

Monthly Overview

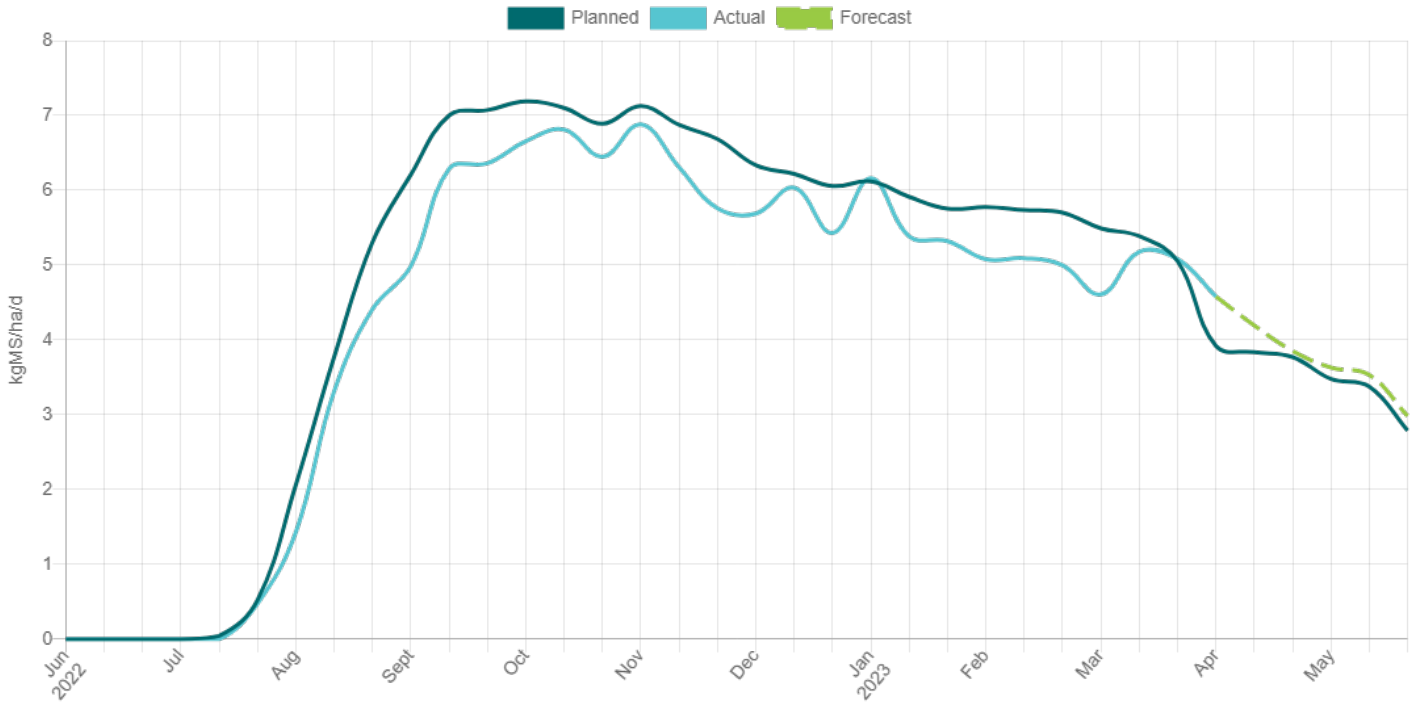
KPI		March Plan	March Actual	April Forecast
Milking Cows	cows	547	530 ●	456
Dry Cows	cows	0	0	0
Total Cows	cows	547	530	456
Grazing Area	ha	157	154	152
Cows/ha	cows/ha	3.5	3.5	3.1
Pasture End Cover	kgDM/ha	2,334	2,411	2,473
Pasture Net Growth	kgDM/ha/d	61.8	58.3	47.2
Total Demand	kgDM	328,787	315,960	278,133
Production				
Milks Solids Total	kg	26,297	24,599 ●	20,203
Milk Solids/cow/d	kg/cow/d	1.48	1.53 ●	1.35
Milk Solids/ha/d	kg/ha/d	5.30	4.96 ●	4.21
Feed Use				
Pasture	kgDM/milker	16.8	15.6	14.2
Concentrates	kgDM/milker	0.0	0.0	0.0
Pasture Silage	kgDM/milker	2.7	3.6	5.0
Maize Silage	kgDM/milker	0.0	0.0	0.0
Hay/Straw	kgDM/milker	0.0	0.0	0.0
PKE	kgDM/milker	0.0	0.0	0.0
Crop	kgDM/milker	0.0	0.0	0.0
Other	kgDM/milker	0.0	0.0	0.0
Total	kgDM/milker	19.5	19.2 ●	19.2
Feed Conversion Efficiency				
	kgDM/kgMS	12.5	12.8 ●	13.8

Compare Physical Summary (Season)

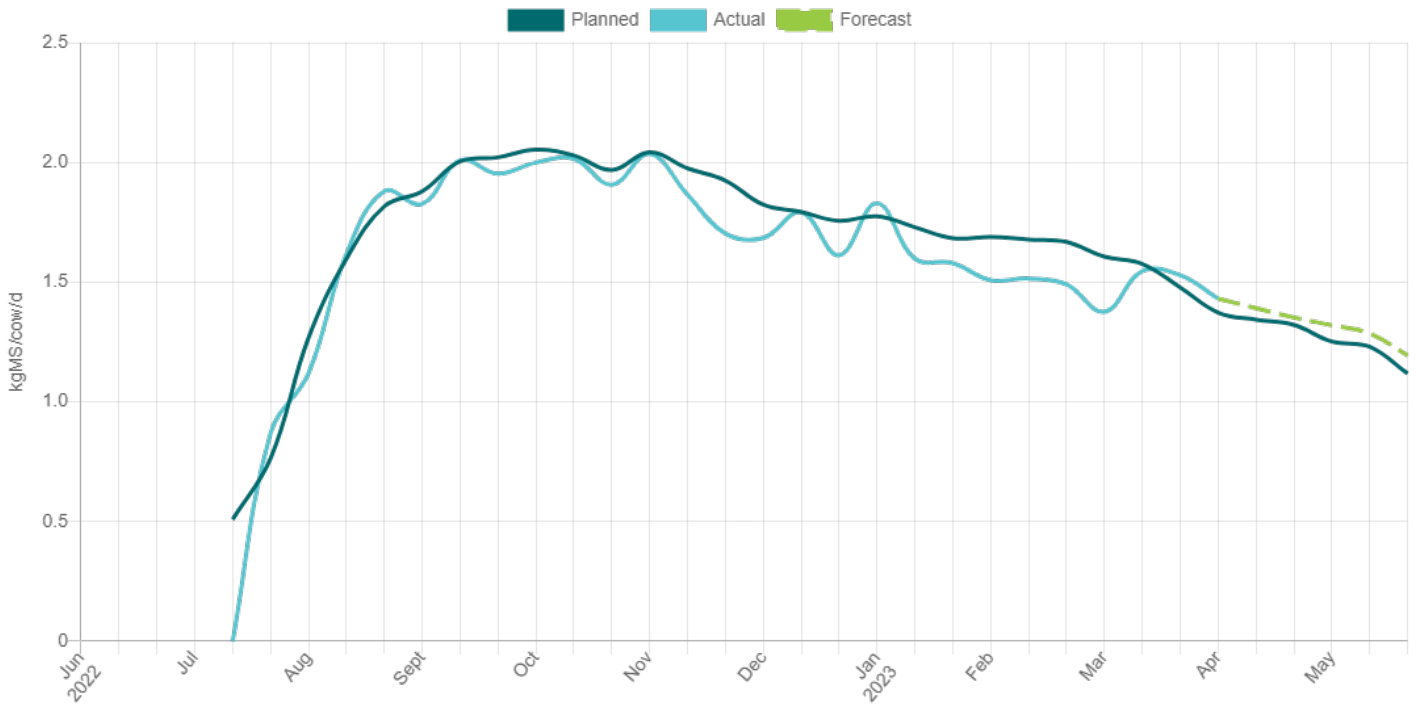
		Plan	Actual/Forecast	Difference	
Farm	Effective Area	ha	160	160	
	Stocking Rate	cows/ha	3.5	3.4	-0.1
	Comp Stocking Rate	kg Lwt/t DM	78.4	78.2	-0.2
	Pot Pasture Growth	t DM/ha	18.6	17.4	-1.2
	Nitrogen Use (Season)	kg N/ha	161	172	11
	Nitrogen Use (YTD)	kg N/ha	155	151	-4
	FCE	kg DM/kg MS	12.9	13.3	0.4
Herd	Jul Cow Numbers (1st July)	cows	560	561	1
	Peak Cows Milked	cows	560	541	-19
	Days In Milk	days	280	271	-9
	Lwt Per Ha	kg/ha	1,684	1,618	-66
Production	MS Total	kg	266,652	247,932	-18,720
	MS/ha	kg/ha	1,666	1,550	-116
	MS/cow	kg/cow	476	458	-18
	MS Peak	kg/cow/day	2.12	2.04	-0.08
	MS/Lwt	%	99.0	95.8	-3.2
Feeding	Pasture/cow *	t DM/cow	4.8	4.6	-0.2
	Supp/cow *	t DM/cow	0.4	0.6	0.2
	Grazing/cow *	t DM/cow	0.9	0.9	
	Total Feed/cow *	t DM/cow	6.1	6.1	
	Pasture/ha	t DM/ha	17.0	15.6	-1.4
	Supp/ha	t DM/ha	1.9	2.2	0.3
	Grazing/ha	t DM/ha	5.3	5.6	0.3
	Total Feed/ha	t DM/ha	24.2	23.4	-0.8
	Ext Feed % *	%	21.0	24.7	3.7
	Bought Feed % *	%	9.9	13.7	3.8

* Feed offered to females > 20 months old / peak cows milked

Production Per Ha



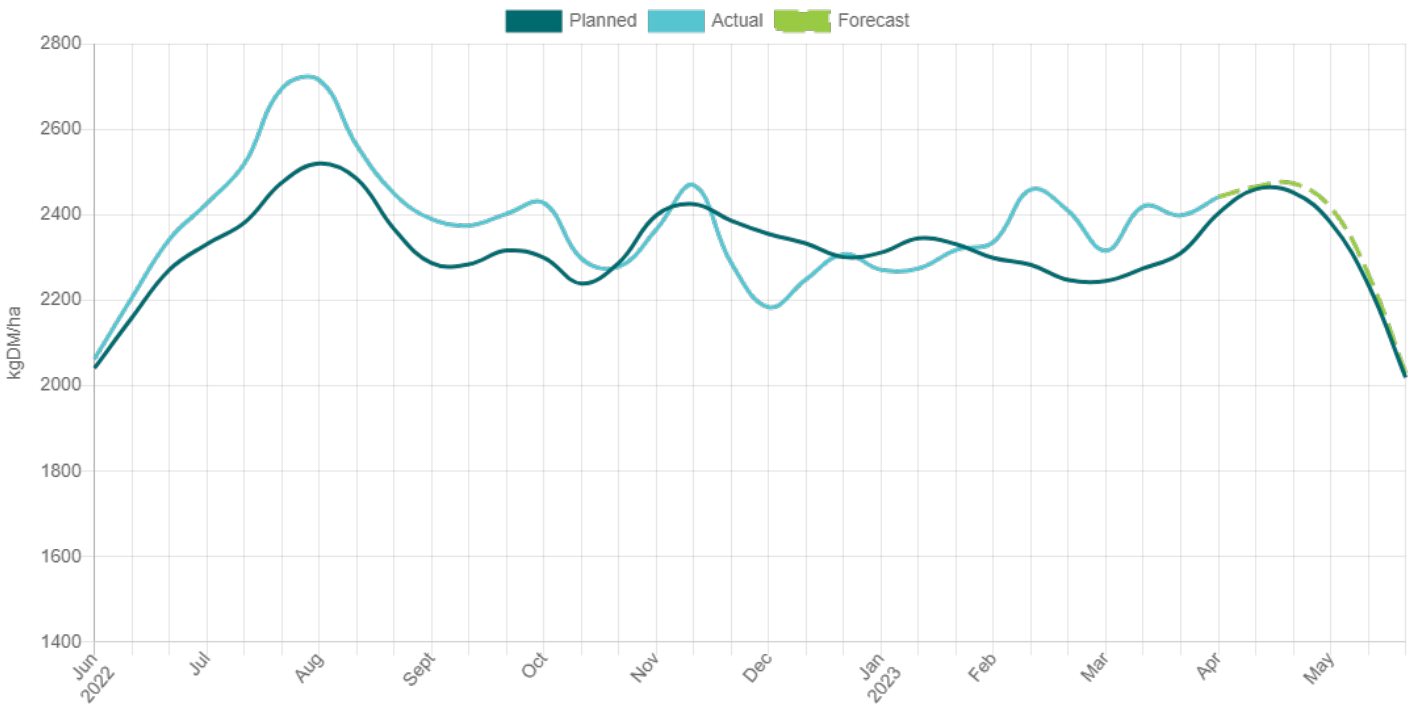
Production Per Cow



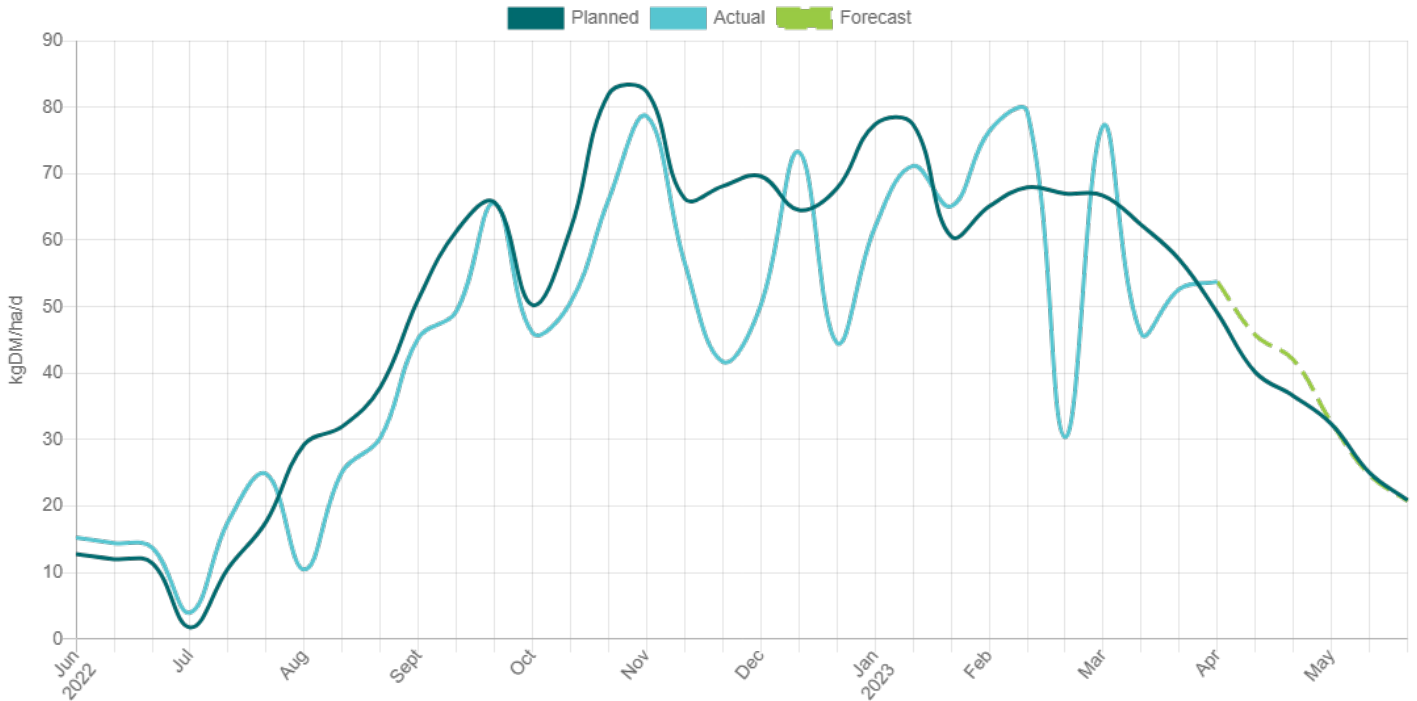
Milk Production Summary

Month	Milkers	kgMS/hd/day	kgMS Total
Jun-22	0	-	0
Jul-22	17	1.57	838
Aug-22	270	1.84	15,351
Sep-22	468	2.01	28,208
Oct-22	536	1.98	32,900
Nov-22	541	1.87	30,313
Dec-22	539	1.69	28,312
Jan-23	539	1.67	27,833
Feb-23	538	1.51	22,670
Mar-23	534	1.49	24,599
Apr-23	483	1.39	20,203
May-23	426	1.27	16,714
Peak Milkers		Total kgMS/hd	Total kgMS
541		458	247,932

Pasture Cover



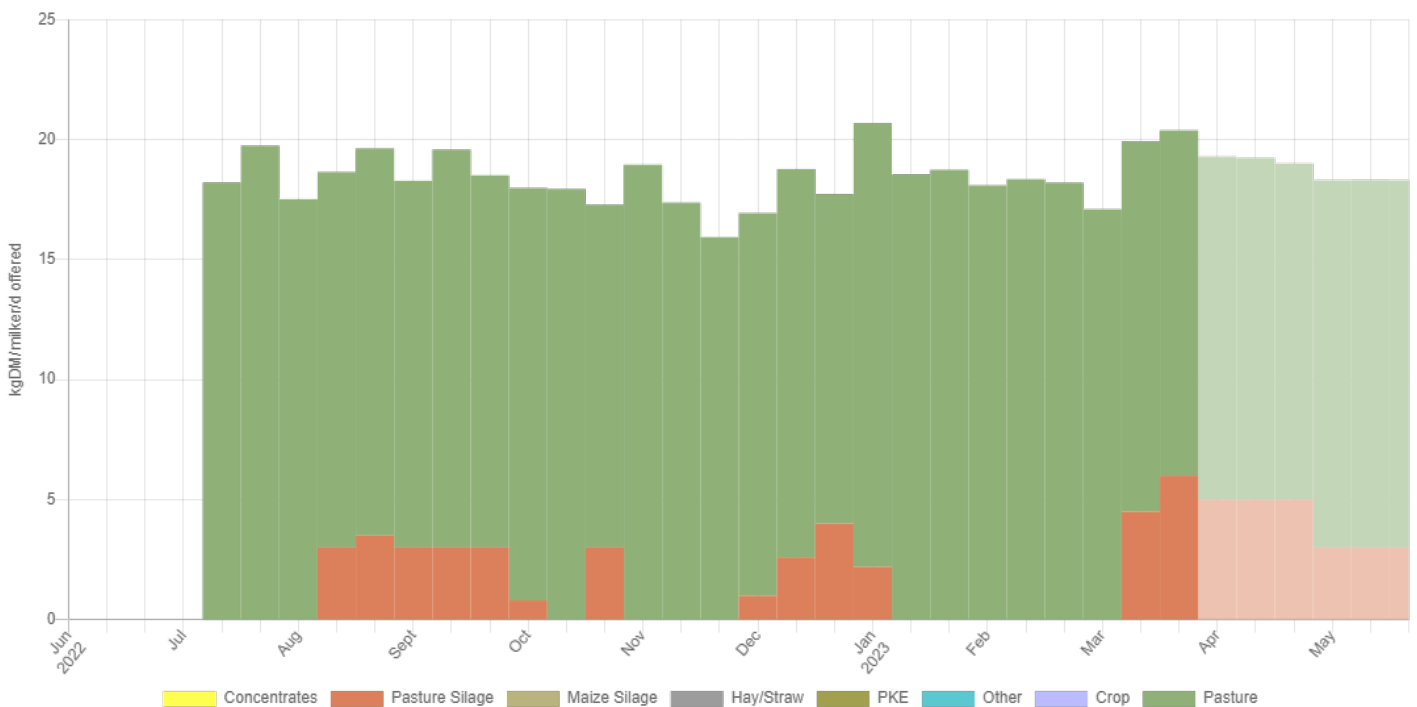
Pasture Net Growth



Pasture Overview

			Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Pasture	Grazing Area	ha	160	160	160	160	150	150	152	152	152	154	152	153
	Pasture Net Growth	kgDM/ha/d	14.5	15.8	22.3	53.4	54.3	58.8	55.7	66.0	64.3	58.3	47.2	25.8
	Pasture End Cover	kgDM/ha	2,404	2,757	2,384	2,478	2,346	2,232	2,282	2,285	2,281	2,411	2,473	1,922
Nitrogen	Nitrogen Area	ha	0.0	0.0	0.0	160.0	320.0	0.0	160.0	144.0	151.6	160.0	152.0	0.0
	Nitrogen Rate	kgN/ha	-	-	-	22.0	22.0	-	22.0	22.0	22.0	22.0	22.0	-
	Nitrogen Use	kg N/ha	0	0	0	22	66	66	88	108	129	151	172	172

Diet



Monthly Feed Use (kgDM Per Milker)

	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Pasture	-	19.7	16.3	15.8	16.4	17.4	15.2	18.6	18.2	15.6	14.2	15.3
Concentrates	-	-	-	-	-	-	-	-	-	-	-	-
Pasture Silage	-	-	2.6	3.0	1.3	-	2.6	0.7	-	3.6	5.0	3.0
Maize Silage	-	-	-	-	-	-	-	-	-	-	-	-
Hay/Straw	-	-	-	-	-	-	-	-	-	-	-	-
PKE	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Crop	-	-	-	-	-	-	-	-	-	-	-	-
Total Utilised	-	16.7	15.9	15.8	15.0	14.8	15.0	16.4	15.5	16.1	16.1	15.4

Monthly Supplement Use (tonnes DM Offered)

	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Total	kg/milker
Concentrates	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Pasture Silage	1.3	1.1	31.9	48.5	22.4	-	43.1	11.9	-	59.2	72.5	39.6	331.6	612.9
Maize Silage	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Hay/Straw	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
PKE	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Crop	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Total	1.3	1.1	31.9	48.5	22.4	-	43.1	11.9	-	59.2	72.5	39.6	331.6	612.9

Excludes calf feeds

Compare Profit & Loss

			Plan	Actual/Forecast	Difference
Revenue	Stock	Net Milk Sales - this season	1,782,233	2,223,487	441,254
		Net Livestock Sales	90,179	90,746	567
		Total	1,872,412	2,314,233	441,821
	Crop & Feed	Capital Value Change	-1,375	299	1,674
		Total	-1,375	299	1,674
Total Revenue			1,871,036	2,314,532	443,496
Expenses	Wages	Wages	140,000	170,415	30,415
		Management Wage	46,920	51,395	4,475
	Stock	Animal Health	69,611	70,330	719
		Breeding	27,800	29,755	1,955
		Farm Dairy	8,062	13,525	5,463
		Electricity	19,460	20,558	1,098
	Feed/Crop	Pasture Conserved	6,400	3,200	-3,200
		Feed Crop	29,825	31,200	1,375
		Bought Feed	88,490	136,345	47,855
		Calf Feed	5,295	446	-4,849
	Grazing	Grazing	270,045	314,776	44,731
	Other Farm Working	Fertiliser (Excl. N)	35,680	35,680	
		Nitrogen	42,400	93,857	51,457
		Irrigation	64,000	70,400	6,400
		Weed & Pest Control	3,840	3,840	
		Vehicle Expenses	11,200	12,800	1,600
		Fuel	11,200	12,800	1,600
		R&M Land/Buildings	59,200	64,000	4,800
		Freight & Cartage	1,600	1,600	
	Overheads	Administration Expenses	24,000	30,400	6,400
Insurance		16,000	16,800	800	
ACC Levies		4,800	4,800		
Rates		12,800	12,800		
Total Farm Working Expenses			998,628	1,201,722	203,094
Depreciation			0	0	
Total Farm Expenses			998,628	1,201,722	203,094
Economic Farm Surplus (EFS)			872,408	1,112,809	240,401
Farm Profit before Tax			872,408	1,112,809	240,401

EFS is a measure of farm business profitability independent of ownership or funding, used to compare performance between farms.

EFS should include an adjustment for unpaid family labour and management. This can be added to the expense as management wages.

Consultant Comments

Jeremy Savage - At 2,400 kgDM/Ha - cover on track nicely to finish off the season. Note some pretty high rates of silage feeding last week @ 7 kgDM/cow. Can we utilise this ok? Plus the drop in quality may not be ideal for getting condition on cows. Suggest 4-5 kgDM for longer periods would be better than really high rates like this. Shaping up for a good finish for the season. Cows holding up well.