

LUDF Budget 2021/22 Season

Date: 30/08/2021

FARM PHYSICAL KPI's		2020/21	Feeding Levels		
Total Production (kgMS)		266,000	Feed Harvested / Ha	14.50	TDM/Ha
Effective Area		160	Pasture+fodder Harvested /Cow	4,143	kgDM/cow
Cows in Milk		560	Supplement Use	379	kgDM/cow
Kg Milksolids/ha		1,663	Total Feed Intake	4,522	kgDM/cow
Kg Milksolids/cow		475	Response Rate	9.52	kgDM/kgMS
Stocking Rate		3.50			
FINANCIAL INDICES		2020/21	FINANCIAL KPI'S		
Payout (Milk Price)	\$	7.80	Labour (adjusted)		
Gross Farm Revenue/ha	\$	12,968	kgMS per FTE	66,500	
Operating Expenses/ha	\$	8,683	\$ / cow	477	
Operating Profit (EFS)/ha	\$	4,284	\$ / kgMS	1.00	
Gross Farm Revenue/Kg MS	\$	8.20	Animal Health + Breeding		
Operating Expenses/Kg MS - Exc	\$	4.22	\$ / cow	257	
Operating Profit (EFS)/Kg MS	\$	3.99	\$ / kgMS	0.54	
Where			Feed + Grazing (incl lease)		
Demonstration Exp.	\$	0.22	\$ / cow	586	
			\$ / kgMS	1.23	
			Fertiliser + Nitrogen		
			\$ / Ha	686	
			\$ / kgMS	0.41	
			Repairs & Maintenance		
			\$ / Ha	488	
			\$ / kgMS	0.29	
			Overheads (Admin, Rates, Ins)		
			\$ / Ha	206	
			\$ / kgMS	0.12	
			Vehicles + Fuel		
			\$ / Ha	113	
			\$ / kgMS	0.07	

Assumptions

1. Milk Income

266,000 kgMS
 560 cows
 475 kgMS/cow
 1,720 kgMS/Ha
 144 heifers = 26 % (Currently 160)

Wintering 583 cows
 With 4 % losses 560 cows peak milk

Fonterra Dividend 10 cents (5 cents each payment)

Category	Description	LUDF DSM 202122 Plan	LUDF DSM 20/21 Revised	Difference	
Farm	Effective Area	160	160	0	ha
	Stocking Rate	3.5	3.5	0.0	cows/ha
	Potential Pasture Growth	18.6	19.2	0.6	t DM/ha
	Nitrogen Use per total ha	161	135	-26	kg N/ha
	Feed Conversion Efficiency (eaten)	11.0	10.6	-0.3	kg DM eaten/kg MS
Herd	Cow Numbers (1st July)	560	556	-4	cows
	Peak Cows Milked	560	556	-4	cows
	Days in Milk	280	280	-1	days
	Avg. BCS at calving	5.1	5.1	0.0	BCS
	Liveweight per total ha	1,682	1,640	-43	kg/ha
Production (to Factory)	Milk Solids total	266,373	280,359	13,986	kg
	Milk Solids per total ha	1,665	1,752	87	kg/ha
	Milk Solids per cow	476	504	29	kg/cow
	Peak Milk Solids production	2.12	2.30	0.18	kg/cow/day
	Milk Solids as % of live weight	99.0	106.9	7.9	%
Feeding	Pasture Eaten per cow *	4.2	4.2	0.0	t DM/cow
	Supplements Eaten per cow *	0.3	0.5	0.2	t DM/cow
	Off-farm Grazing Eaten per cow *	0.7	0.7	0.0	t DM/cow
	Total Feed Eaten per cow *	5.2	5.4	0.2	t DM/cow
	Pasture Eaten per total ha	14.7	14.5	-0.2	t DM/ha
	Supplements Eaten per total ha	1.3	2.0	0.6	t DM/ha
	Off-farm Grazing Eaten per total ha	4.5	4.5	-0.1	t DM/ha
	Total Feed Eaten per total ha	20.6	20.9	0.4	t DM/ha
	Supplements and Grazing / Feed Eaten *	19.7	22.5	2.8	%
	Bought Feed / Feed Eaten *	8.3	10.9	2.6	%

2. Stock Sales / Purchases

90 beef Calves @ \$80 / hd – 4 day old
 40 Dairy Calves \$80 / hd – 4 day old
 150 calves retained.
 200calves @ \$25 / hd
 6 Bulls, purchase \$1,400 sell for \$800.
 4 MT heifers sold @ \$650

Cull Cows \$550 /hd. 10 sold in spring. 10 in January.
 3% death rate.

2.1. Labour:

Peter	\$XX (Excl rent, but incl full tax)
2IC -	\$XX
Assistant	\$XX TBC
Casual – Wai +	\$30
Kiwi Saver	\$ 8
ACC	\$ 6
Staff Training	\$ 2

Leave, 60 days.

2.2. Animal Health:

Current = \$140 / cow

Anticipate savings in lameness of \$5,000 (May have some residual lameness from last season).

2.3. Breeding=

Current \$130 / cow. Budget to roll over current spend.

Grazing

- 160 Heifers @ \$13.50/ wk
- 160 Calves on support blocks.
- 155 IC Heifers @ \$25 / wk. , May,June. July on Jackies.
- 428 Cows @ \$29/wk 27th May.
- Currently tracking to 8.5 weeks.
- Balance of Cows on grazing

Freight

428 cows X 2 X \$12 / trip.	\$10,727
155 cows X 1 X \$9 / trip.	\$ 1,400
160 calves X 1 X \$6 / trip.	\$ 1,000

Supplements

Currently on Hand	101TDM
Springer feed	50 TDM
Platform Feeding Aug/sep	30 TDM
Spare Feed	20 TDM (fed 19 tDM last season)

For Purchases for 2021/22 season:

Purchase / Make	50 TDM for support block.
Milking platform	200 TDM

Made on Support:

Jackies – one cut 13 Ha @ 2.5 TDM	32 TDM
Eastblock, 10 Ha @ 2.5 TDM	25 TDM
Made on Dairy Farm (10 Ha @ 2TDM)	34 TDM

Made on farms 77 TDM
 Budget:
 Need to purchase 103 TDM @ \$0.38 / kgDM
 Made on farm & support 174 TDM @ \$0.16 / kgDM

DM Eaten tonnes	Colostrum/ Milk	Calf Meal	F2 Pasture Silage boug...	New Pasture	F2 Pasture Silage	Total
Jun 20			0.92			0.92
Jul 20	1.20		0.52			1.72
Aug 20	17.0	0.31	20.4			37.7
Sep 20	15.3	1.27	26.4			43.0
Oct 20	13.9	2.27	17.9			34.1
Nov 20						
Dec 20						
Jan 21						
Feb 21						
Mar 21			27.1			27.1
Apr 21			21.9		11.0	32.9
May 21			21.2		16.5	37.6
Total	47.4	3.86	136		27.4	215
<i>kg/Milker</i>	<i>84.7</i>	<i>6.89</i>	<i>244</i>		<i>49.0</i>	<i>384</i>

With lower Demand, made on farm = 34 TDM.

Fertiliser

a. Fertilizer

Nitrogen

Non effluent 130 Ha @ 190

Effluent 30 Ha @ 26

Nitrogen, average 157 kgN

To increase N use need under slung on another pivot.

Fertiliser	Tonne	Cost	total
N Protect	63 t	\$805 /t	\$50,715
Super P	70.5 t	\$339 /t	\$23,900
SSUper	12.9 t	360 /t	\$4,644
Ammo 31	13 t	696 /t	\$9,048
Freight + Store	159.4	16.5 /t	\$2,630
Lime	80 t	48 /t	\$3,840
Selenium	2	1380	\$2,760
Urea Spread	7 spreads	10.8 /Ha	\$12,247
TOTAL			\$109,784

2.4. Demonstration Costs:

Monitoring:

Environmental Monitoring

\$3,166 / Month

\$38,000 PA.

Current code

Contracting

Grounds and Services	\$ 385.57	\$ 4,620 PA	Contracting
Condition Score			
10 per year. Code 7 to demonstration	\$700/per score	\$ 4,900 PA	Animal Health
Septic Tank			
Water Metering		\$2,500	Admin 2601
Grass Sampling	\$50 / wk, 40 wks	\$1,500	Feed and Grazing
2399Toilet		\$1,200 PA	
Contracting		\$ 5,000	
TOTAL		\$52,720	

b. Repairs And Maintenance:

Irrigation – Optimis	\$ 2,000	
Irrigation – Waterforce	\$12,000 - TBC	
Electrical	\$ 3,000	
Tree Topping	\$ 8,000 - june	
Lanes / Tracks	\$ 5,000 -	
Dairy Cool	\$ 1,800	
Pivot Ruts	\$ 5,000 – May	
R&M Underpass	\$ 1,800	
LIC Automation	\$ 600	
Dairy Plant	\$ 6,000 – instead of \$10 K	
Retention bars	\$ 2,000	
Silage Wagon	\$ 3,000	
General	\$20,000	
Washbay	\$ 3,000	
Water race cleaning	\$ 4,800	
Total	\$78,000 (\$490 / HA)	

2. Vehicles

Same as last season.

3. Capital

1. Underslung – Quotes.
2. Fixed grid - \$13,000 / HA. 11 Ha left.
3. Rubber mat \$9,200 – July
4. Protrac \$15,000 – July

Jeremy Savage

NZIPIM (Reg)

MACFARLANE RURAL BUSINESS LTD

0274 331 069

jeremy@mrbc.co.nz