

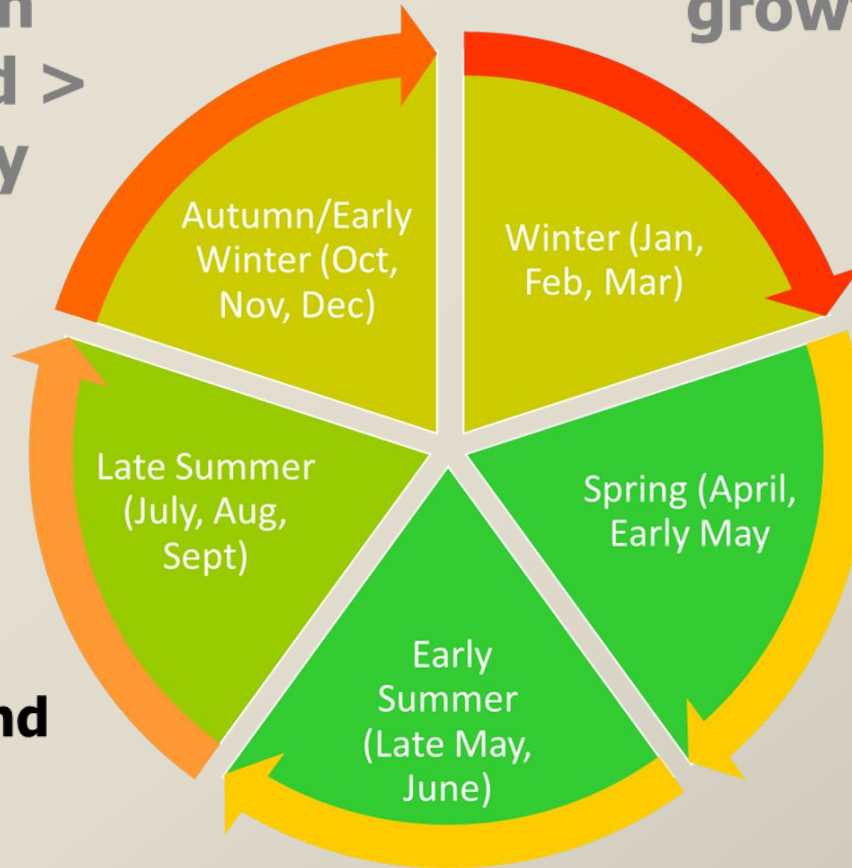
Nithsdale Monitor Farm Making Best of our Resources to Plan for Profit

Emily Grant
Forrit (Consultants)



**Declining grass growth
Demand > Supply**

Low or no grass growth. Demand > Supply

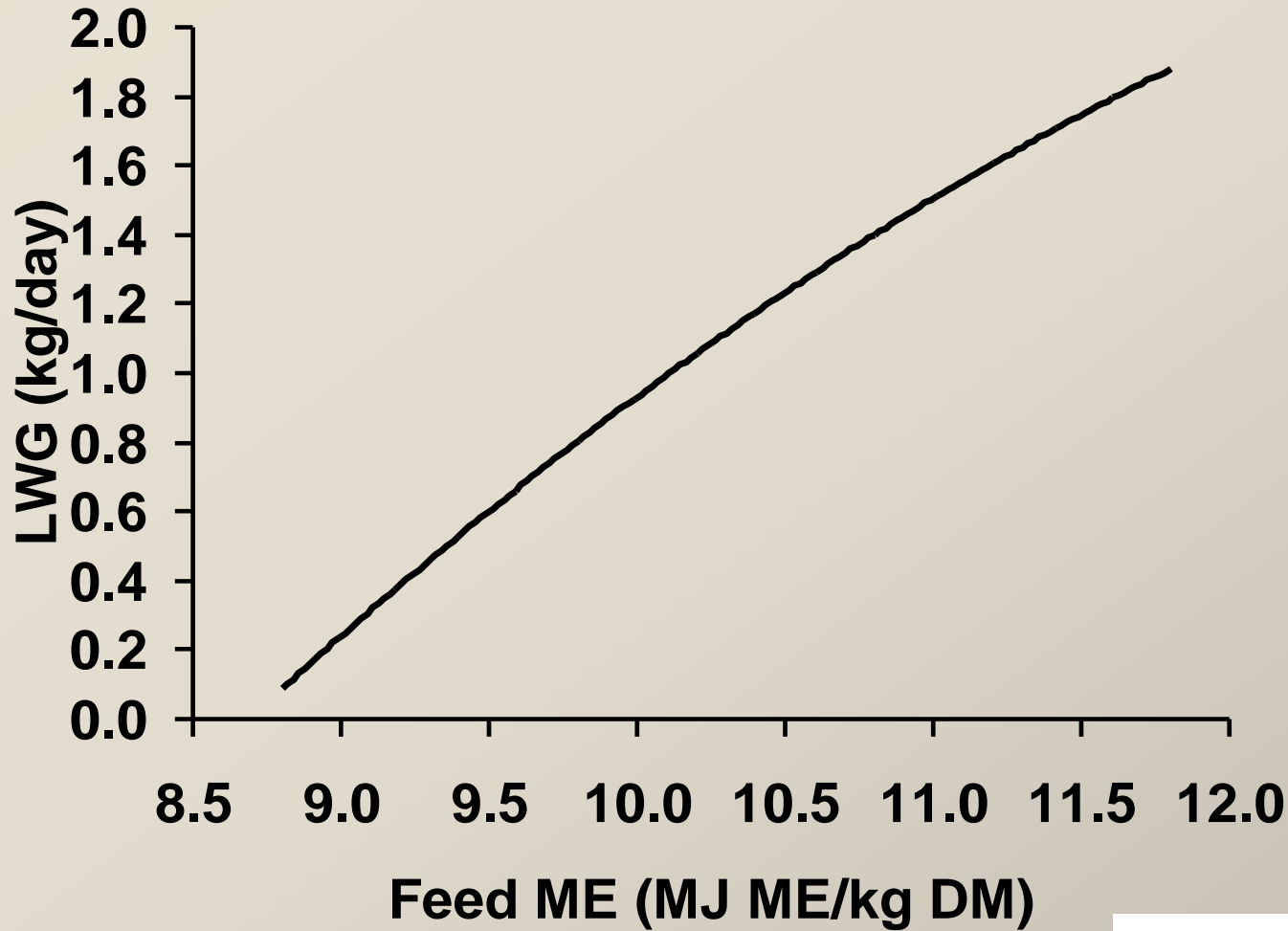


Supply = Demand

Grass growth increasing along with demand.

**High grass growth rate.
Supply > Demand**

The value in grass quality



What is Farmax?

- Software system which models the whole biological grazing system.
- It also includes financials
- Therefore becomes a decision support tool to allow farmers to improve profitability and
 ‘not leave any cash in the paddock’
- Reports where there is over supply or under-demand
- Allows the farm system to be optimised

How does it work?

- Put in a lot of data
 - Pasture growth (split the unit into similar growth blocks)
 - Nitrogen applications (dates rates & product)
 - Cropping areas & dates (silage and forage crops)
 - Supplementary feed purchased
 - Livestock numbers (broken down into mobs)
 - Mating dates, weaning %,
 - Growth rates/weights
 - Housing dates
 - Dates on/off
 - Sales dates, deaths
 - Concentrates fed
 - Can then start to model!

How does it work?

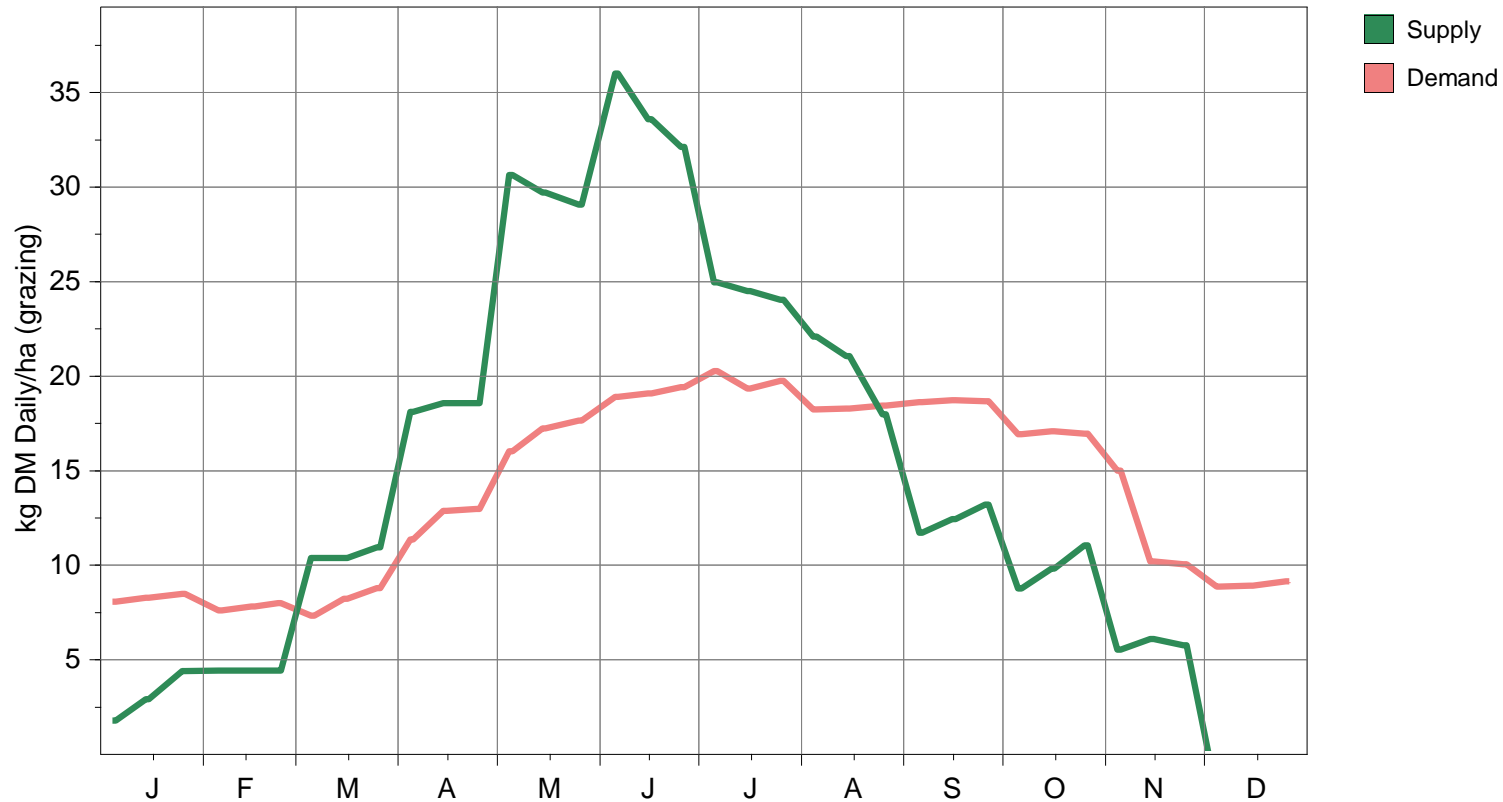
- Its manually intensive
- But that data is turned into useful information about your farm = better decision making
- If you don't have the data, the model fills the gaps

Clonhie Farm – A different Pasture View

FARMAX
YOUR ADVANTAGE
SBD 7.2.2.04

Supply/Demand for Clonhie

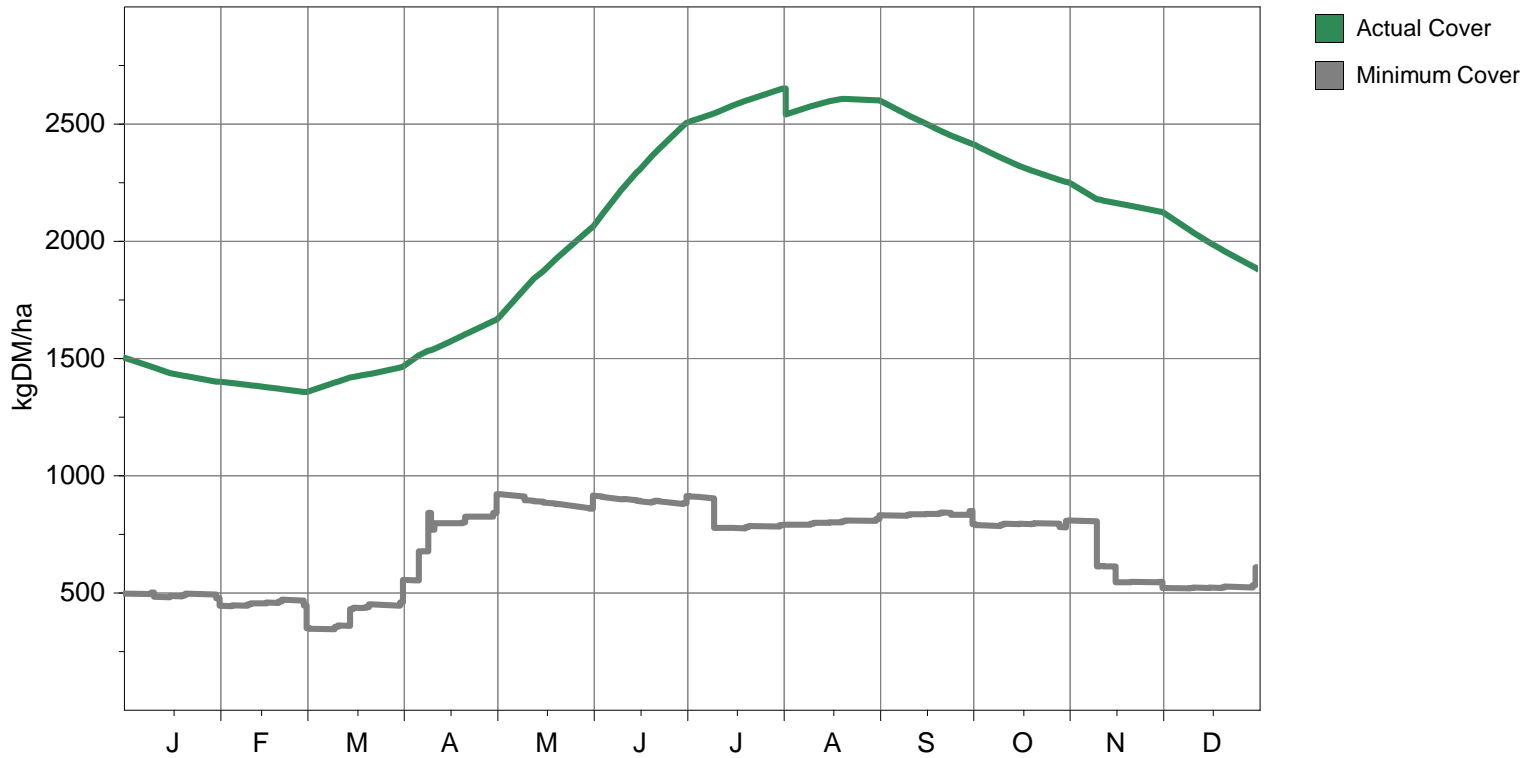
Jan 19 - Dec 19



FORRIT
PROGRESSIVE
PRODUCTION

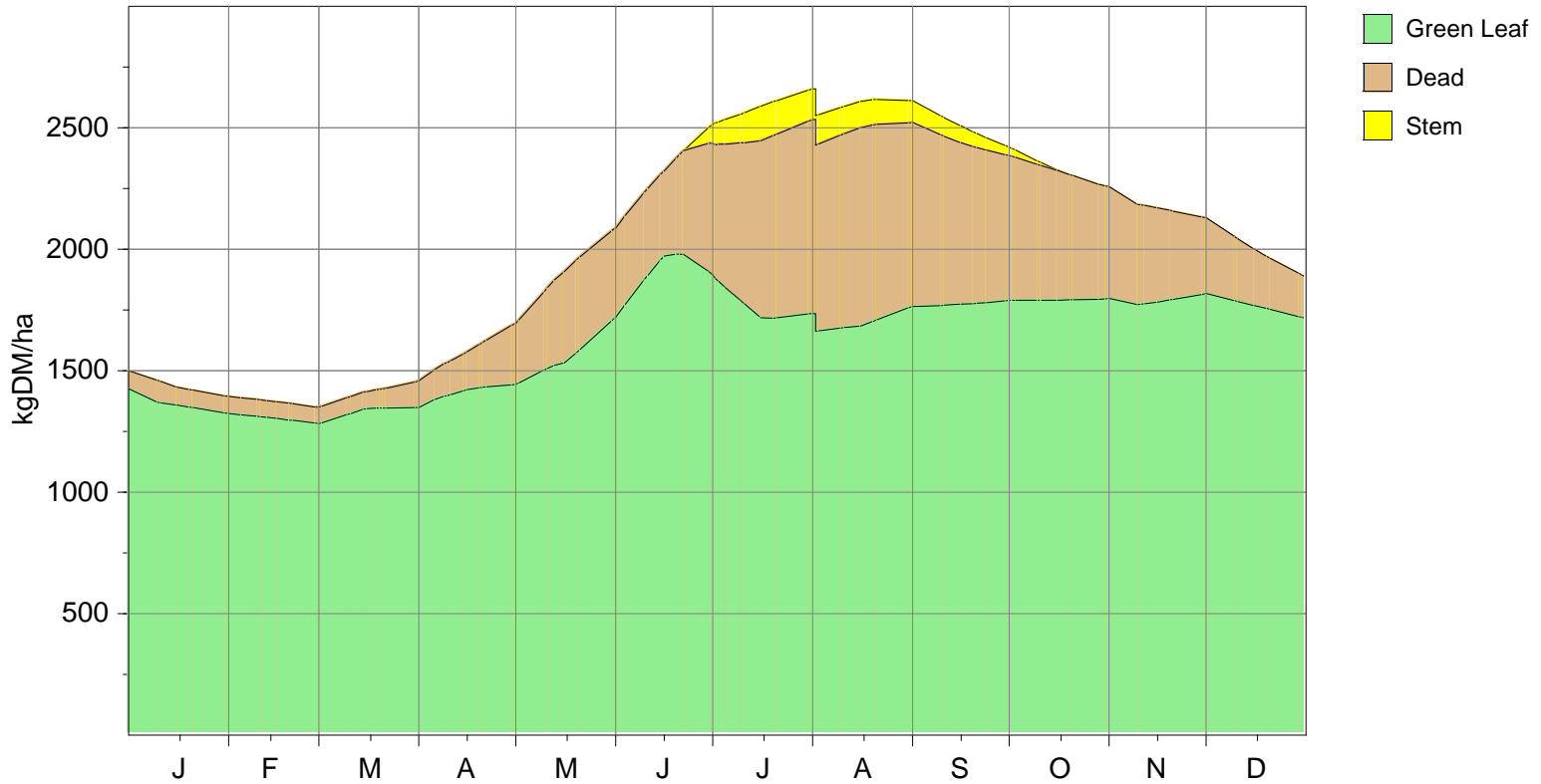
Pasture Cover for Clonhie

Jan 19 - Dec 19



Pasture Quality for Clonhie

Jan 19 - Dec 19



Whole Farm

2100 /ha

2004 /ha

2471 /ha

Farm Working Expenditure Ratio

Percent of revenue

68 %

Net Production

Per effective area

200 kg/ha

Cattle

Live Weight Gain

Jan 19 - Dec 19

0.65 kg/day

Calving %

90 %

Cow Herd Efficiency

Kg weaned per kg mated

31 %

Sheep

Live Weight Gain

Birth to slaughter

176 g/day

Live Weight Gain

Jan 19 - Dec 19

115 g/day

Lambing %

130 %

Ewe Flock Efficiency

Kg weaned per kg mated

61 %

Lamb Losses

Scanning to weaning

14 %

Deer

Live Weight Gain

Jan 19 - Dec 19

121 g/day

Weaning %

79 %

Hind Herd Efficiency

Kg weaned per kg mated

40 %

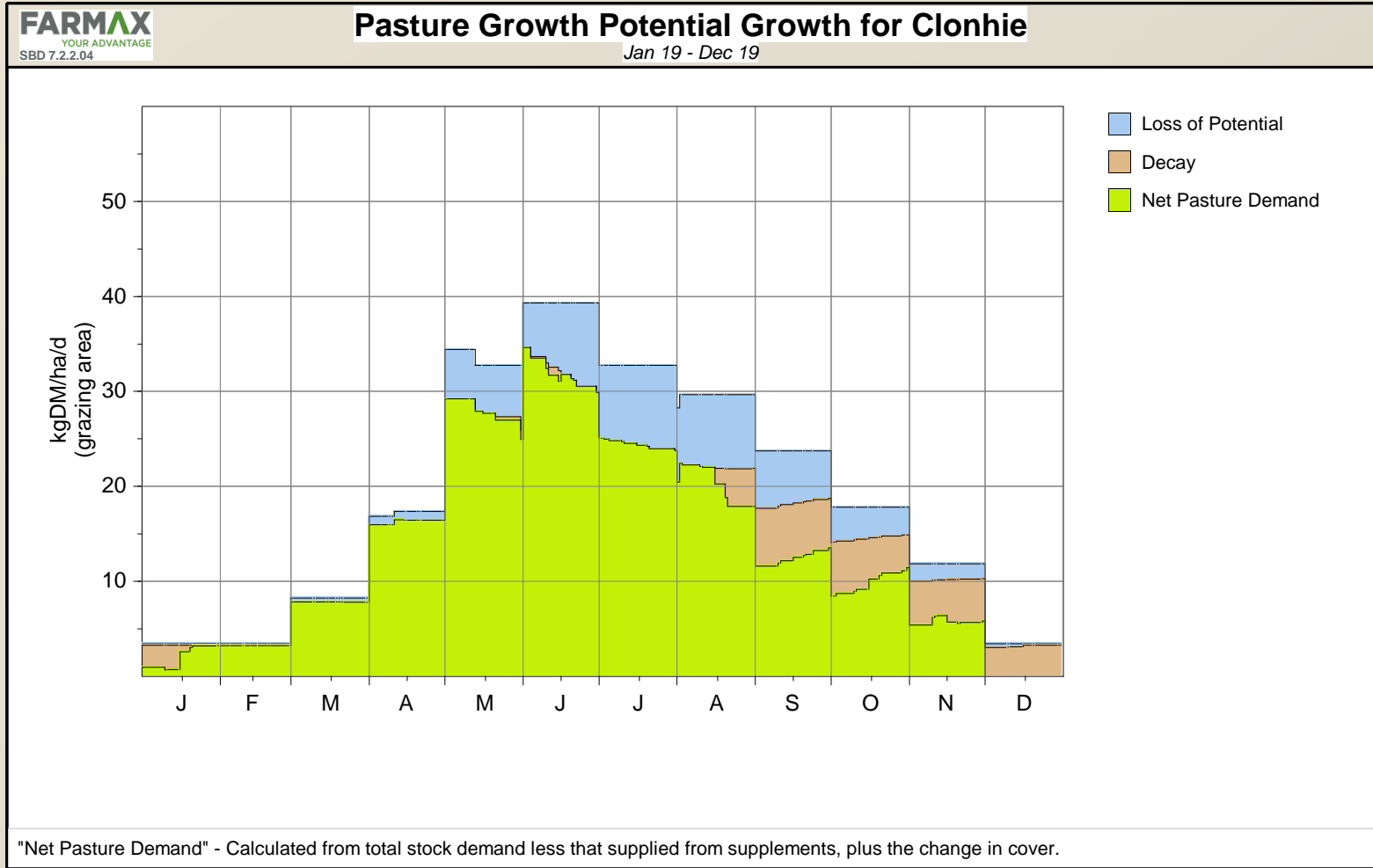
Forecast Profit and Loss for Clonhie

Jan 19 - Dec 19

		£ Total	£/ha	£/SU	
Revenue	Sheep	Sales - Purchases	83,828	288	25.1
		Wool	2,305	8	0.7
		Capital Value Change	24,221	83	7.3
		Total	110,355	379	33.0
	Beef	Sales - Purchases	12,953	44	3.9
		Contract Grazing	31,929	110	9.6
		Capital Value Change	7,327	25	2.2
		Total	52,209	179	15.6
	Deer	Sales - Purchases	15,531	53	4.6
		Capital Value Change	20,326	70	6.1
		Total	35,856	123	10.7
	Crop & Feed	Capital Value Change	-6,631	-23	-2.0
		Total	-6,631	-23	-2.0
	Total Revenue		191,789	658	57.4
Expenses	Wages	Wages	16,533	57	4.9
		Management Wage	2,438	8	0.7
	Stock	Animal Health	8,540	29	2.6
		Shearing	3,089	11	0.9
	Feed/Crop/Grazing	Conservation	17,190	59	5.1
		Purchased Feeds	4,308	15	1.3
	Fertiliser	Fertiliser (Excl. N & Lime)	17,712	61	5.3
		Nitrogen	6,199	21	1.9
		Lime	1,662	6	0.5
	Other Farm Working	Weed & Pest Control	3,950	14	1.2
		Vehicle Expenses	6,684	23	2.0
		Fuel	6,326	22	1.9
		Repairs & Maintenance	18,470	63	5.5
		Freight & Cartage	4,375	15	1.3
		Electricity	2,371	8	0.7
	Standing Charges	Administration Expenses	6,944	24	2.1
		Insurance	5,510	19	1.6
		Rates	6,786	23	2.0
	Total Farm Working Expense		139,086	477	41.6
Depreciation		10,914	37	3.3	
Total Farm Expenses		150,001	515	44.9	
Economic Farm Surplus (EFS)		41,788	143	12.5	
Other Expenses	Rent/Leases	6,888	24	2.1	
	Interest	26,417	91	7.9	
Farm Profit before Tax		8,483	29	2.5	



Maximising Potential

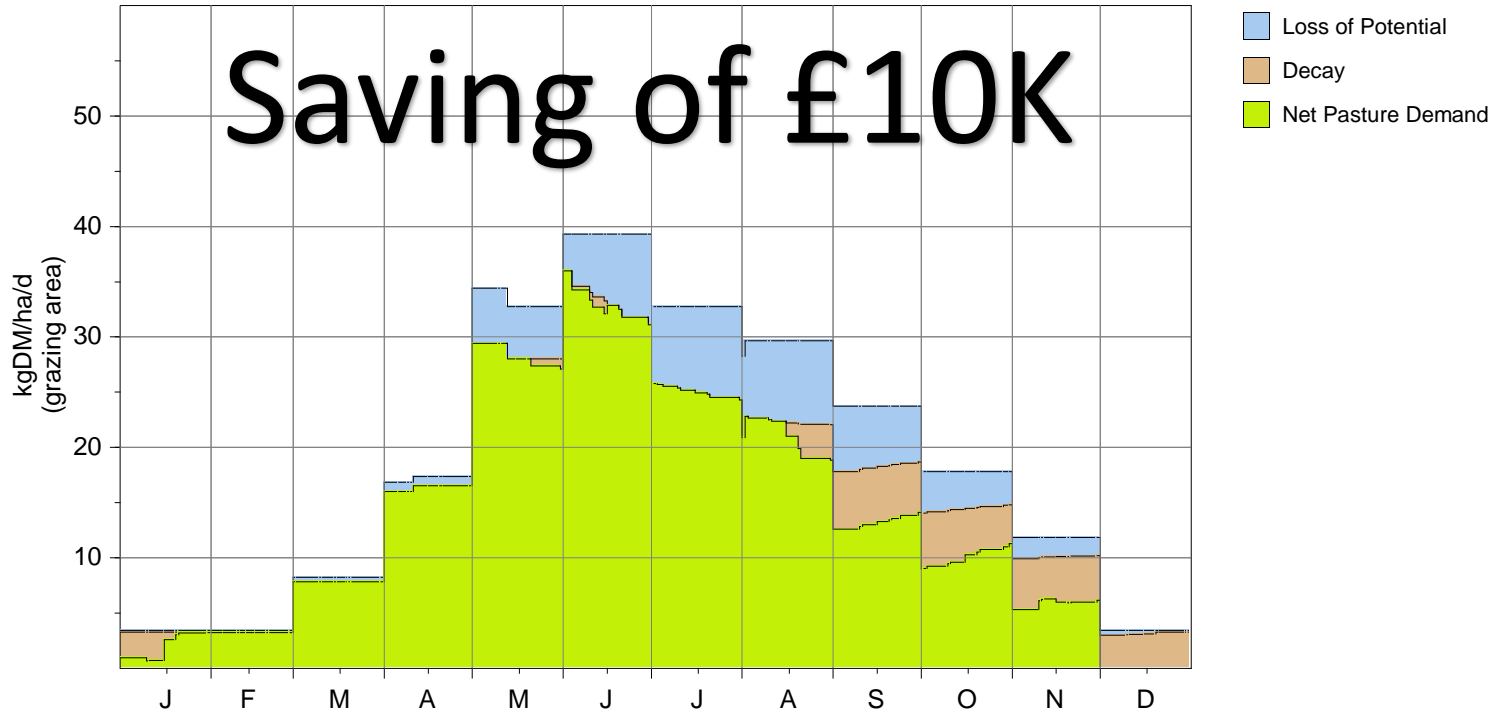


No Nitrogen

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Pasture Growth Potential Growth for Clonhie

Jan 19 - Dec 19



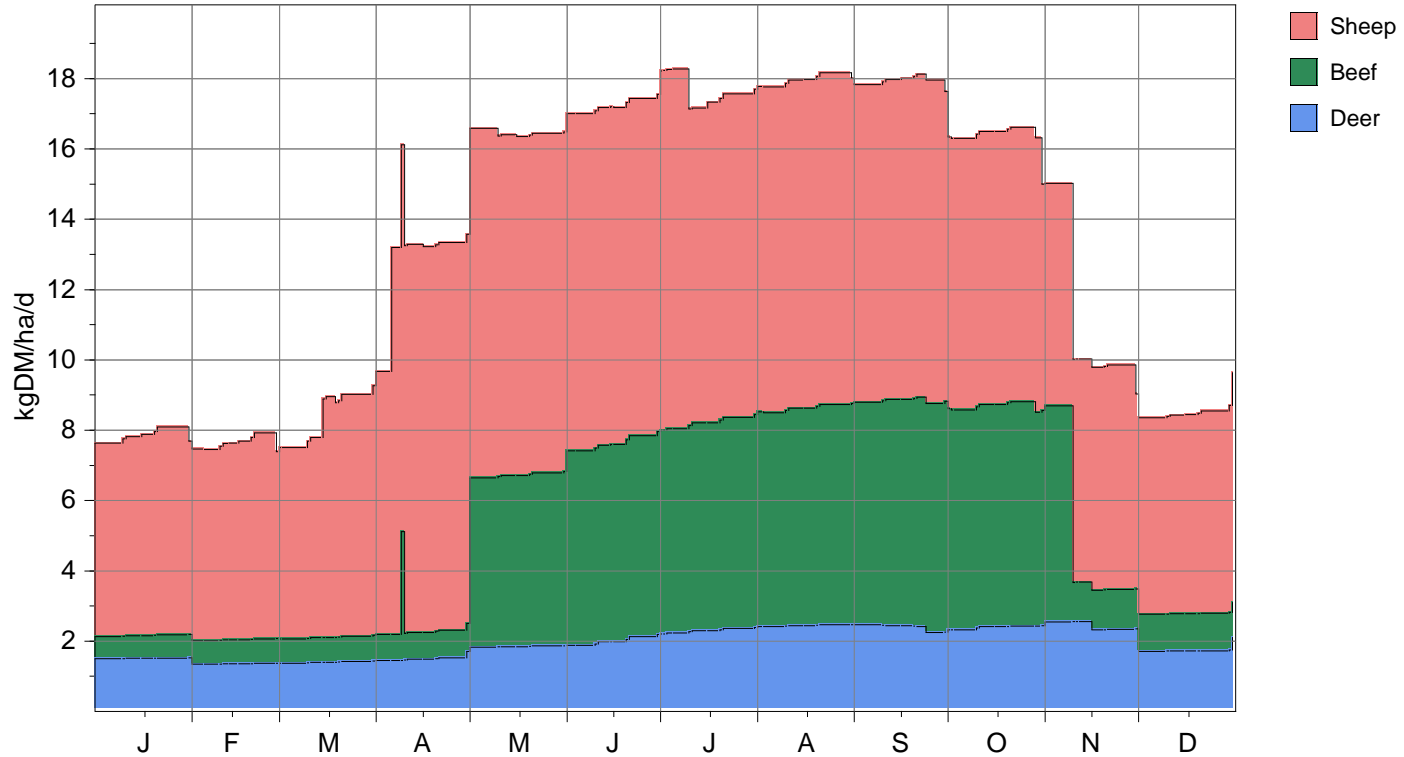
"Net Pasture Demand" - Calculated from total stock demand less that supplied from supplements, plus the change in cover.



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PRODUCTION

Allocation for Clonhie

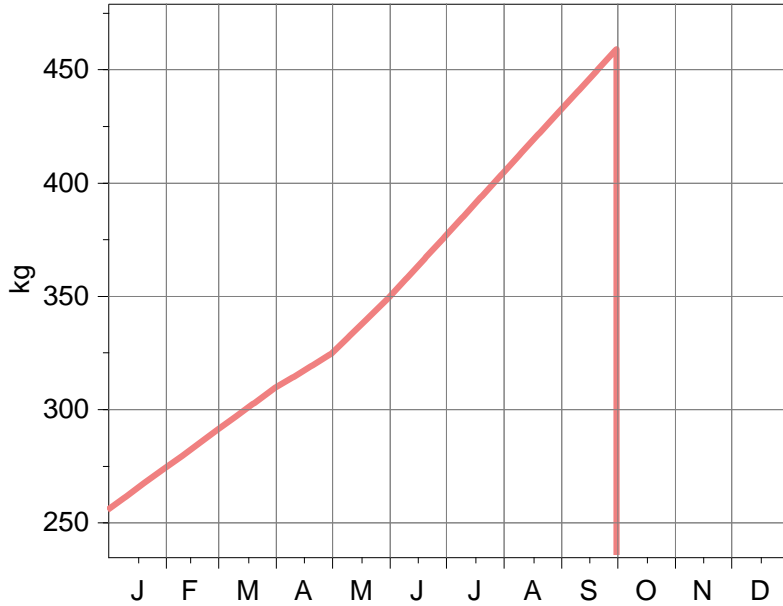
Jan 19 - Dec 19



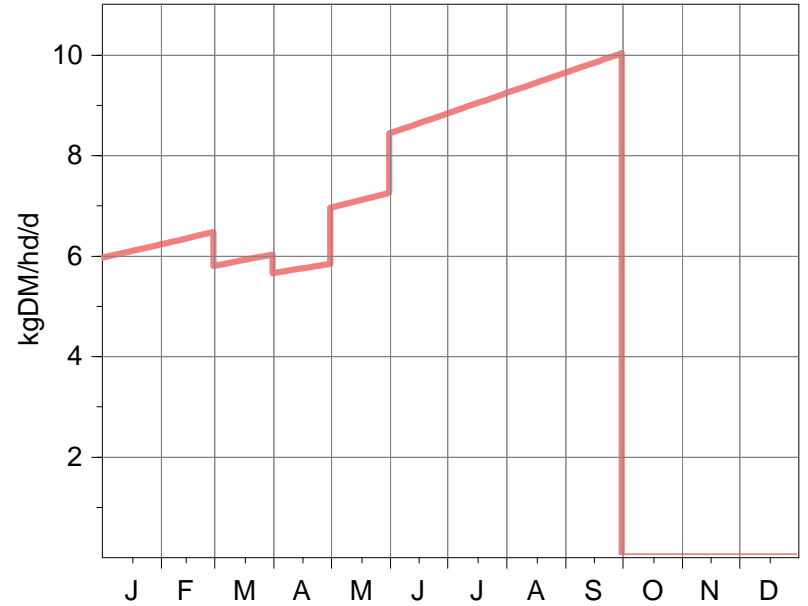
Beef: 2018 Born stores for Clonhie

Jan 19 - Dec 19

Live Weight



Intake



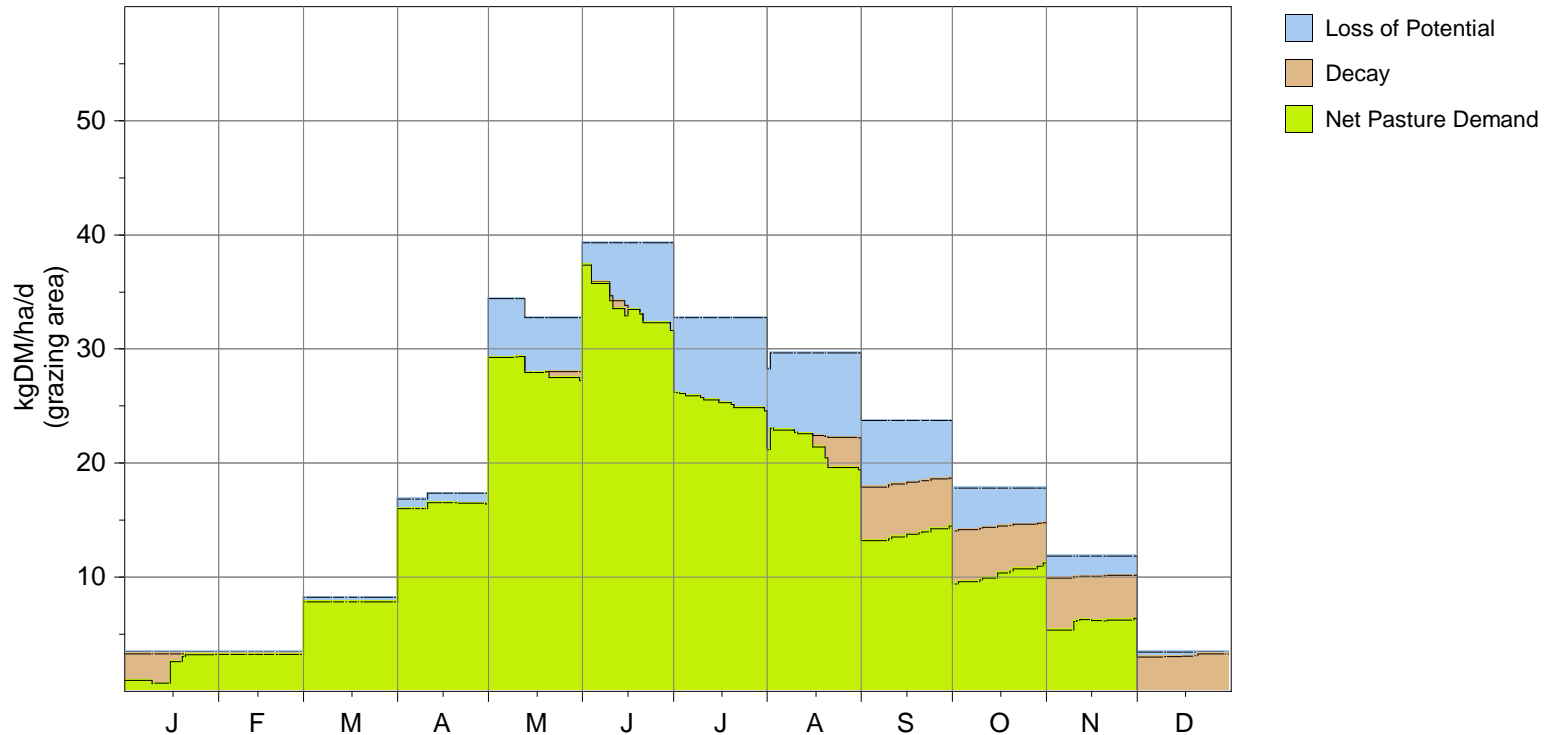
		Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
End Number		9	9	9	9	9	9	9	9	9			
End Weight	kg	274	290	309	324	349	376	404	432	459			
BWG	kg/d	0.6	0.6	0.6	0.5	0.8	0.9	0.9	0.9	0.9			
Intake	kg DM/h/d	6.1	6.3	5.9	5.7	7.1	8.6	9.0	9.4	9.8			

No Nitrogen and earlier turnout



Pasture Growth Potential Growth for Clonhie

Jan 19 - Dec 19



"Net Pasture Demand" - Calculated from total stock demand less that supplied from supplements, plus the change in cover.

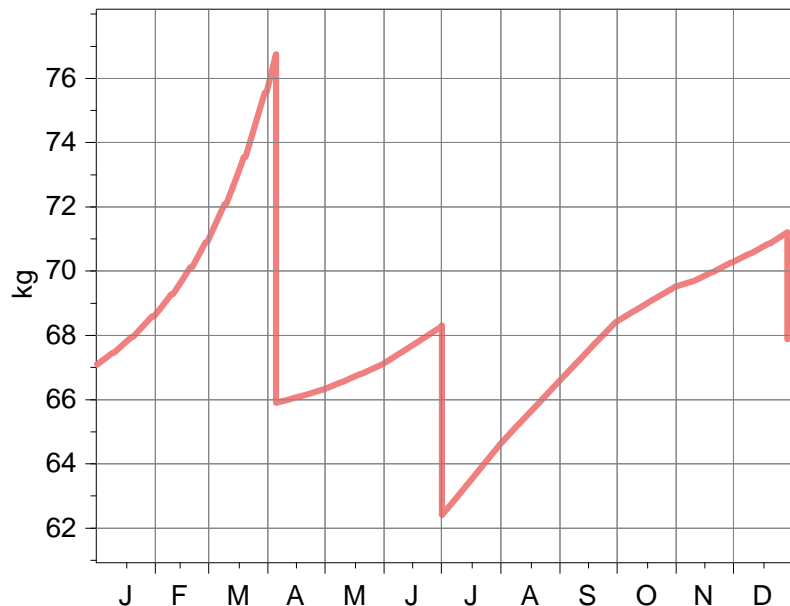


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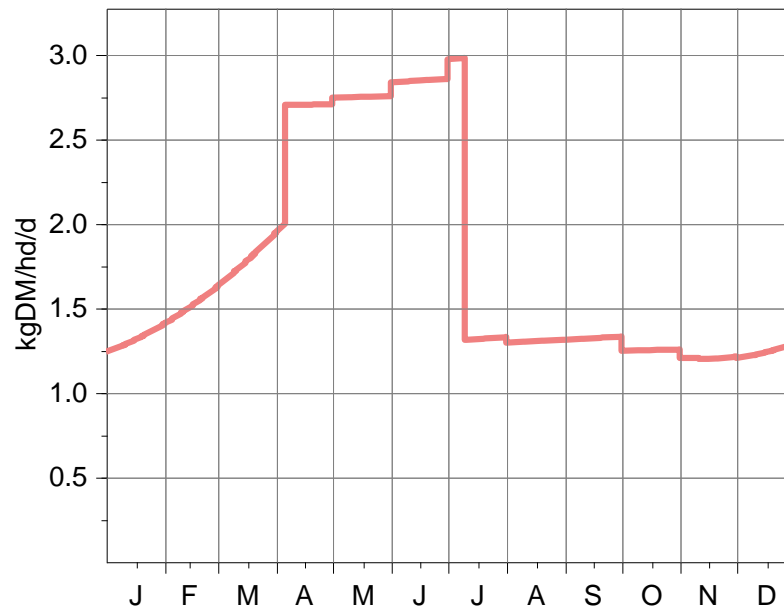
Sheep: Ewes for Clonhie

Jan 19 - Dec 19

Live Weight



Intake

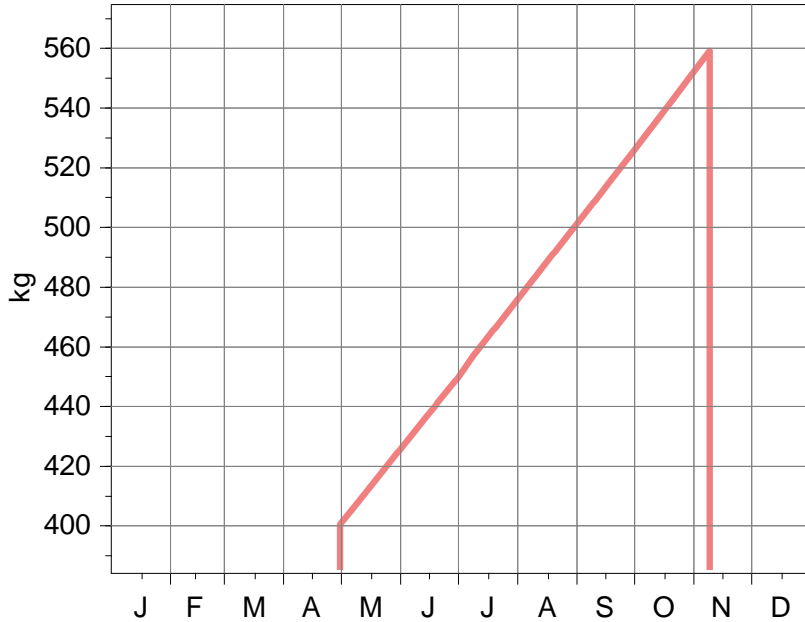


		Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
End Number		967	933	886	877	872	870	870	870	870	651	649	951
End Weight	kg	69	71	76	66	67	68	65	67	68	69	70	68
BWG	g/d	3	3	3	3	8	18	53	43	43	18	3	0
Intake	kg DM/h/d	1.3	1.5	1.8	2.6	2.7	2.8	1.8	1.3	1.3	1.2	1.2	1.2

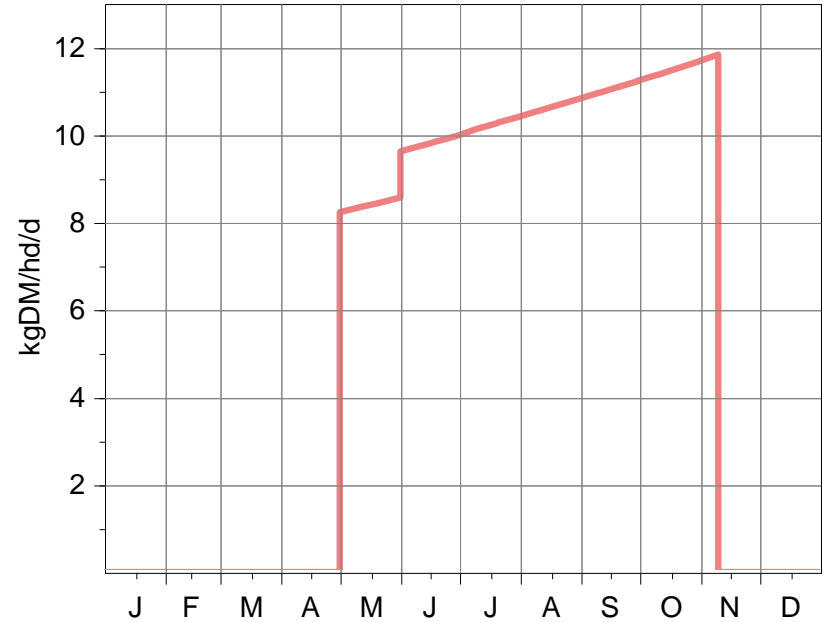
Beef: Grazing Heifers for Clonhie

Jan 19 - Dec 19

Live Weight



Intake

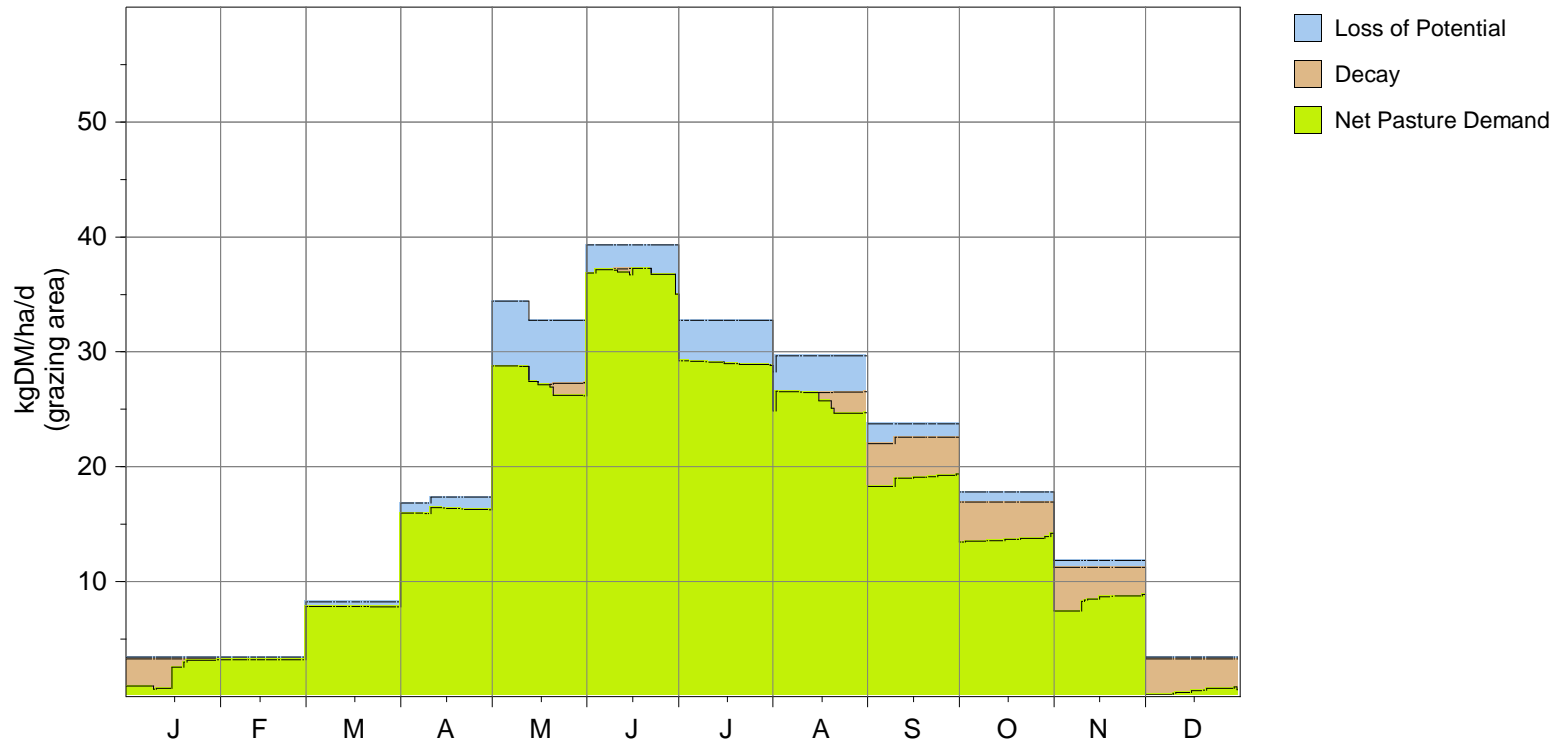


		Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
End Number						125	125	125	125	125	125		
End Weight	kg					425	449	475	500	525	551		
BWG	kg/d					0.8	0.8	0.8	0.8	0.8	0.8	0.8	
Intake	kg DM/h/d					8.4	9.8	10.2	10.6	11.0	11.5	11.8	

Increase stock

Pasture Growth Potential Growth for Clonhie

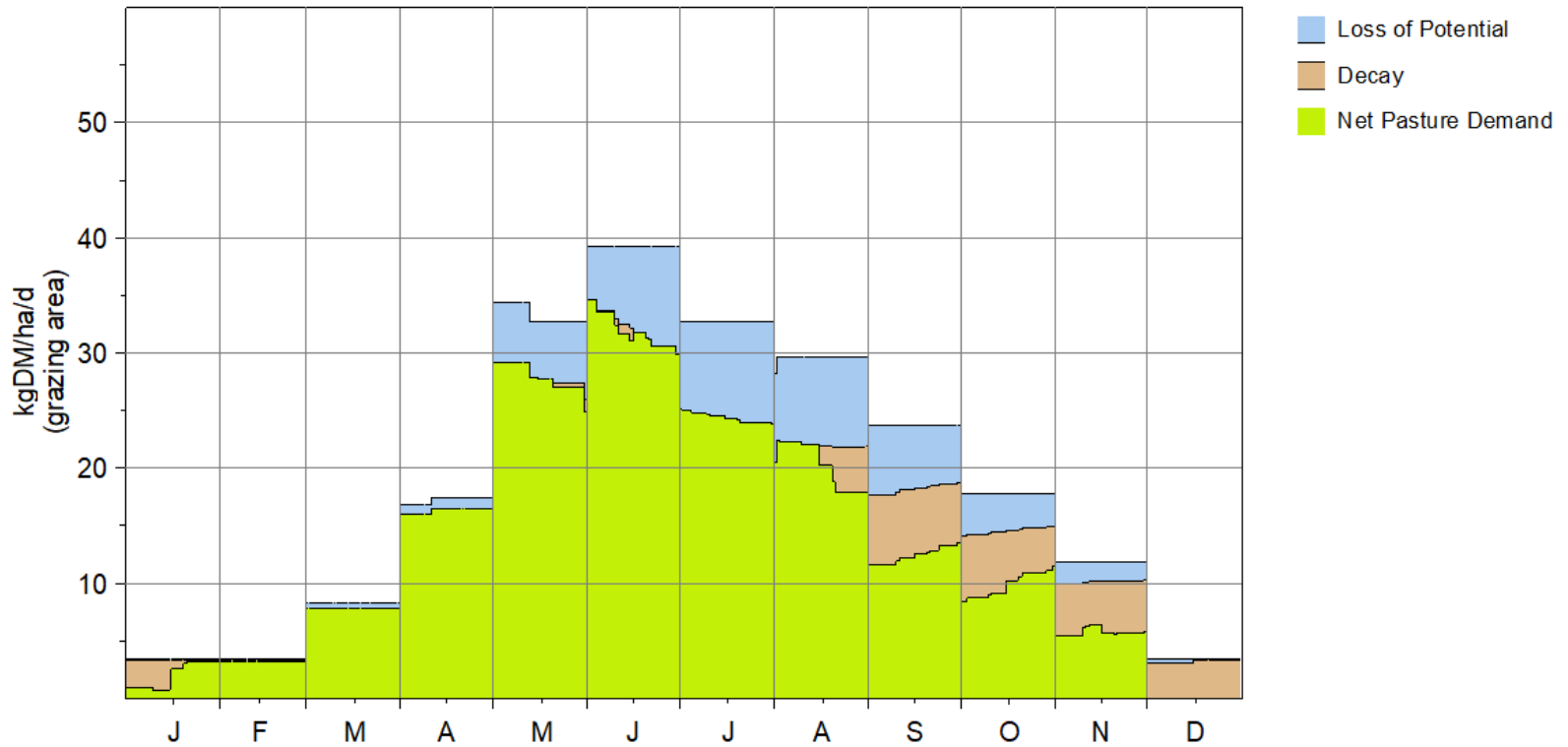
Jan 19 - Dec 19



"Net Pasture Demand" - Calculated from total stock demand less that supplied from supplements, plus the change in cover.

Pasture Growth Potential Growth for Clonhie

Jan 19 - Dec 19

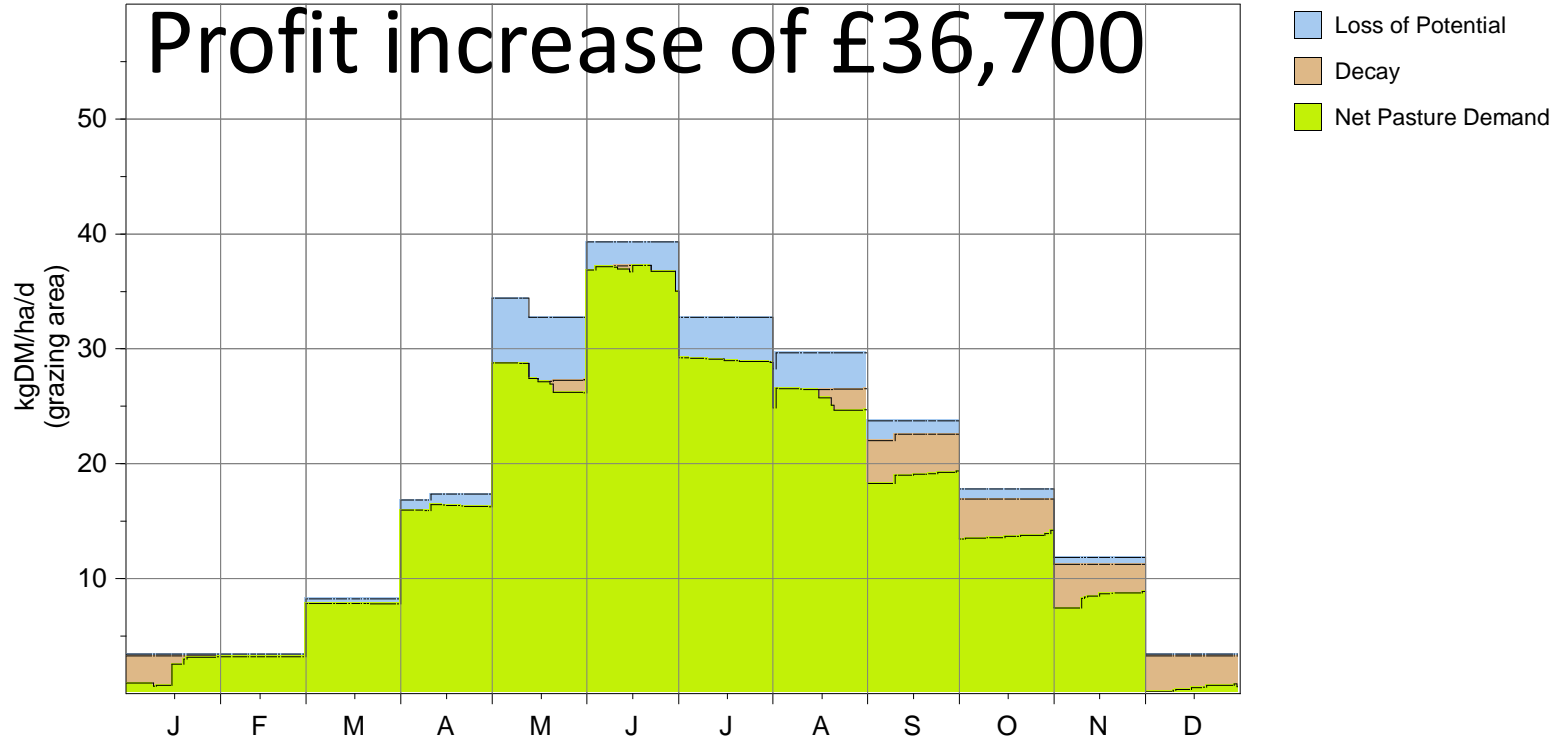


"Net Pasture Demand" - Calculated from total stock demand less that supplied from supplements, plus the change in cover.



Increase stock

Profit increase of £36,700



"Net Pasture Demand" - Calculated from total stock demand less that supplied from supplements, plus the change in cover.

What Next?

- Double check all the data
- Keep adding new data
- Put in some financials
- Discuss workable options
- Find some solutions to improve £££££

Thank you

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