

# Westland Monitor Farm Project

Weekly Update as at week ending Wednesday 26<sup>th</sup> February 2020

## CO Comment

The monitor farm field days were held recently. These were well attended events which was appreciated by myself, the West Coast Focus Farm Trust and the monitor farmers.

Robb Macbeth (Farm Business Specialist, DairyNZ) dug deeper into why these farms perform so well and correlated their financial performance with on farm practices.

What makes these guys profitable? The underlying message was that the monitor farmers have found ways of making their businesses efficient regardless of what farm system they choose to run. These efficiencies have been found throughout the business whether it be through their physical processes on farm or within the management of their business.

Reviewing your business can enable you to identify any opportunities for improvement.

Benchmarking using key performance indicators (KPI's) will clarify where you are positioned compared to others and help you to make timely operational and strategic decisions.

Before KPIs can be calculated ensure you have accurate physical information such as effective hectares, cow numbers and milksolids production. Many of the KPIs require accurate physical information as this allows you to effectively compare or benchmark the business.

Reviewing your business's current wealth position, liquidity and equity growth over time indicates how successful your strategic investment decisions have been combined with operating efficiency of your business.

Measuring core farm business profit before interest tax and capital expenditure is important as it indicates the performance of the farm's 'engine room' and is closely correlated to equity growth.

It is important to review the physical performance of the farm including pasture and feed management, herd fertility, animal health, nutrient levels and application rates alongside your financial performance.

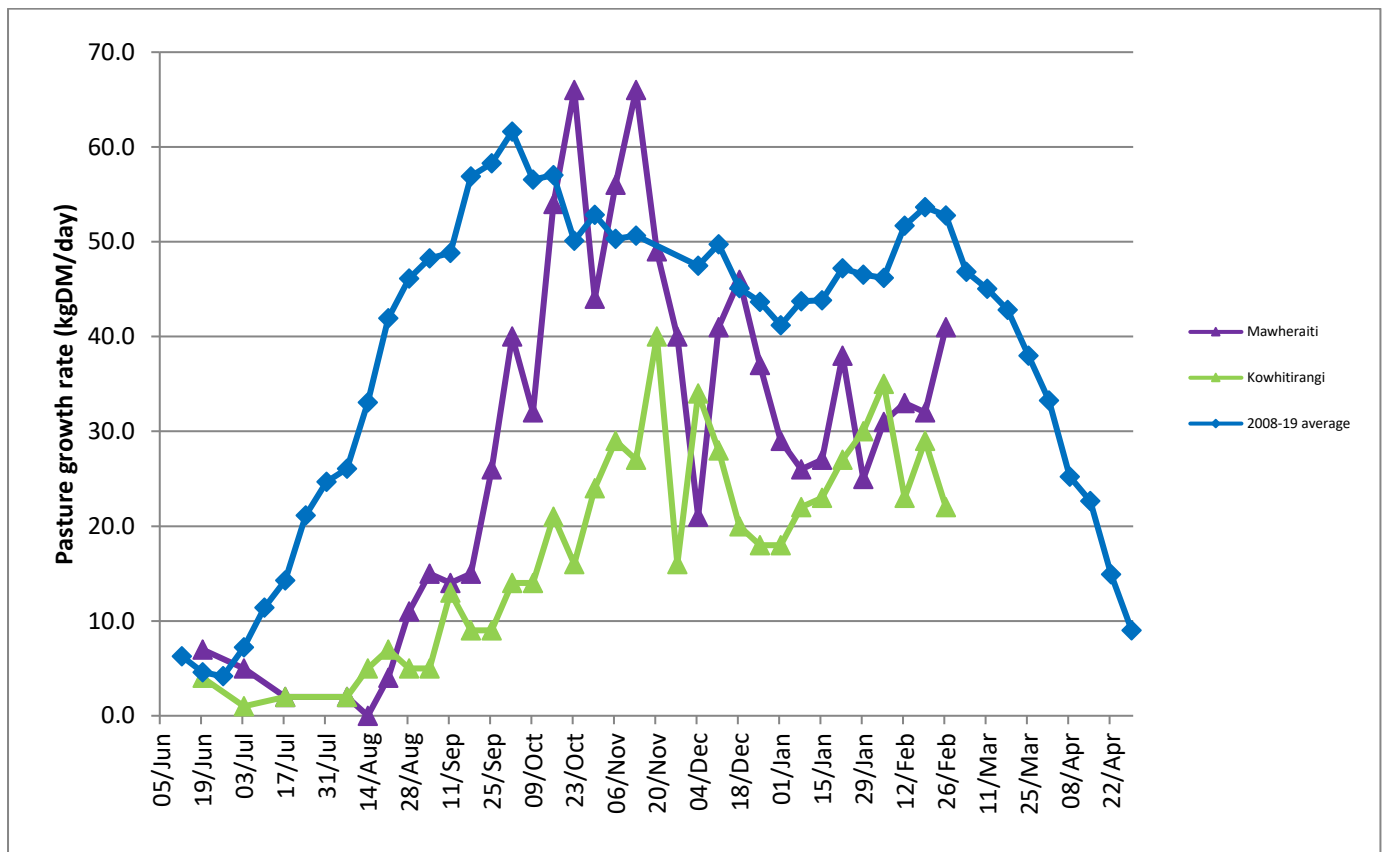
[Dairybase](#) is a good place to start measuring financial and physical performance. In addition to this, [Mark and Measure](#) is being held on the West Coast this year. This is specifically for West Coast farmers, compliments Dairybase data and will leave you feeling inspired to tackle your goals.

## Farm Summary

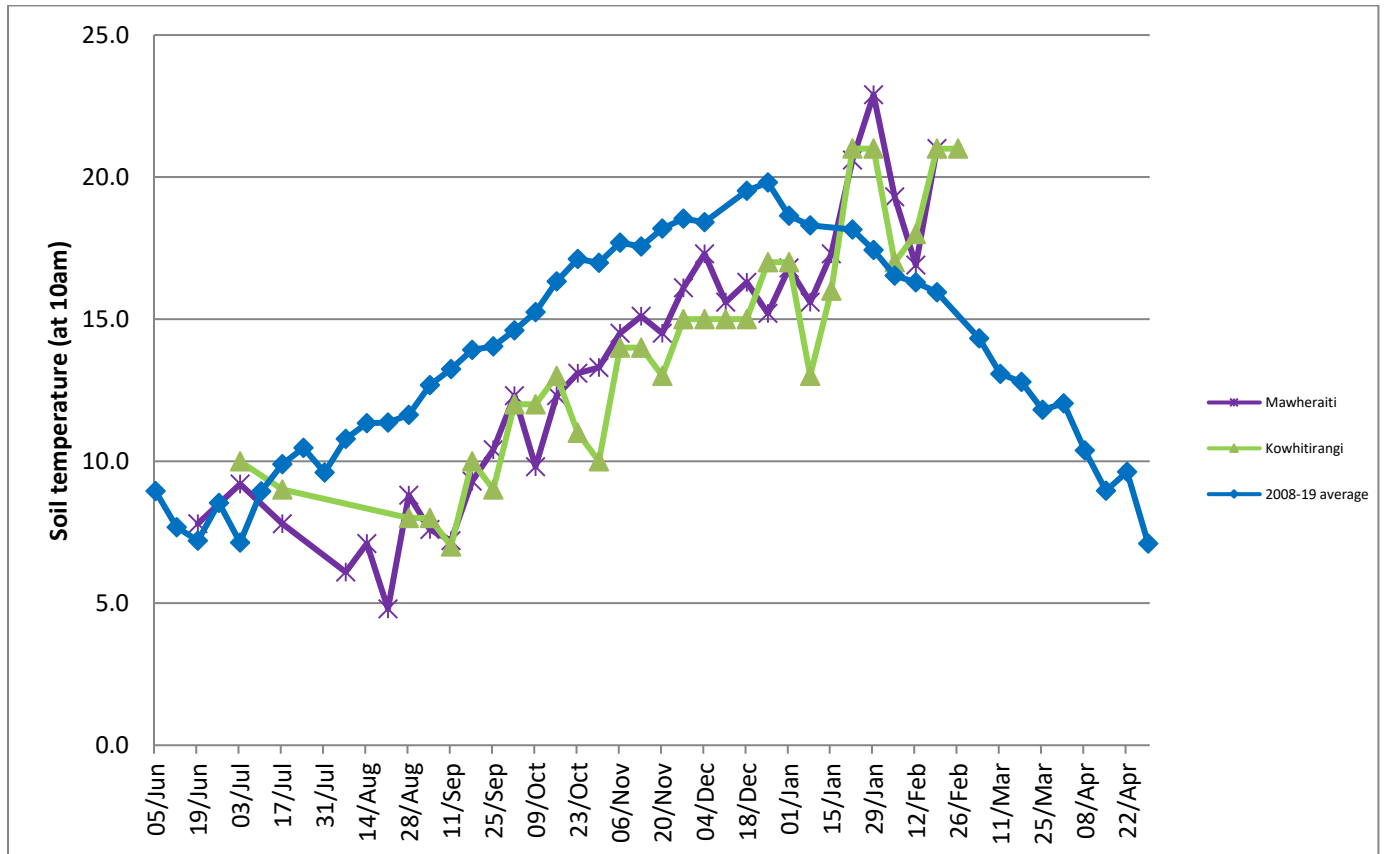
	Mawheraiti	Kowhitirangi
Average cover (kg DM/ha)	2143	2042
APC (19 February)	2111	2041
Rotation length (days)	28	27
Stocking rate	2.3	2.3
Percentage in milk	100	100
Milksolids kg/cow	1.53	1.43
Milksolids kg/ha	3.6	3.0
MS/cow (season to date)	300	341
MS/ha (season to date)	752	680
N (kg/ha) year to date	176	175
Current N application rate kg N/ha	33	-
	3 Feb	5 Feb
DM%	13.2	9.9
Pasture ME	11.6	11.1
Pasture NDF	47.1	53.1
Pasture CP	25.0	24.8
Target Intake (kg DM/cow/d)	17	18
Supplement (kg/cow/day)	0	1
Soil temperature (°C)	-	21
Growth Rate (kg DM/day)	41	22
Rainfall	15	95
Conditions for farmwalk		

NB: pasture quality data are for 1 sample collected from each farm

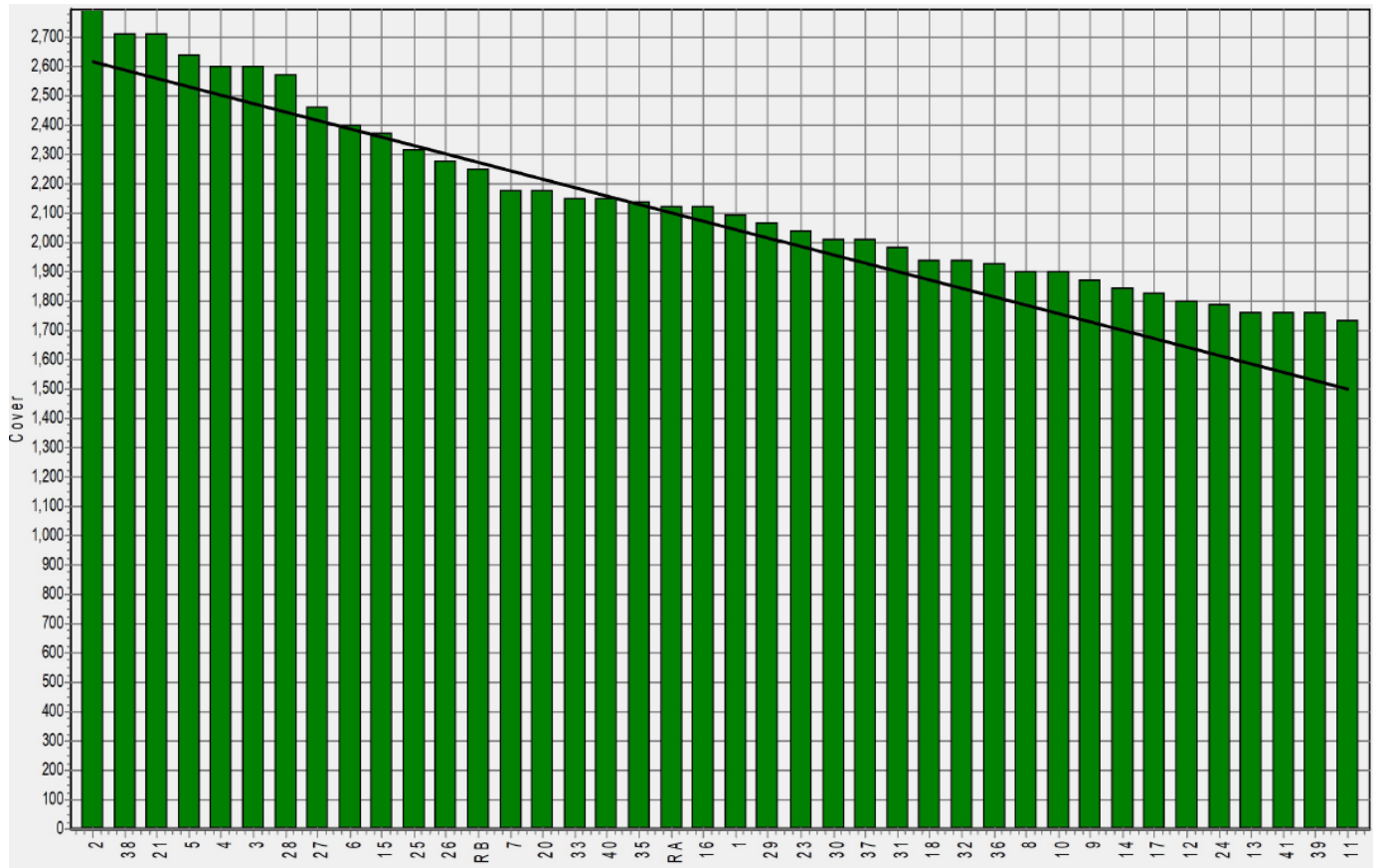
## Weekly Pasture Growth Rates



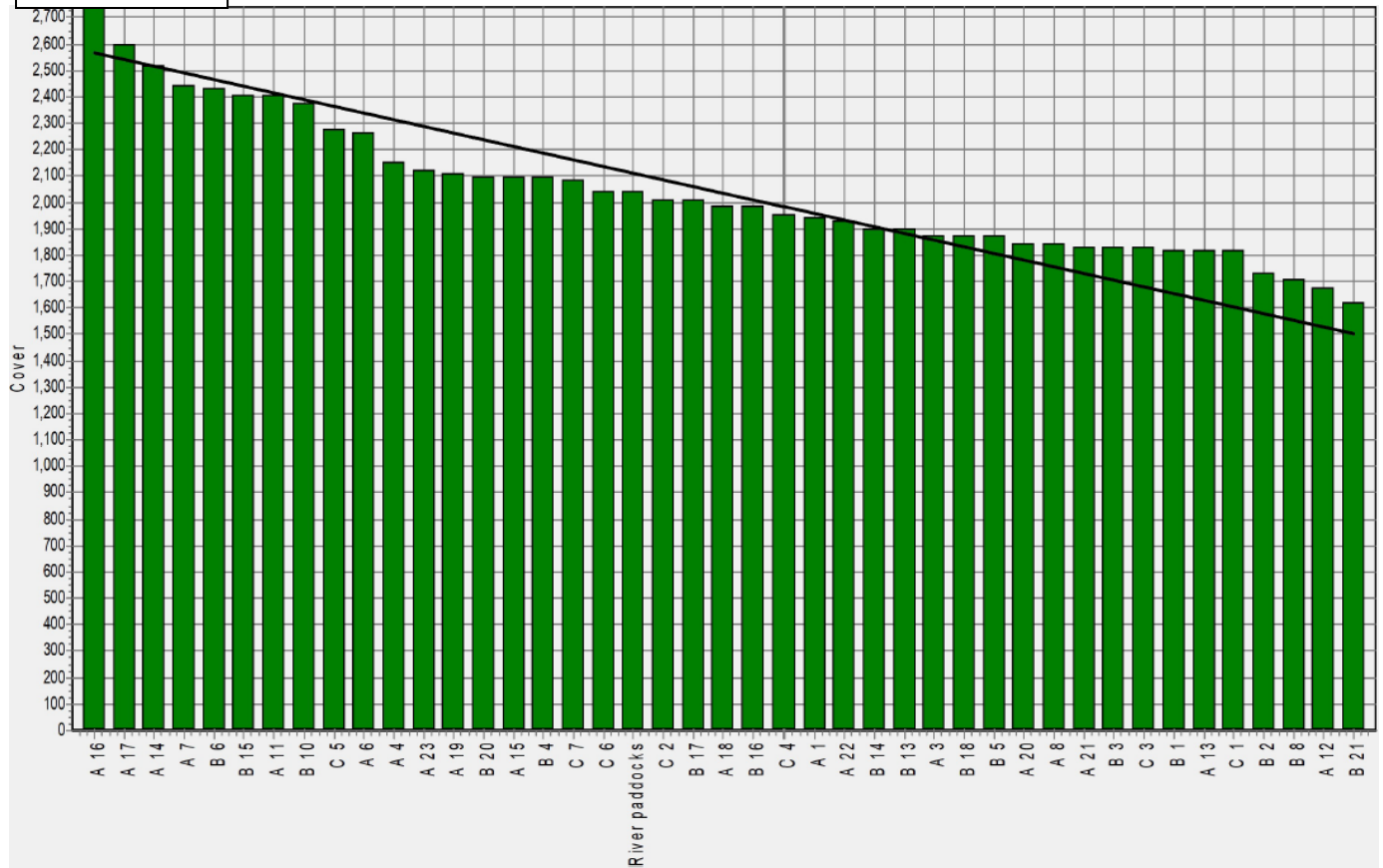
## Weekly Soil Temperature



### Mawheraiti



### Kowhitirangi



Mawheraiti

Description	Date	RPM	% DM	% Prot	% Lipid	% ADF	% NDF	Sol Sugar	OMD %	MJME/kg
Paddock 2	15/07/19	15.4	12.7	30.2	3.8	19.2	38.4	8.5	88.8	13.0
Paddock 17	2/09/19	16.8	15.5	24.0	4.7	11.4	48.3	12.0	84.4	12.3
Paddock 2	4/11/19	13.0	15.4	16.3	3.4	22.1	46.6	16.5	83.2	12.2
Paddock 10	2/12/19	17.7	15.3	20.6	3.2	23.0	44.0	10.0	79.7	11.6
Paddock 1	13/1/20	14.4	14.7	24.5	3.5	23.3	46.9	11.7	81.3	11.9
Paddock 24	3/2/20	10.8	13.2	25.0	3.4	25.3	47.1	5.7	79.8	11.6

Kowhiritangi

Description	Date	RPM	% DM	% Prot	% Lipid	% ADF	% NDF	Sol Sugar	OMD %	MJME /kg
Paddock 5b	17/07/19	13.8	14.3	24.3	3.9	18.4	43.1	14.2	85.2	12.4
Paddock 3c	4/09/19	10.8	17.3	24.0	3.5	15.7	36.1	21.1	>85	12.6
Paddock 9b	9/10/19	8.9	15.0	25.6	3.3	22.3	45.2	10.5	83.3	12.2
Paddock 15a	6/11/19	9.0	13.5	23.7	3.8	20.4	43.8	12.2	>85	12.5
Paddock 13a	4/12/19	13.3	11.5	29.4	3.2	24.5	43.3	6.4	85.0	12.4
Paddock 13b	15/1/20	10.0	19.5	18.8	3.4	24.1	44.7	13.8	76.8	11.2
Paddock 4a	5/2/20	13.8	9.9	24.8	3.3	30.5*	53.1	2.1	76.0	11.1

\* Test analytes which have occurred as outliers on the NIRS calibration are indicated by \* and should be treated as an approximation only.