALUES



WE VALUE:

- HONESTY AND INTEGRITY
- STRONG TEAM CULTURE IN A SAFE, FUN AND PROSPEROUS WORKPLACE
- INVOLVEMENT IN THE LOCAL COMMUNITY
- LEADERSHIP AND BEING ACTIVE WITHIN THE DAIRY INDUSTRY
- SUPPORTING NEW ZEALAND OWNED CO-OPERATIVES
- A HEALTHY WORK/LIFE BALANCE

OUR VISION

"TO USE PASTURAL FOCUSED FARMING AND WEALTH CREATION PRINCIPLES AS A PATHWAY TO BUILD EQUITY TO PURCHASE A FARM AND BUILD A FAMILY HOME"

Strategic focus

People Pasture Profit





ANZ SPEAKER

(Opening Comments)



Jeremy MacAvoy

Senior Relationship Manager, ANZ Bank

Jeremy, known as Jerry, was born and bred in the South Island. He was raised on various Sheep and Beef properties in Otago and Southland and educated at Lincoln University. Following university, Jerry spent time living and working overseas before starting with ANZ 16 years ago.

Jerry started in the Taranaki before spending the last 13 years in Mid Canterbury. Our team consist of 20 Ashburton based Agri Managers and Associates who have extensive regional networks and insights. Our team is passionate about helping farmers start-up, sustainably grow and work through generational change within their businesses.



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.

Ministry for Primary Industries
Manatū Ahu Matua





Virginia Serra

Senior Manager Solutions and Development at DairyNZ

Virginia was brought up on a dairy farm in Uruguay and has nearly two decades working in the New Zealand dairy sector. She spent 14 years in extension before moving to the Science team and now the Solutions and Development team.

Virginia has been involved with many extension and development initiatives including the Lincoln University Demonstration Dairy Farm management team, the establishment of Progression groups in Canterbury, the analysis of profitability drivers in Canterbury dairy systems and more recently projects focusing on addressing the environmental footprint of dairy farming while maintaining the profitability and viability of the sector. Virginia is passionate about bringing evidence-based information to support decision-making on farms.



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

Virginia Serra, DairyNZ



Introduction - Why we are on this farm

Alistair Rayne, Pasture Summit Director



Opening comments

Jeremy MacAvoy

Senior Relationship Manager

ANZ Bank



NOTES

SESSION 1:

BUSINESS GOALS & FINANCIAL RESULTS

- Overview
- Growth strategy
- Scale & repeatability
- Business performance and benchmarks

Will Grayling & Will Green presenting



Facilitated by Paul Bird
Lead Advisor at DairyNZ



NOTES

	Singletree	Greener Grazing
Goals and Values	<p>Personal Vision is to 'Create long term lifestyle Security'.</p> <p>For us this boils down to three things:</p> <p>Equity, Farming, Flexibility</p> <p>Farming goals as a partnership are:</p> <ul style="list-style-type: none"> • Utilise profits to repay debt to then re-leverage to take on further opportunities • Previously - purchase the neighbouring farm, paying out dividends so Graylings can increase partnership equity • Recently - set up a new Equity Partnership with Henry and Ashlea Norris in Dunsandel on a 1300 cow farm. 	<p>Vision</p> <p>'To use pastoral focused farming and wealth creation principles as a pathway to build equity to purchase a farm and build a family home'.</p> <p>BHAG (Big Hairy Audacious Goal)</p> <ul style="list-style-type: none"> • When I wake up in the morning and look out the bedroom window, I own everything I can see. <p>Short term goal 1-3 years</p> <ul style="list-style-type: none"> • Buy a farm. That's what gets me out of bed every day. <p>Medium term goal 3 - 10 years</p> <ul style="list-style-type: none"> • Get into a more comfortable equity/debt position by having a highly profitable business that will be able to provide for my family with my direct management removed.
Key Success Factors	<ul style="list-style-type: none"> • Commitment to success • Following successful farmers/people • Being profitable by understanding the drivers behind profitability and sticking to these simple drivers • Utilising profitability to enable leverage and further investment • Developing people • Continuing to challenge performance 	<p>People = Empower and engage our people and provide them the tools to make the day today decisions for running the farm whilst providing them simple farm systems that means they can be at this level in a matter of months.</p> <p>Pasture = Maximise pasture harvested and have enough early calving ma cows to harvest it (</p> <p>Profit = Delivery as much free cash as possible to service debt and grow equity</p> <p>Networking = Challenging yourself and opening up new opportunities</p> <p>Benchmarking = Add merit to what we are say and encourages us not to get comfortable with the level we are at and continue to seek annual improved performance.</p> <p>Leveraging = Effective (sensible) borrowing has allowed us to double our growth</p>



Singletree/Ashpouri (Grayling) | Greener Grazing + Propad (Green)

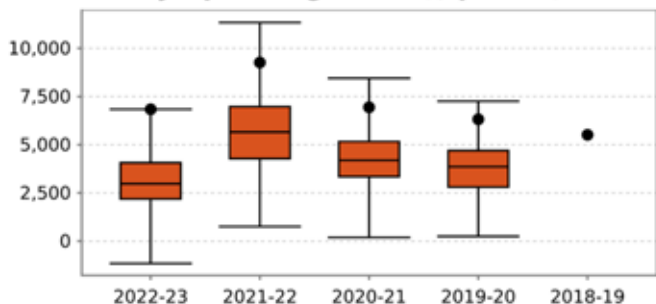
Description	2021/22			2022/23		
	Singletree /Ashpouri	GG + Propad	Canterbury Average	Singletree /Ashpouri	GG + Propad	Canterbury Average
Effective dairying area (ha)	835	270	270	835	270	273
Milksolids (kg)	1,531,341	330,582	441,720	1,475,972	364,430	411,835
Peak cows milked	3,350	1,035	976	3,433	1,055	929
Imported supplement fed (kg/cow)	952	0	688	978	53	718
Stocking rate (cows/ha)	4.0	3.8	3.6	4.1	3.9	3.4
Milksolids per hectare (kg/ha)	1,834	1,224	1,636	1,768	1,350	1,508
Milksolids per cow (kg/cow)	457	319	453	430	345	443
Pasture & crop eaten (tDM/ha)	16.1	14.3	14.9	15.6	15.4	14.1
Financial KPIs						
<i>(Non-cash adjustments applied*)</i>						
Gross farm revenue (\$/kgMS)	9.66	9.71	9.59	9.52**	9.05	8.86
Operating expenses (\$/kgMS)	4.61	4.51	5.85	5.65	4.53	6.59
Operating profit (\$/kgMS)	5.05	5.20	3.74	3.87	4.52	2.27
Gross farm revenue (\$/ha)	17,718	11,885	15,689	16,827	12,217	13,361
Operating expenses (\$/ha)	8,458	5,522	9,571	9,991	6,115	9,938
Operating profit (\$/ha)	9,260	6,363	6,118	6,835	6,102	3,423
Operating profit margin (%)	52%	54%	39%	41%	50%	26%

*Includes depreciation, livestock and feed inventory adjustments, any unpaid labour

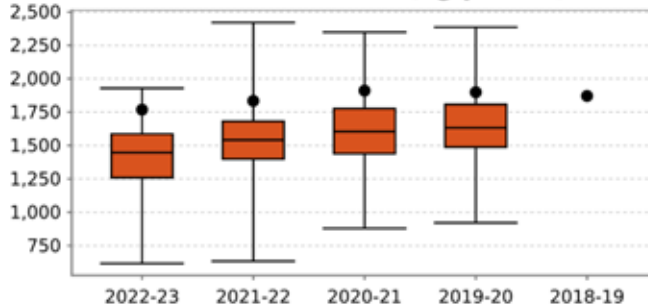
**\$8.81/kgMS milk sales + \$1.77/kgMS stock sales - \$1.06/kgMS change in livestock inventory = \$9.52/kgMS

Singletree /Ashpouri (Grayling)

Dairy Operating Profit (\$ per Ha)

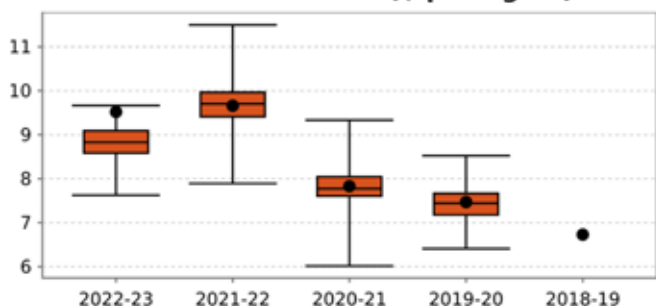


Milksolids Production (kg per Ha)

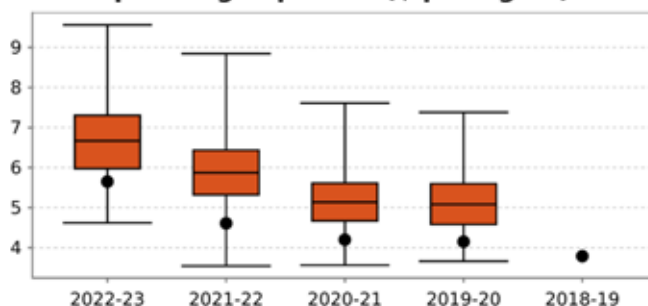


These graphs show your farm in relation to the distribution of the benchmark. The top and bottom lines show the upper and lower ranges, the box shows the range from the 25th percentile to the 75th, and the middle line shows the 50th percentile. The dot shows you where your farm sits within this range

Gross Farm Revenue (\$ per KgMS)

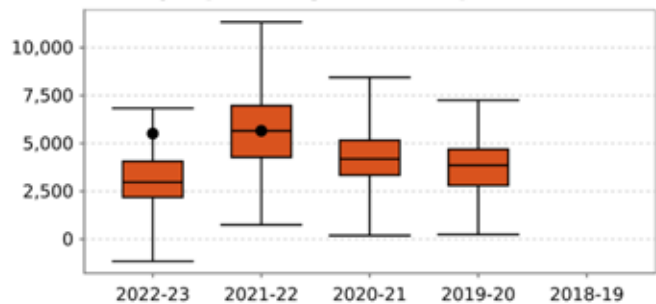


Operating Expenses (\$ per KgMS)

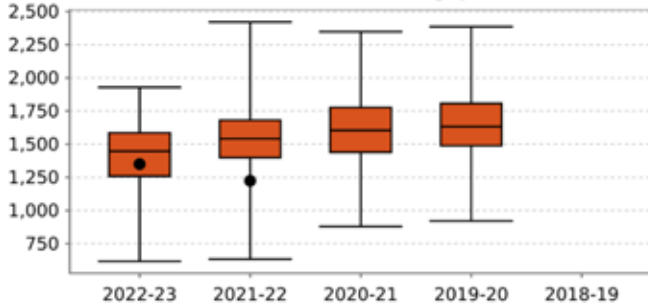


Greener Grazing + Propad (Green)

Dairy Operating Profit (\$ per Ha)

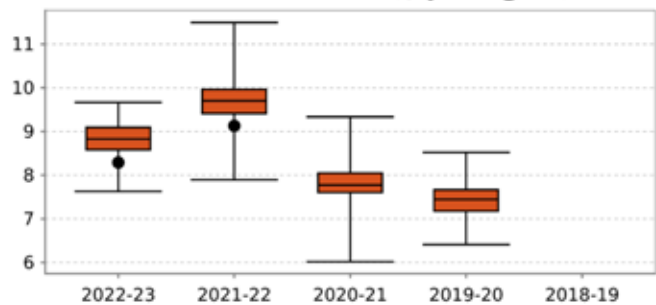


Milksolids Production (kg per Ha)

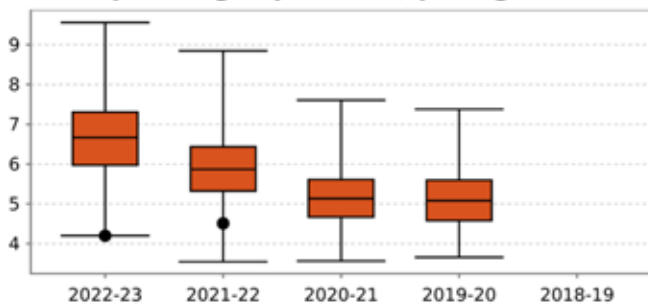


These graphs show your farm in relation to the distribution of the benchmark. The top and bottom lines show the upper and lower ranges, the box shows the range from the 25th percentile to the 75th, and the middle line shows the 50th percentile. The dot shows you where your farm sits within this range

Gross Farm Revenue (\$ per KgMS)



Operating Expenses (\$ per KgMS)



SESSION 2:

MAXIMISING PASTURE EATEN

- Why the farms are set up the way they are
- Pasture supply versus demand - decisions and tools
- Benchmarks and regional comparisons

Will Grayling & Will Green presenting



Facilitated by Virginia Serra,
Senior Manager Solutions and Development at DairyNZ
and supported by John Roche,
Chief Science Adviser & Director of On Farm Support at
Ministry for Primary Industries



Ministry for Primary Industries
Manatū Ahu Matua

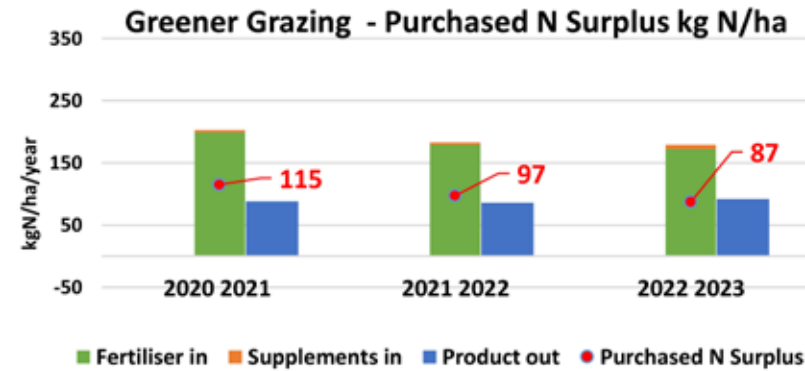
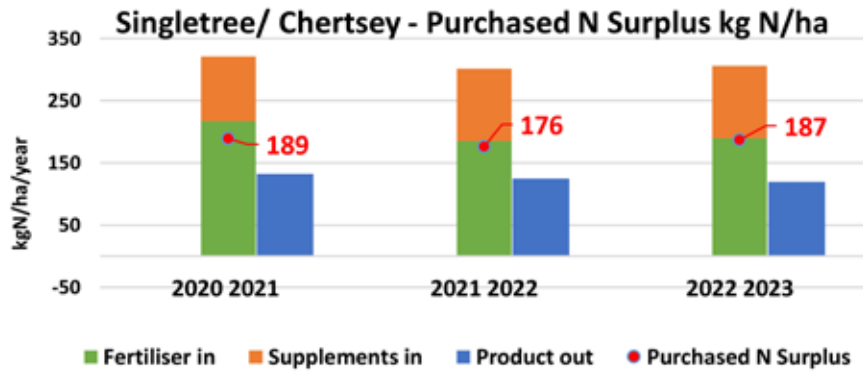
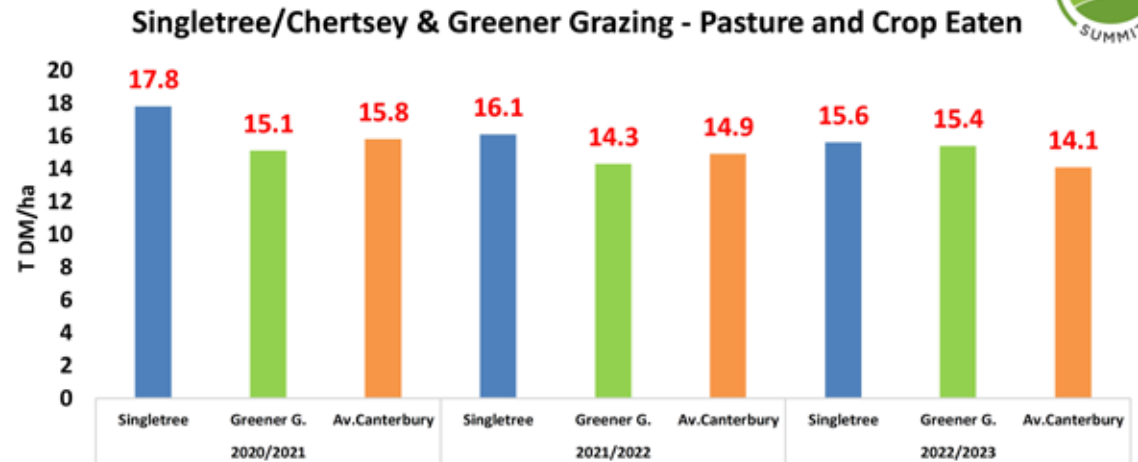
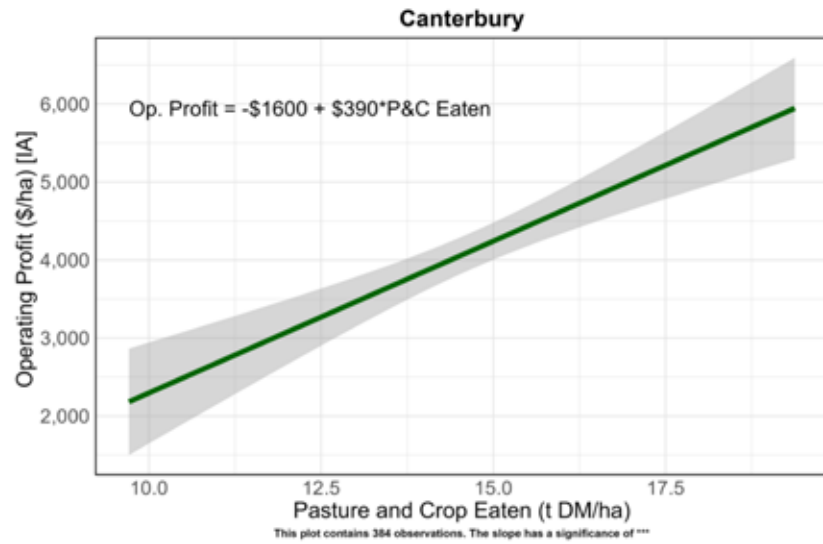


NOTES

Farm Systems Overview

	Greener Grazing (Will Green)	Singletree/Chertsey (Will Grayling)
Area	270 ha effective	830 ha
Peak Cows	1,056 cows	3,450 cows
Stocking Rate	3.9 cows /ha. The stocking rate throughout the season is set up to follow the pasture growth curve. De-stocking (drying off and culling) is used to manage feed deficit in Autumn.	4.2 cows /ha The stocking rate is set as high as required to eat the pasture grown from October to March. Supplements are used to fill in deficits in Spring and Autumn. Herd dried off at the end of May.
Milksolids Production	2020/21: 1,305 kg MS/ha- 338 KgMS/cow 2021/22: 1,224 kg MS/ha- 319 KgMS/cow 2022/23: 1,350 kg MS/ha- 345 KgMS/cow	2020/21: 1,911 kgMS/ha- 467 KgMS/cow 2021/22: 1,834 kgMS/ha- 457 KgMS/cow 2022/23: 1,768 kgMS/ha- 430 KgMS/cow
Supplement Use	Between 0-80 kg DM/cow of baleage if there is a deficit in spring Supplements are used to “feed the feed wedge”, not the cows.	Have a feeding system in both sheds. Big farm (Singletree) - can feed both PKE and Grain The small farm (Chertsey) can feed only grain. At Chertsey, PKE is fed on trailers in the paddock. Feeding levels: 900 -1,100 Kg DM/cow Including Grass Silage (200 kg DM/cow), Maize silage (120 kg DM/cow), PKE (600 kg DM/cow) and Grain (180 Kg DM/cow). If there is a feed deficit, supplements are fed to maintain round length. Keep in-shed feeding all year with a minimum of 200-300 g per cow to keep cows moving.
Wintering	10-15% of cows stay on the milking platform. The rest are wintered off at DHL block (on kale and Fodder beet). Imported winter grazing represents 2.2 – 2.3 TDM/ha or 550-600 kg DM/cow. Cows come back staggered from winter grazing block.	All cows off in winter at several wintering blocks within 5 km from the milking platform. 200 - 250 cows milked over winter in one shed Imported Winter feed: 2.5- 2.7 TDM/ha or 600 – 650 kg Dm/cow. Cows come back staggered from winter grazing block.
Young Stock – Grazing	All young stock off at graziers	All young stock off at graziers from 100 kg LW to 1 st May as in-calf heifers.
Regrazing	5% farm each year. Rg/WC mix. Soil tests and herbal tests in spring and autumn.	% farm each year. Rg/WC mix. 20-25 ha of Fodder Beet for autumn feeding

	Greener Grazing (Will Green)	Singletree/ Chertsey (Will Grayling)
Key Success factors/non-negotiables	<ul style="list-style-type: none"> Achieving target residuals. A key driver for decision-making Achieving APCs at key times Start setting up for next season on the 1st of December. 	<ul style="list-style-type: none"> Achieving target residuals. A key driver for decision-making Achieving APCs at key times When to start and finish using supplements Supplements fed to maintain round length
Key Tools	<ul style="list-style-type: none"> Spring Rotation Planner Weekly farm walks all year (eye assessment) Farm walk data collated in Agrinet Autumn Feed budget Whats app group just for grazing management stuff. 	<ul style="list-style-type: none"> Spring Rotation Planner Weekly farm walks all year (plate meter/tow behind) Autumn Feed budget
General	<ul style="list-style-type: none"> Matching pasture supply and herd demand is managed by using the high cover in the spring and by destocking in the autumn 	<ul style="list-style-type: none"> Stocking rate set to match peak cow demand /ha Deficits fill with Imported supplements if able to achieve a margin

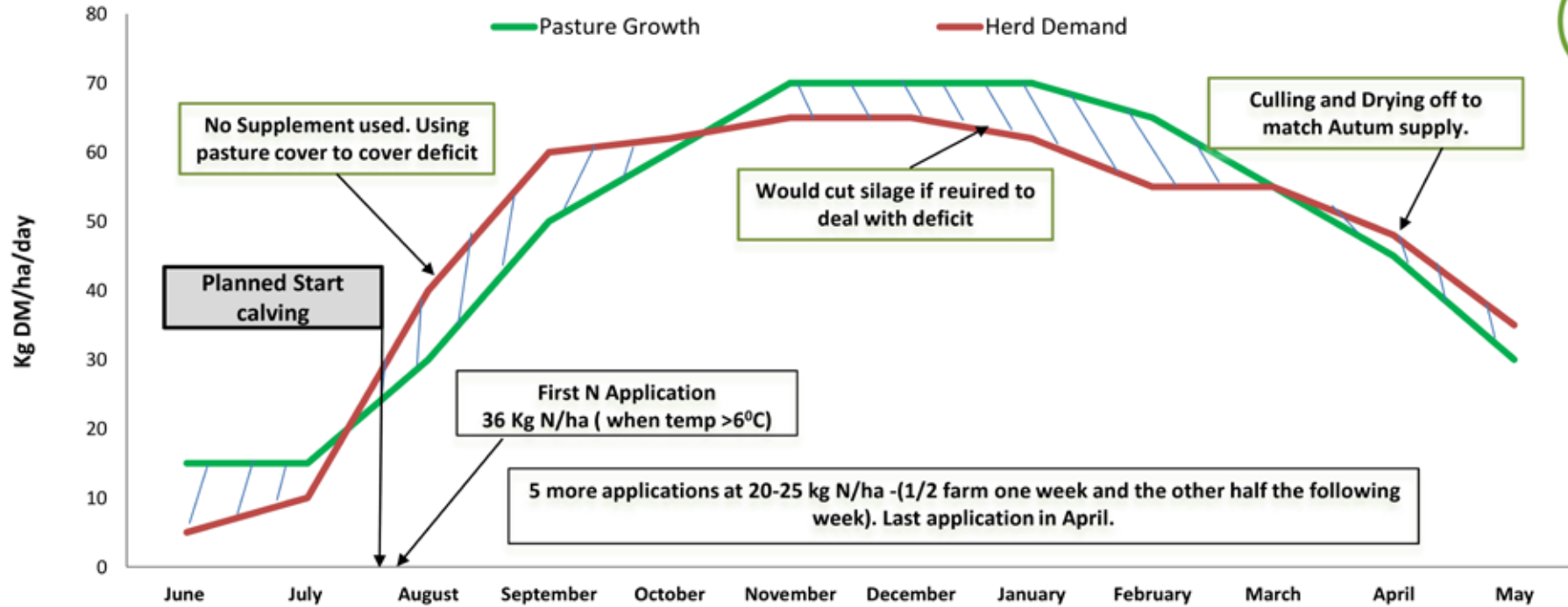


Pasture and Feed Management

	Greener Grazing (Will Green)	Singletree/Chertsey (Will Grayling)
Average Pasture Cover targets	<ul style="list-style-type: none"> 1 June = 2,300-2,400 kg DM/ha Plan Start of Calving = 2,800 kg DM/ha Balance Date = 2,000- 2,100 kg DM/ha 	<ul style="list-style-type: none"> 1 June = 2,500-2,600 kg DM/ha Plan Start of Calving = 2,800 kg DM/ha Balance Date = 2,100- 2,200 kg DM/ha
Round Length	<ul style="list-style-type: none"> Spring Rotation Planner during calving starts at 110/120-day round Faster round in October at 23-day round By November at 25 days round (if possible) From the first of December the round gets pushed 1 day a week By March/April 50-60 day round 	<ul style="list-style-type: none"> Spring Rotation Planner from the start of calving (200-day round) to 25th September (30-day round) when the first-round finishes. Faster round from October to mid-January - 25-day round 30 days end of Jan, 40 start of April, 50 start of May.
Residuals	<ul style="list-style-type: none"> Achieving target residuals. A key driver for decision-making Target 1,500 kg DM/ha In early spring 1,300-1,400 kg DM/ha From October 1,500 kg DM/ha Cows are put back in paddocks to achieve target residuals when required Achieving target residuals is a key driver behind decision-making in grazing management 	<ul style="list-style-type: none"> Achieving target residuals. A key driver for decision-making Target 1,550 - 1600 kg DM/ha Cows are put back in paddocks to tidy up residuals if required but rarely done Cows get fresh breaks at night The most important decision in the system is to avoid feeding supplements when there is enough grass (high residuals)
Nitrogen use Strategy	<ul style="list-style-type: none"> First application when soil temperatures reach 6°C at a rate of 36 kg N/ha Followed by 5 more applications (mid-Sept, early Nov, mid-Dec, End Feb, April last application) at 20-25 kg N/ha Applications on ½ farm one week and the other ½ the following week. Don't follow the cows. This system is simple and works for the farm. 165 kg N/ha whole farm (180 kg N non-effluent area and 80-100 kg N effluent area which is 1/3 of the farm). 	<ul style="list-style-type: none"> First application of 28 kg N applied late August - early September (soil temperatures close to 10°C) Then follow the cows for the whole season with a low application rate (20 kg N/ha) Last application for the season in late April Total Nitrogen use for the year dropped from 210 to 190 kg N/ha.
Supplement use strategy	<ul style="list-style-type: none"> Baleage only if there is a deficit usually in the spring. No supplements or crops feed in autumn 	<ul style="list-style-type: none"> Between 900 -1,100 Kg DM/cow If there is a feed deficit, supplements are fed to maintain round length. Usually fed all year around
Silage made on farm	<ul style="list-style-type: none"> Would cut silage if there is a surplus but usually there is none. 60 bales cut 2 years ago 	<ul style="list-style-type: none"> Would avoid cutting silage as it is too expensive, and usually there is no grass surplus to cut.



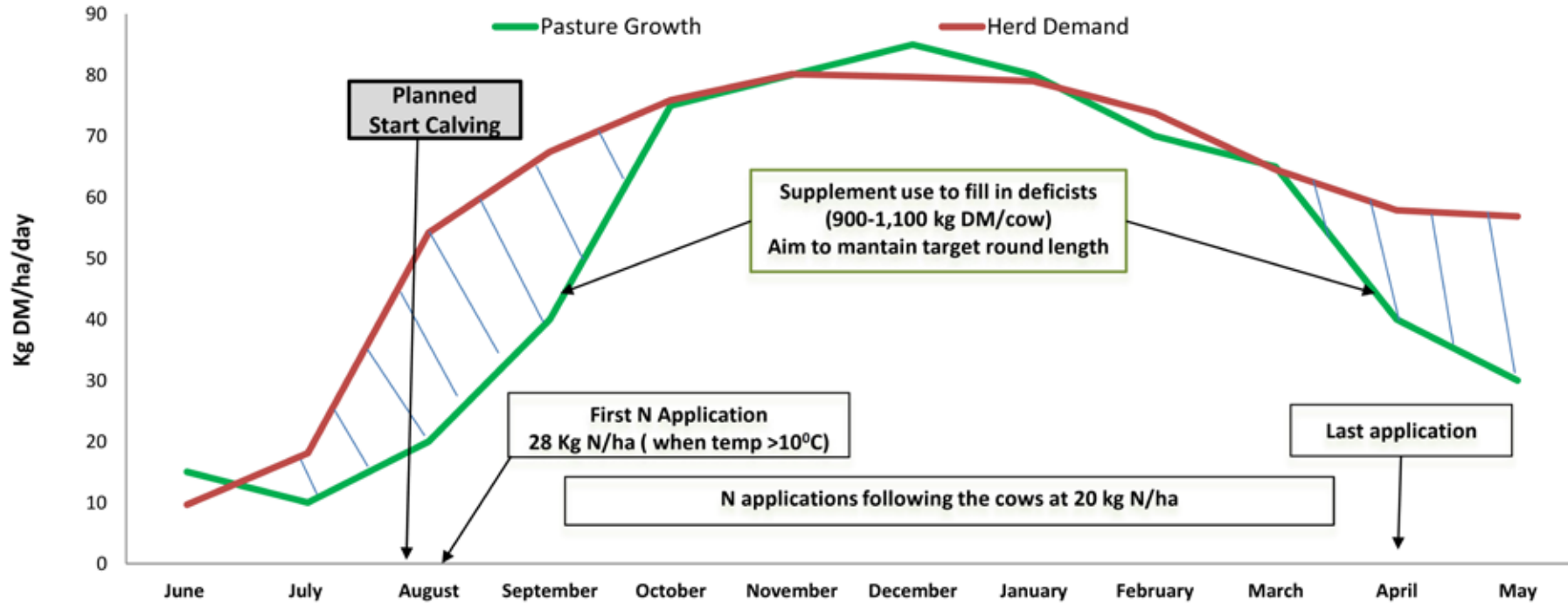
Greener Grazing - Pasture Supply and Herd Demand (kg DM/ha/day)



APC targets (Kg DM/ha)	2,350	2,800	2,050				2,350
Round Length (Days)		115	23	25	30	50	60



Singletree/Chertsey - Pasture Supply and Herd Demand (kg DM/ha/day)



APC targets (Kg DM/ha)	June: 2,550	July: 2,800	August - February: 2,300	March: 2,550	
Round Length (Days)	200	25	30	45	60

SESSION 3:

IN CALF, ON TIME

- Strategy and results
- What is working well
- 10-year vision

Will Grayling & Will Green presenting



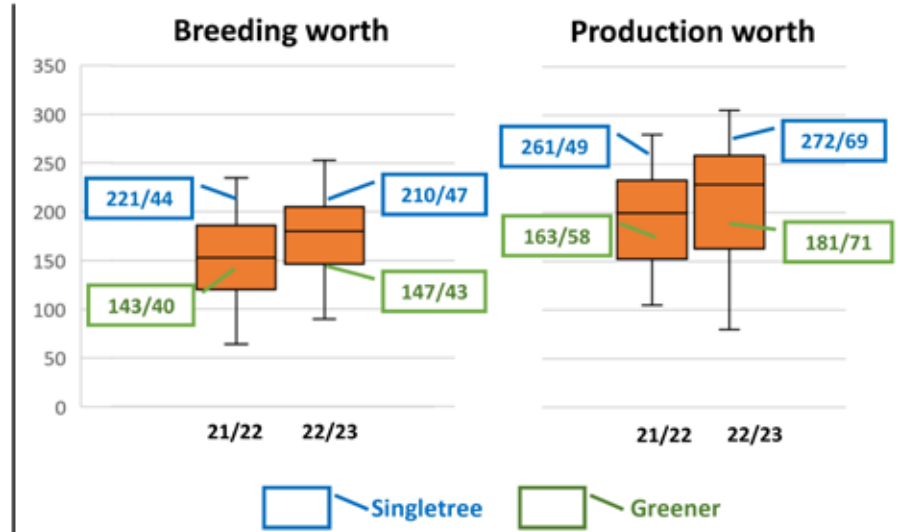
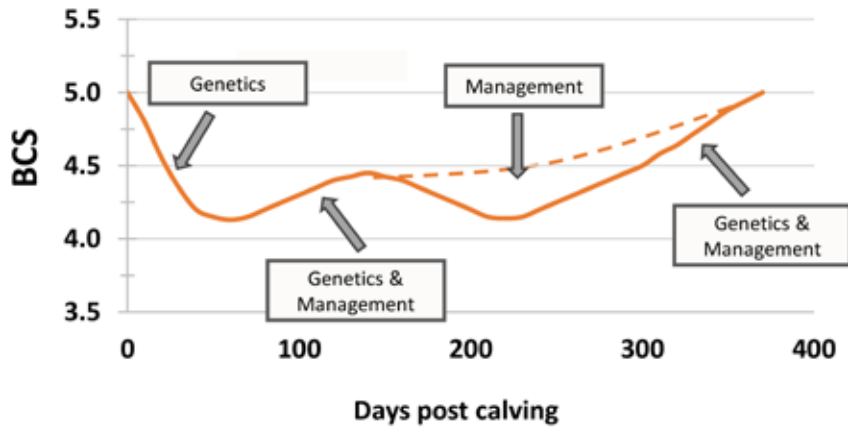
Facilitated by Jane Kay
Principal Scientist at DairyNZ

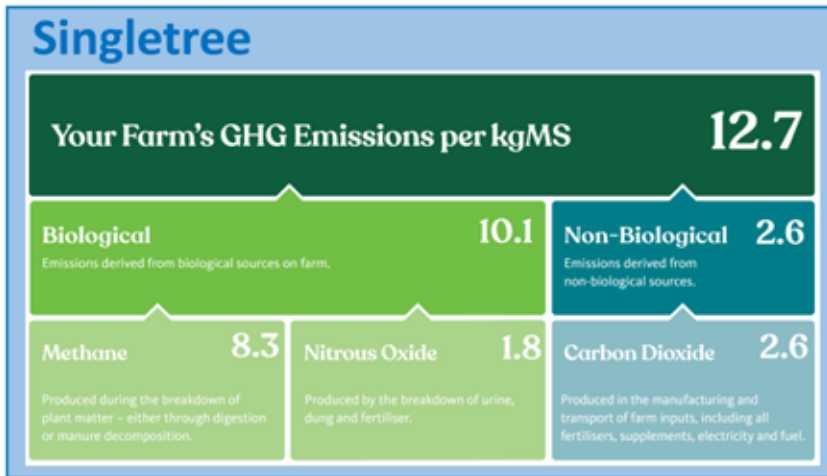
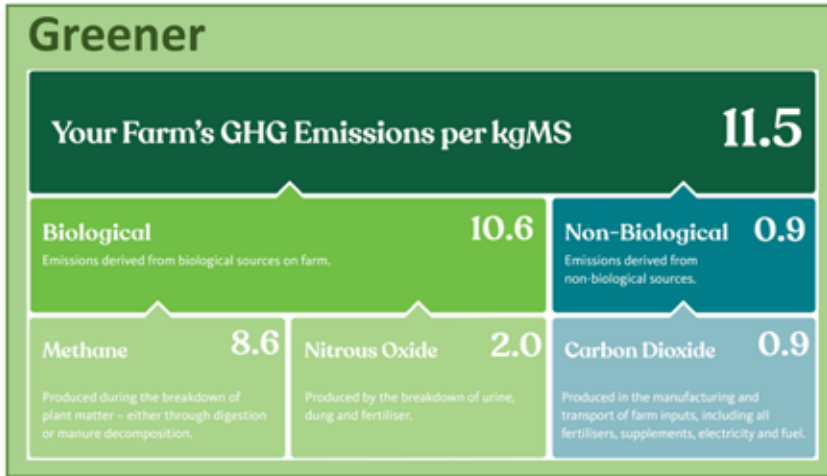


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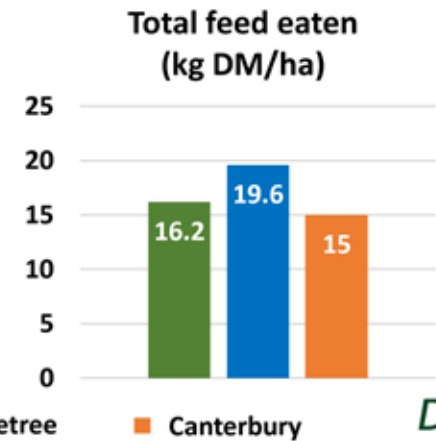
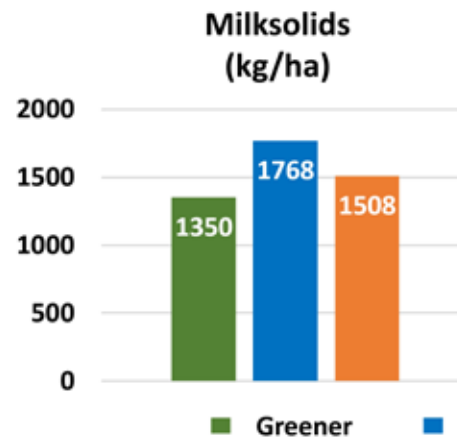


	2020/2021			2021/2022			2022/2023		
	Greener	Singletree	Cant	Greener	Singletree	Cant	Greener	Singletree	Cant
6-week in-calf rate	74	67	67	77	68	68	79	76	68*
Not in-calf rate	11	15		10	14		10	10	
Breeding length	10 wk	12 wk		10 wk	12 wk		10 wk	12 wk	
Non-cyclers treated	0%	0%		0%	6%		0%	5%	





	Per ha		Per kg MS	
	Greener	Singletree	Greener	Singletree
Methane (kg CH4)	433	548	0.32	0.31
Methane (kg CO2e)	11,709	14,815	8.6	8.3



KEY MESSAGES & WRAP UP

Pasture Summit Representative

NOTES

SESSION 4: PEOPLE & PROGRESSION

- Recruiting right
- Leadership and coaching
- Giving back
- Equity growth and putting it all together

Presentation by Kim Grayling on People.

Followed by panel discussion
on equity growth pathways



FEEDBACK SHEET

Canterbury 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	Will Grayling and Will Green Facilitated by Paul Bird, DairyNZ										
Session 2: Maximising Pasture Eaten	Will Grayling and Will Green Facilitated by Virginia Serra, DairyNZ Supported by John Roche, MPI										
Session 3: In Calf, On Time	Will Grayling and Will Green Facilitated by Jane Kay, DairyNZ										
Session 4: People & Progression	Kim Grayling presenting on People Followed by panel discussion on equity growth pathways.										
Venue: Singletree Dairies 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

Canterbury 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



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