



St Peter's School/Lincoln University
Demonstration Dairy Farm

FARM FOCUS DAY

Wednesday, 15 September 2021

The year in review

Analysing performance against our Wagon wheel KPIs

Disclaimer:

While every effort has been made to ensure information provided in this handout was true and correct and the time of going to print, Owl Farm takes no responsibility for the use of data outside of the purpose to inform readers of the current situation at Owl Farm for the purpose of the Focus Day.



OWL FARM STRATEGY

1. Vision

a. Dairy Farm

- To apply proven research, utilising good on-farm practice and scientific monitoring for the farm to be an exemplar in dairy production, financial, environmental and people performance, while maintaining the highest standards of health and safety.

b. Students

- To encourage more young people into the dairy industry.

2. Strategic Objectives

a. Dairy Farm

- Providing leadership to dairy farmers and the wider community by demonstrating progressive practices that can be achieved on farm.
- Optimising profit through identifying the appropriate dairy production system for Owl Farm.
- Achieving a sustainable environmental footprint based on industry good management practice.
- To attract, train and retain quality employees.

b. Students

- To provide educational opportunities and exposure to the dairy industry which demonstrates career opportunities to students.

3. Farm Development Stages

a. Stage 1 Objective (2015/16 – 2017/18)

Established credibility by addressing current issues and performance, whilst setting up the farm for future development. During this stage, the farm operated a pasture-based system, with tactical supplementation strategies, based largely on existing infrastructure, to optimise profit while developing a resilient farm system.

b. Stage 2 Objective (2018/19 – onwards)

Testing and investigating, in conjunction with partners, innovative strategies to lead sustainable profit. The farm system will be developed over the years and reflect demonstration requirements of industry that are relevant and appropriate at that time point.

HEALTH AND SAFETY

Welcome to Owl Farm. We are a fully operational, commercial dairy farm with several potential hazards to both visitors and staff. Many of these hazards cannot be eliminated while also providing access to visitors, therefore all staff and visitors **MUST** watch for potential hazards and act with caution.

St Peter's School / Owl Farm Hazard Notifications

- Children are the responsibility of their parent or guardian
- Normal hazards associated with a dairy farm
- Other vehicle traffic on farm roads and races
- Races may be slippery

ARE YOU TRAINED FOR WHAT YOU ARE ABOUT TO DO? If not, STOP.

Emergency Contact Information

In the event of an emergency, ensure the scene is safe and raise the alarm to get Owl Farm staff and emergency services to assist.

Emergency Services

- **Fire, Police and Ambulance** **111**
1716 Cambridge Road, follow Hanlin Road through the school to the farm

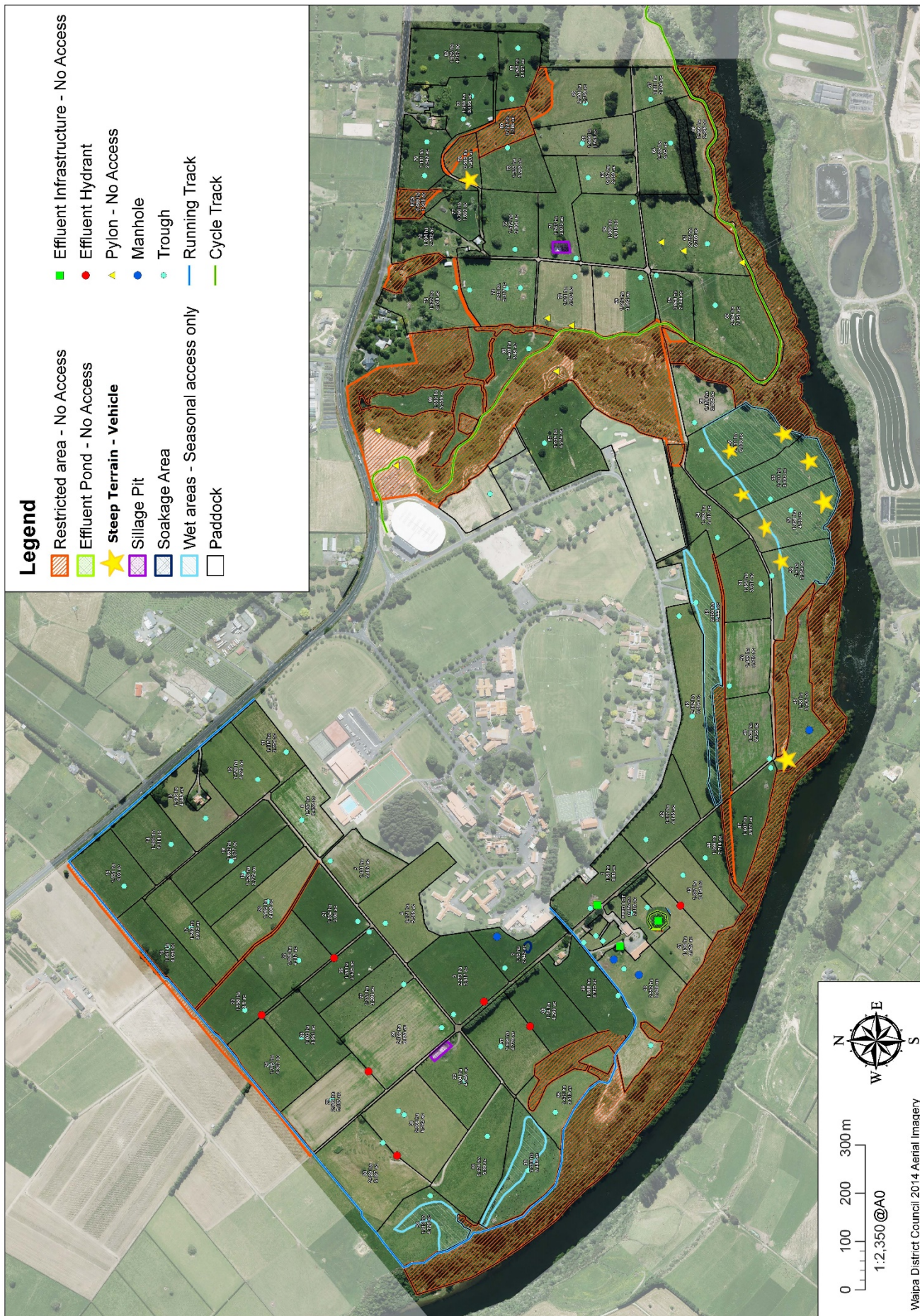
Farm Staff

- Jo Sheridan – Demonstration Manager 021 712 680
- Tom Buckley – Farm Manager 021 058 4916

Safety Equipment Location

- First Aid Kits Dairy Shed and Vehicles
- Fire Extinguishers Dairy Shed and Tractor
- Defibrillator Main Office and St Peter's Medical Centre

By entering Owl Farm and signing in at registration, you are acknowledging your understanding of any potential hazards and agree to take personal responsibility and act in such a manner as to protect yourselves and others also on-farm.



OWL FARM MULTI-YEAR SNAPSHOT

Year		2017-18	2018-19	2019-20	2020-21
Physical Info	Total farm area	164	164	164	160
	Effective area (ha)	148	147.3	147.5	144
	Effective area leased (ha)	18	18	22	33.3
	Leased run off (ha)	5	3+12	5+5	4.7
	Cows wintered	441	419	421	416
	Peak cows (1 Nov)	418	406	405	405
	Peak stocking rate cows/ha	2.82	2.76	2.75	2.81
Production	Total kg MS	168,169	169,359	167,185	178,125
	MS/cow	402	417	413	440
	MS/ha	1,136	1,150	1,133	1,237
	MS/ha from homegrown feed	978	1,013	931	1,034
	MS as % liveweight	86.5%	89.7%	86%	92%
	Average SCC	146,000	172,000	162,000	144,000
Feed and Inputs	Pasture growth rates total T DM/ha	17.4	15.7	13.4	14.7
	Homegrown feed harvested T DM/ha (actual kg)	13.8	13.7	11.4	11.7
	Supplements imported T DM/ha	2.3	2.3	2.7	2.6
	Supplements imported T DM	339	337	440	368
	% diet imported	13%	13%	17%	16%
	% of farm cropped & harvested (silages)	33%	93%	45%	24%
	Nitrogen fert applied on pasture (kg/ha)	161kg	149kg	140kg	138kg
Financials	Gross farm revenue/kg MS (including stock/dividend)	\$7.56	\$6.86	\$7.58	\$7.94
	Cash farmgate milk price/kg MS (Dairybase)	\$6.39	\$6.43	\$7.11	\$7.47
	Stock sales/kg MS	\$0.54	\$0.43	\$0.37	\$0.52
	Dividend/kg MS	\$0.36	\$0.00	\$0.00	\$0.15
	FWE/kg MS	\$4.28	\$4.66	\$4.96	\$4.60
	OPEX/kg MS (inc dep ⁿ & feed inv)	\$4.59	\$4.97	\$5.46	\$5.10
	Op Profit/ha actual payouts (cash milk rev) Dairybase	\$3,096	\$2,147	\$2,405	\$3,482
	Opening debt/kg MS held	\$21.23	\$23.02	\$21.61	\$20.86
Enviro	Estimated N loss kg/ha	35	35	32	34
	Estimated P loss kg/ha	0.8	0.9	0.8	1.0
	GHG loss/ha Overseer FM kgCO ₂ e/ha	11,801	11,728	11,304	11,623
	Biological GHG/ha (methane + nitrous oxide)	9,548	9,192	9,074	9,945
	N conversion efficiency	24%	25%	25%	27%
	Cowshed	36 Rot	36 Rot	36 Rot	36 Rot
	Feed infrastructure	NIL	NIL	NIL	NIL
	Herd BW/PW	112/135	119/153	159/186	
	Industry BW/PW	72/93	64/73	93/117	
	Effluent storage	New lined pond			
	% farm effluent applied to	51 ha 34%	51 ha 34%	51 ha 34%	41ha 28%

THE WAGON WHEEL KPIS

The wagon wheel has been a unique feature of Owl Farm since its inception. In 2020 the KPIs were revised to better reflect the growing focus on environmental, animal well-being and workplace standards alongside a high-performing financially stable business.

The wagon wheel targets are guided by our partners Lincoln University, Ballance Agri-Nutrients, DairyNZ, Fonterra Farm Source, PGG Wrightson Seeds, Westpac along with local farmers to represent best practices achievable in the industry available to all dairy farmers.

We wish to demonstrate what most farmers can achieve in 5 years' time (if they are not already there).

The 20/21 results are the first year we have reported against these revised targets. The outer rim represents 100% achievement of our goal. Our task is to reach the outer limit in each area and progress in a balanced way over time. We must do this by not trading off results in any one area at the expense of achieving in another.

We use primary KPIs which we measure and report annually and throughout the year against. These are 2-4 indicators that are measurable for any farm business and best capture the driving forces for performance in the area.

Secondary KPIs capture areas that we share with farmers and rural professionals to provide extra detail and focus on a performance area. They are used to ensure that we are sharing data that is being used across different aspects of our industry and although they may be harder to set targets and measure annually they represent considerations that we discuss when making system changes.

Follow the reports to see our performance against target in each area along with supporting evidence and narrative on our achievements.

1. Farm Performance
2. Animal Well-being
3. Environmental
4. Business health
5. Quality Workplace
6. Community

SNAPSHOT OF OUR WAGON WHEEL KPIS 2020/21





Next Farm Focus Day

Wednesday 10 November, 2021

Weekly Farm Walk

Tuesdays, 10am



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