

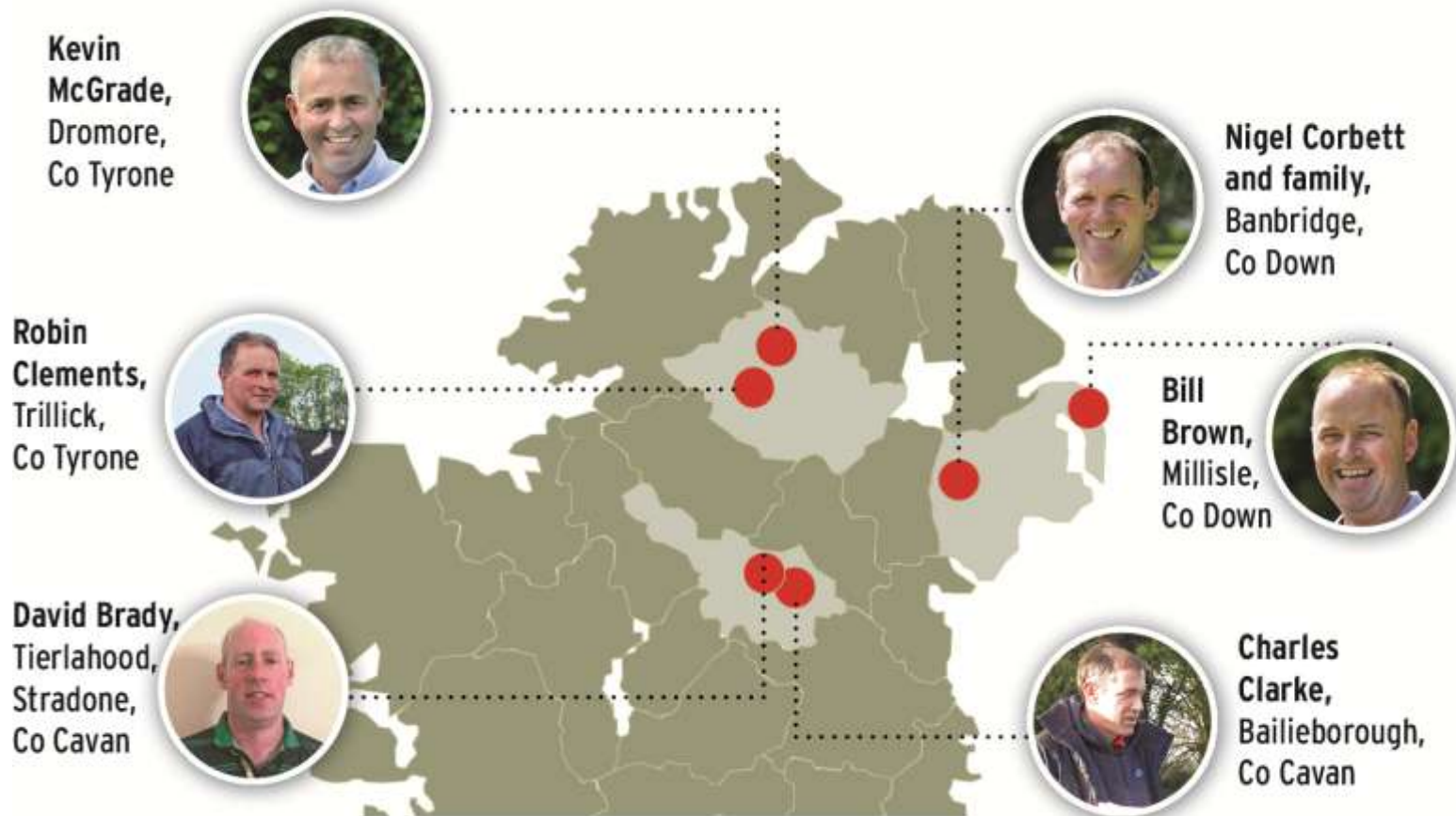


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Project Farmers



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Program objectives

Dairylink – ‘Best use of farm resources to drive profit’.

- To develop a profitable roadmap by preparing physical and financial plans.
- Use KEY measurements to drive decision making.

How?

1. Benchmark & Baseline.
2. Plan and implement.
3. Review and analyse.

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Where to focus?

Stakeholders decided

- Holistic farm business development with primary view to improve farm profitability and sustainability.
- focus on four key areas – Profitability & cash management, Capital development, Herd health & fertility, Grass & forage management.

Others? Measure to manage

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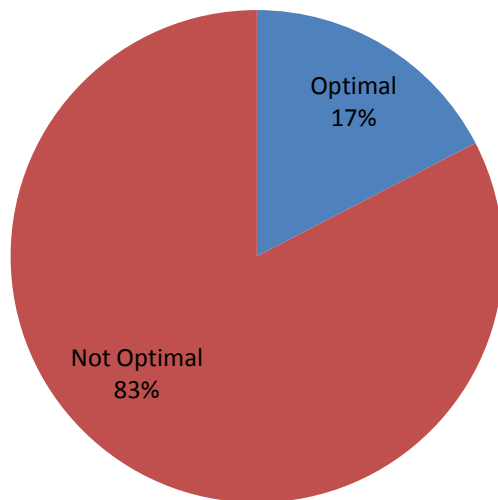
Importance of soil

Productive soils are the foundation of any successful farm system



Optimal Soil Fertility - 2016

Dairylink group Optimal for
pH,P&K







- 8 out of 10 fields are deficient in P and/or K and/or lime.
- Range in optimal between 8% - 24%
- Field by field approach to address deficiency.

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P & K Index System (ROI)

Index	Description		Morgan's P (mg/l)	Morgan's K (mg/l)
1	Very low		0-3	0-50
2	Low		3-5	51-100
3	Target		5-8	101-150
4	High		>8	>150

NI Index 0

NI Index 1

NI Index 2

NI Index ≥ 3

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Soil pH Target ≥ 6.3

Soil Fertility & grass growth

Dairylink priority list

1. Drainage issues
2. Soil fertility
3. Reseeding

N.Corbett = 0 reseed 2016

BUT

Invested £3,300 in lime,
P&K 2016



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Soil Fertility & grass growth



David Brady 8ha's improved

Drainage cost	£4,000
P&K cost @195/ha	£1,560
Reseed cost	£2,800
Total	£8,360
Extra grass growth on 8ha (3tDm/ha @ 180/t)	£4,320
Payback	2 year's

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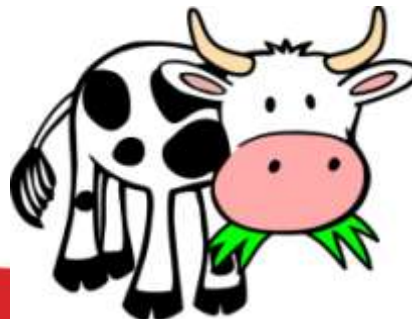
Breeding and Genetics

Genetic improvement

- 8 years to impact herd performance.
- Informed approach to sire selection. (PLI & EBI)
- Project farms focusing on fertility, and solids.
- ICBF

Fertility Management

- Heat detection
- Body condition
- Submission and conception rates
- Compact calving to improve fertility



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Breeding and Genetics



Kevin McGrade milk solids 2016

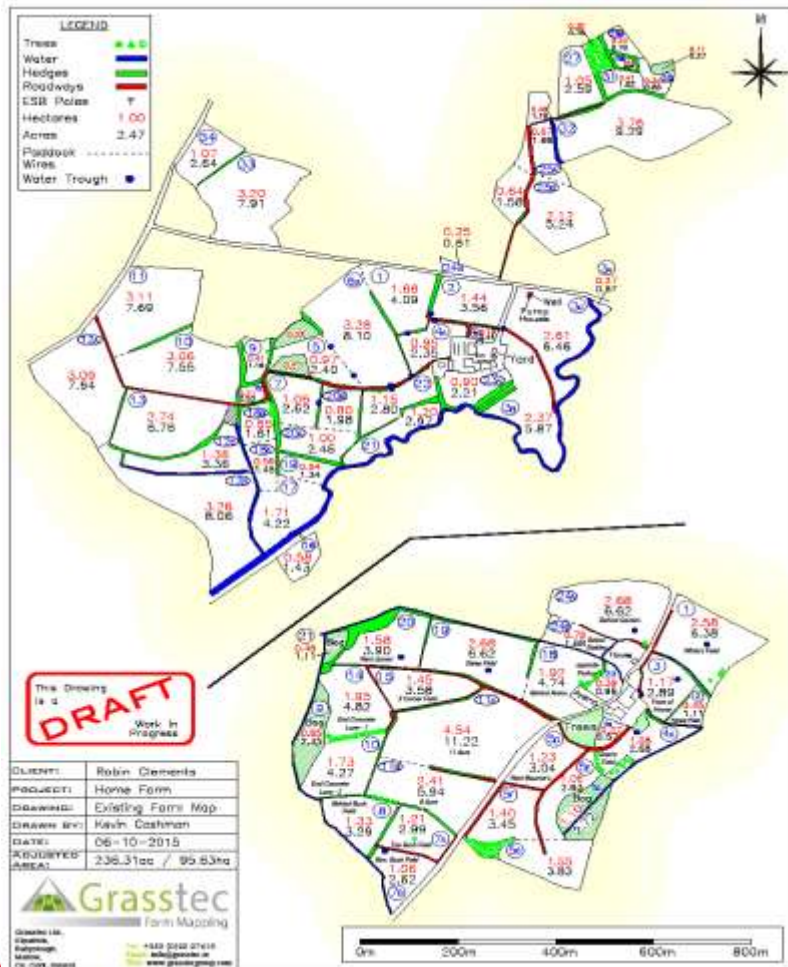
BF %	4.74
Protein %	3.55
Total solids kgs/cow	529kgs
Value of solids and volume bonus.	4.1ppl
Percentage of Kevin's milk revenue	20%

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Grass management



- Farm Mapped
- Weekly farm walk to measure -all farms.
- Up skilling in grazing management
- Assess infrastructure requirement
- Range in growth within each farm 6 tDM/ha

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FARMER'S JOURNAL

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Growing and Feeding more Grass

- Grazed grass cheapest feed!
- Maximise grass growth on farm – (soil fertility)
- is the infrastructure in place to capitalise? (days at grass)
- Forage quality



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Cashflow & Cost of production

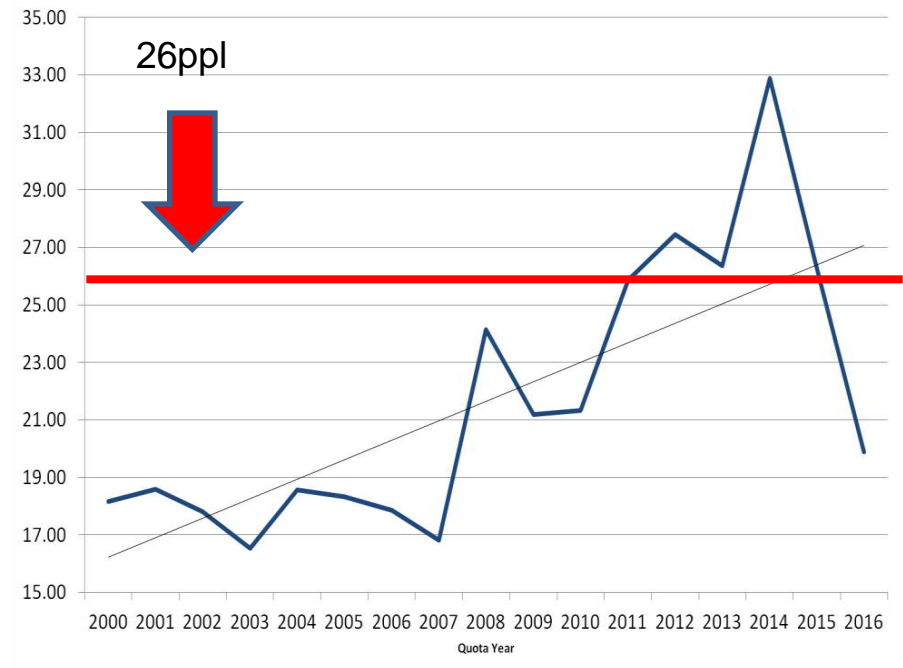
- All project farms engaged in cashflow budgeting.
- 2016 average cash cost of production down.



Cashflow & Cost of production

Price volatility

- Using budgets to manage cash
- Lowering cost of production will insulate business from volatility
- What are you doing to lower cost?



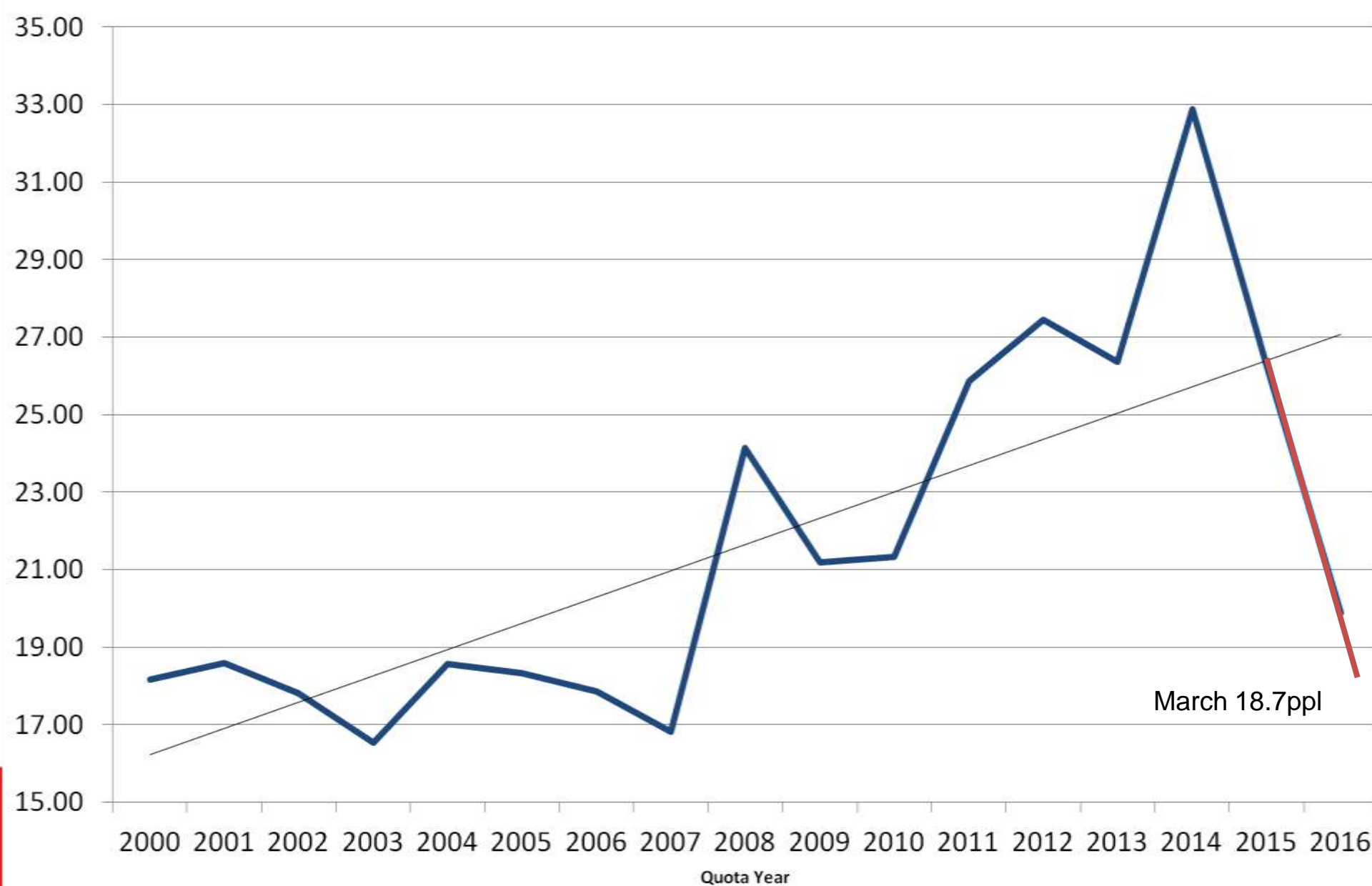
Thank you

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Milk Price ppl 2000 - 2016





I have never been kicked since I bought
this new thermometer.....

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Feed costs

Feed	Cash cost (£/t utilisable DM)	Full economic cost (£/t utilisable DM)
Grazed grass	44 (35 – 56)	80
3 cut silage	76 (69 – 109)	122
Wholecrop wheat	74	123
Forage maize	77 (72 – 162)	121
<i>Concentrates</i>	<i>250</i>	<i>254</i>

Herd fertility

Genetic

- Sire selection
- Base herd (what do you want to improve)
- PLI & EBI
- Clear direction for herd

Management

- Calving interval
- In – calve rate
- Heat detection
- Calving profile
- Recording

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Dairylink cost Control



✓ Sustainable

✓ Achievable

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Growing and Feeding more Grass

- Soil fertility
- Grazing infrastructure & milking platform
- Stocking rate
- Grass measurement and weekly farm walk
- Forage quality



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The Dairylink 'blueprint'

- Know your system
- Maximise amount of grass in diet
- Make and feed quality silage
- Target herd fertility performance
- Control cost of replacements
- Use measurement tools
- Pay attention to detail

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The golden rule

- Find out where you are now - Don't fly blind.
- Focus investment on highest return areas
- Build a team of helpful people around business



Project Structure

Stakeholders (**Every three months**)

Ian McCluggage, Martin McKendry CAFRE, James Campbell, David Wright, IFJ Stephen Agnew, John Gilliland, Devenish, Pat Shiels, Peter Finnegan Lakeland, Donal Patton, Joe Patton Teagasc & Conrad Ferris AFBI



Management Team (**Once per month**)

David Colbourne Teagasc, Conail Keown CAFRE & Jack Kennedy IFJ & Aidan Brennan ifj



Conail Keown, Programme Advisor (**Daily**)

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