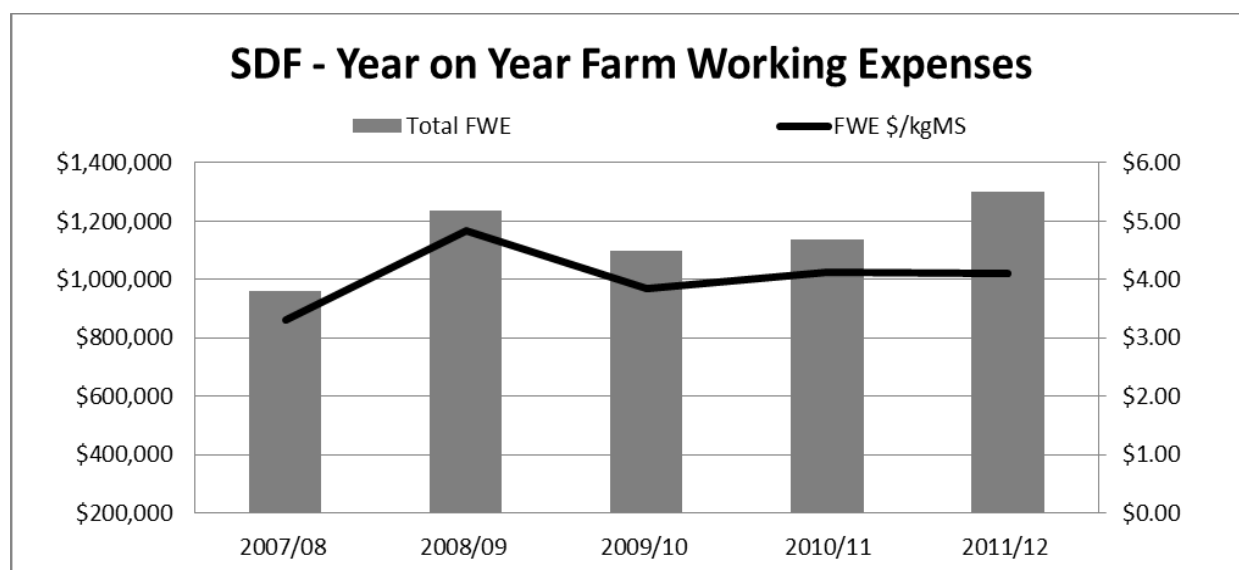


SOUTHLAND DEMONSTRATION FARM [SDF] SDF Year End Results – 2010/11 compared to 2011/12

	2010/11	2011/12
Milking Platform (ha)	262ha	259 ha
Number Cows Wintered	810	784
Maximum Cows Milked	756	754
Days in Milk	254	266
Milk Production per cow	364kgMS/cow	422kgMS/cow
Milk Production per hectare (milking platform)	1052kgMS/ha	1228kgMS/ha
Total Milk Production	275,450kgMS	317,941kgMS
Nitrogen fertiliser (kgN/ha)	195kgN/ha	250kgN/ha
Supplements fed* per cow	270kg/cow	544kg/cow
Supplements fed (total tonnes)	204 tonnes	410 tonnes
Supplements fed per ha (milking platform)	779kgDM/ha	1584kgDM/ha
Supplements made per ha	1329kgDM/ha	1103kgDM/ha

(*includes summer drought feed; excludes supplements fed over winter to dry cows)

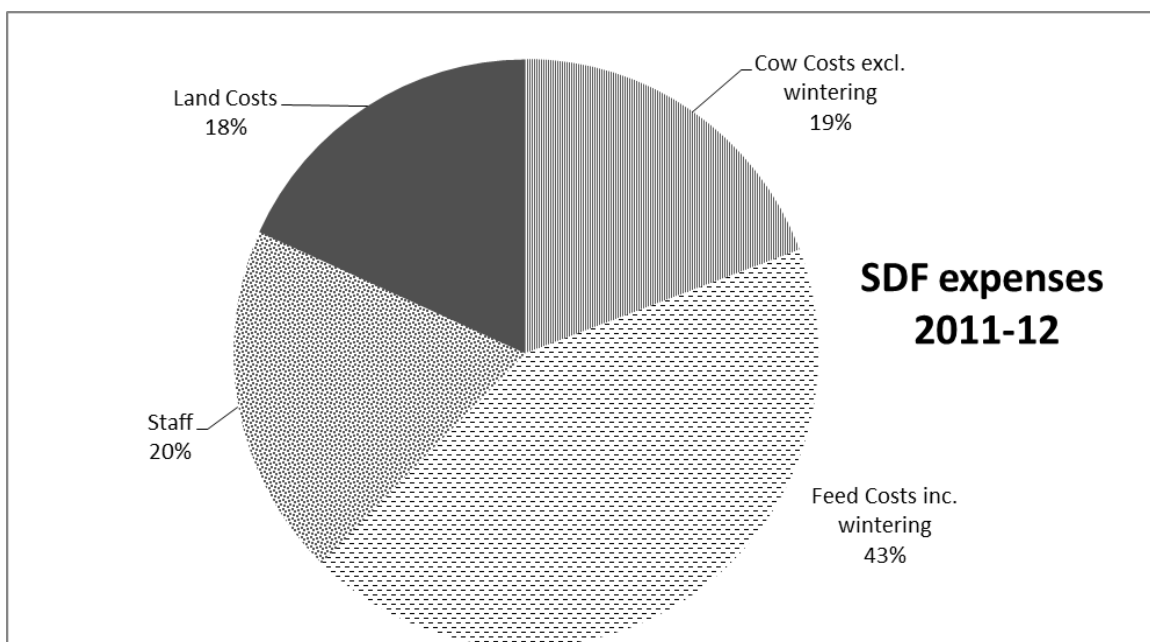


Distribution of Expenses

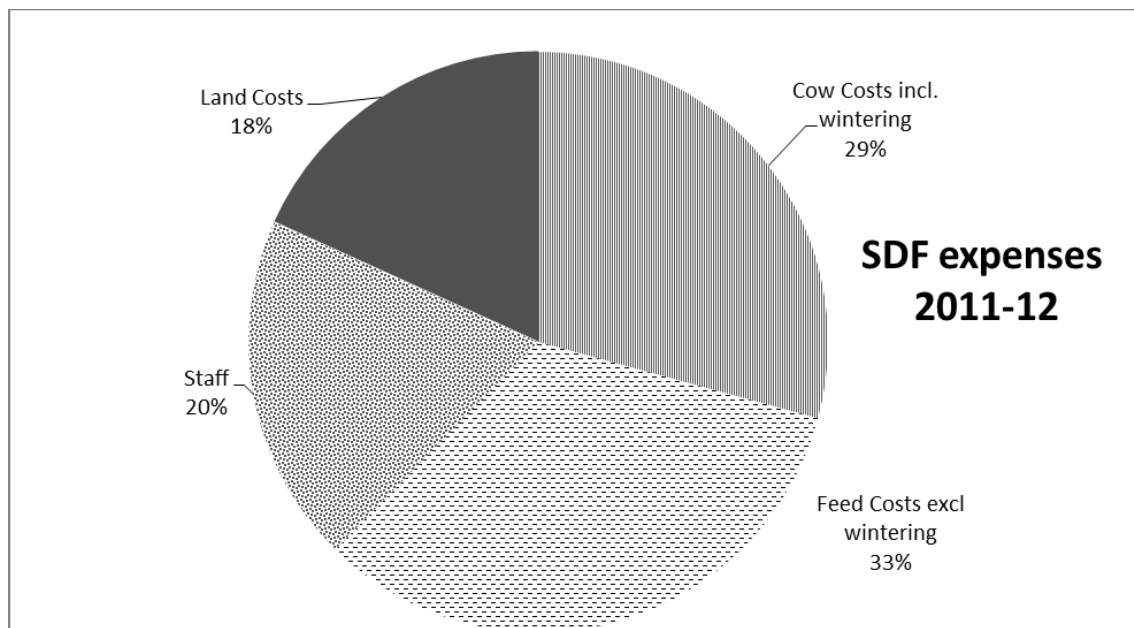
The following groups have been chosen to enable comparison of costs relative to these activities on farm.

1. Cow Costs – primarily all expenses purchased on a per cow / per animal basis and therefore costs likely to change as stocking changes.
2. Feed Costs – all purchased feed bought in bulk and items that contribute to growing / harvesting / storing feed – such as fertiliser. Wintering is included in this group at SDF as it comprises silage and cropping expenses. If wintering occurred off farm and was purchased on a per cow basis it would naturally fit as a cow cost as in (b) below.
3. Staff Costs – all employment related costs
4. Land Costs – all other costs including shed, R&M, electricity, administration etc.

a) With Wintering expressed as a feed cost:



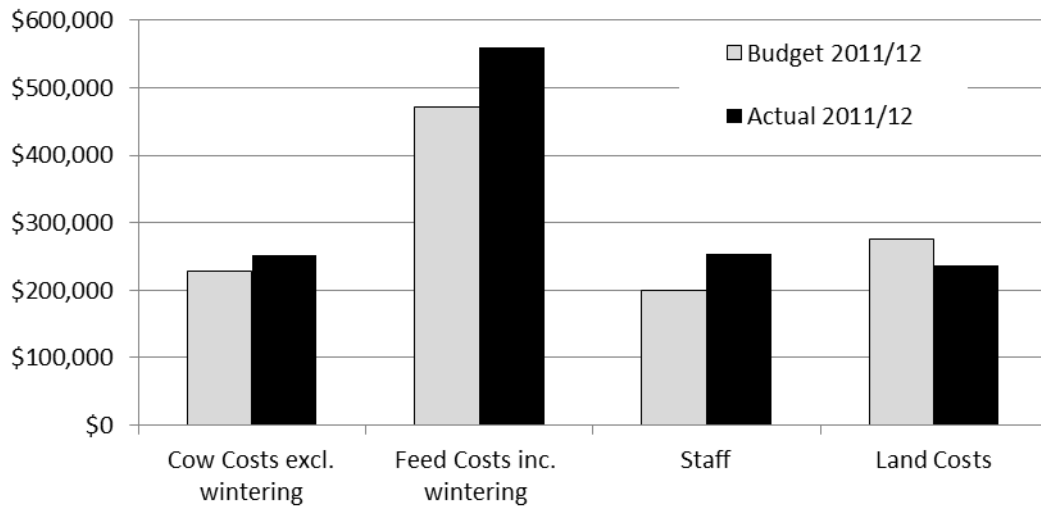
b) With Wintering expressed as a cow cost:



2011/12 Budget vs Actual Comparison:

2011-12 Budget vs Actual	Budget 2011/12	Actual 2011/12	Actual - Budget
Production	300,000kgMS	317,941kgMS	17,941kgMS
Peak cows	760cows	754cows	-6cows
	395kgMS/cow	422kgMS/cow	27kgMS/cow
TOTAL INCOME	\$2,035,891	2,127,286	\$91,396
FARM EXPENDITURE (note some coding changed during the season to better reflect expense allocation)			
Cow Costs			
Animal Health	70,000	87176	-17,176
Breeding Expenses	45,000	40261	4,739
Calf Rearing	12000	17734	-5,734
Grazing	100536	95485	5,051
Herd Improvements		10257	-10,257
Total Cow Costs	\$227,536	\$250,913	-\$23,377
Feed Costs			
Feed	165650	181927	-16,277
Fertiliser	240757	249015	-8,258
Wintering	65000	129635	-64,635
Total Feed Costs	\$471,407	\$560,577	-\$89,170
Wages	\$200,000	\$253,141	-\$53,141
Land Costs			
Administration	49000	30525	18,475
Electricity	31000	21946	9,054
Farm Working	12000	4927	7,073
Freight General	7000	9151	-2,151
Repairs & Maintenance	90000	54065	35,935
Shed Expenses	20000	31869	-11,869
Vehicle Expenses	33000	52112	-19,112
Weed & Pest	5000	973	4,027
Rates & Insurance	28000	31603	-3,603
Total Land Costs	\$275,000	\$237,171	\$37,829
FARM EXPENDITURE Total	\$1,173,943	\$1,301,802	-127,859
FWE/kgMS	\$3.91	\$4.09	
CASH OPERATING SURPLUS	\$861,948	\$825,484	\$36,464

SDF Budget vs Actual Expenses - 2011/12



FWE and Cash Surplus over time

