

**CANDY FOCUS FARM CHECKLIST:**

Here is a take home checklist of the key changes that drove Alister and Lyn’s fantastic improvement in performance and profit. Can you put a tick by some of these to improve profit and performance on your farm?

What Changed	How Well Are You Doing This?				
	I’m Not	Pretty Poor	I’m OK	Pretty Good	I’m a Star
<b>Pasture:</b>					
Checking Post Grazing Residuals Each Day					
Rotation Length Targets for Each Month					
Spring Rotation Plan to Allocate Feed in winter					
10 Day Farm Walk & Feed Wedge					
Winter Feed Budgets					
Runoff/Winter Grazing Plan					
Supplement Plan – When & How Much					
Standoff Plan to Avoid Pugging					
Nitrogen Plan – When and How Much					
<b>Animal:</b>					
Assess Body Condition Score Regularly					
Achieve Body Condition Score 5 at Calving					
Weigh Youngstock & Compare against targets					
Creating a preferential mob for “at risk” stock					
Analyse Reproductive Performance annually					
Reproduction Plan (Key dates and Actions)					
<b>Financial:</b>					
Benchmark on DairyBase					
Annual Cashflow Budget					
Monitor Expenses Against budget (monthly)					
Use Cashmanger to do my GST					
Adjust Budget when Fonterra changes forecast					
Share my Budget with People I Trust					

**WHO WILL YOU SHARE THIS SHEET WITH TO MAKE A POSITIVE DIFFERENCE TO YOUR BUSINESS & YOUR FAMILY?**

## Pasture

- **Target Residuals:** This tells you how well the cows are being fed - Intakes were calculated to leave 1500 residuals for milkers
- **Target Rotation Length:** Have rotation length targets for each month – this drives growth rates
- **Spring Rotation Plan:** Use the SRP to manage rotation and area grazed from planned start of calving to balance date. It was made By Northland farmers for Northland farmers
- **Farm Walks:** Alister and Lynn measured their grass every 10 days and used the results to allocate their grass and supplements
- **Runoff and Feed Budget:** Have a plan for winter at the runoff, daily shifts were essential
- **Supplements Used Accurately and Profitably:** Aliser and Lynn used their supplements to fill true feed deficits and rotation length and post grazing residuals. Plan how much you'll need and monitor against the plan
- **Avoiding Pugging:** Alister and Lynn used a variety of strategies to avoid damaging pasture during wet periods – you don't need a herd home or standoff pad, just some planning
- **Nitrogen:** Nitrogen was used following grazing though the winter to increase growth rates and strategically with rain to slow the rotation before summer

## Cows

- **Regular BCS** Alister and Lynn learned to consistently condition score their cows
- **Target BCS.** Getting all cows to condition score 5 at calving was an important goal. OAD milking at risk cows was a strategy used to improve cow condition
- **Target intakes.** Alister and Lynn worked hard to accurately fully feed their cows, without wasting grass
- **Reproduction focus.** A big effort was made to improve their 6 week in calf rate
- **OAD milking** of light condition cows to help them cycle

## Young stock

- **Regular Weighing and Monitoring.** Young stock were weighed and drenched regularly and their progress monitored against their target weights
- **Preferential Mobs:** Animals below target were split out and given preferential feeding
- **PKE over first summer.** PKE was fed over the calves first summer to maintain the challenging target growth rates – the energy of summer/autumn grass is not sufficient
- **Improved subdivision** Alister and Lynn dramatically improved the subdivision on their runoff. Daily shifts and improved pasture quality led to better growth rates.

## Financial

- **Benchmarking:** Comparing Alister and Lynn's income and costs with other similar dairy farm businesses and top performing operators – Question what's different and why
- **Make A Plan:** Work with trusted rural professionals to manage expenditure
- **Budget:** Alister and Lynn shared their budget with Charmaine and the Management team to create an ambitious budget
- **Cash Manager:** Coding and recording all expenditure and income to ensure there is good financial information to drive decisions
- **Monitoring Budget v Actual.** Each month they compared their actuals against budget to see how they were going and identify issues early