

Willsden, Canterbury Owner System 3
2024-25 Season review May 31st 2025
Season numbers at a glance

KPI's	Budget	Updated forecast Budget/Actuals
Milk Production (kgMS/ha)	1,608	1,640
Milk Production (kgMS/cow)	469	478
Net Dairy Cash Income (\$/kgMS)	\$8.28	\$9.99
Total Farm Working Expenses (\$/kgMS)	\$5.75	\$5.75
Cash Operating Surplus/Deficit (\$/kgMS)	\$2.53	\$4.24
Gross Farm Revenue (\$/kgMS)	\$8.27	\$10.01
Operating Expenses (\$/kgMS)	\$6.02	\$5.72
Operating Profit (\$/ha)	\$3,612	\$7,034

* These KPI's are based on cash book budget/actuals to the 31/5/2025 and estimated non-cash adjustments. The final financial performance based on financial statements may differ

Key points

- The farm produced 500,000 kgMS for the season, a first for the farm and a great milestone. This was 2% up on budget.
- The season has been wetter than average, although late November was quite hot which did affect the cows. Summer was wet and cloudy with soil temperatures lower than average.
- The late autumn was exceptional with good pasture growth and less irrigation required.
- More cows were milked in May which added another 400 cow milking days.
- The last milking was May 31st 2025
- Milk income for the financial year is 22% up on budget with the increase in milk price received and additional milk solids produced.
- It has been a focus in this higher payout year to ensure costs are controlled so that the increase in payout is captured as profit. Total costs are up 2% but with the additional milk production have finished on budget at \$5.75/kgMS
- Operating expenses, (opex), and Farm working expenses, (FWE), are under budget should be around \$5.70/kg MS once extra feed on hand is accounted for.
- The farm is well set up for the coming season.
- Nitrogen use for the season was on budget at 186 kgN/ha.

Comments

Using fodder beet as an autumn feed and not just for transition has helped contribute to the strong autumn finish for the farm by providing a bulk of high ME, low cost feed.

Yields this year were good at 22-24 t DM/ha and at those yields the cost of the fodder beet this year was \$0.12/kg DM

From early April the crop was fed at 2-3 kgDM/cow of fodder beet with the levels of crop increasing through May to a maximum of 4-5 kg DM/cow.

The growth rates and feed on hand through May enabled more cows to be milked to the end of the month without compromising cow condition or pasture cover.

Irrigation requirements through this period were low meaning less pressure on workloads so milking more cows for longer did not add too much to the workload.

Through May the herd was fed largely on pasture and crop, very little supplement was needed compared with other years.

The additional milk production may affect N loss KPI's particularly with milking more into May, but since very little supplement was fed that may mitigate this somewhat.

Current Situation

The fodder beet crop is all finished now, and all the cows are at winter grazing as at June 13th.

Body condition score average for the herd at May 31st was 4.3. The earlier calving cows had been dried of sooner so they are higher.

Pasture cover for the end of May was 2,042 kg DM/ha which is about 200 kg DM/ha above target for this time of year (1,900 kg DM/ha).

The farm has 500 t DM of baleage on hand which is 400T DM more than last season. The good growing conditions in the area meant there was surplus good quality feed available to purchase from the support blocks and the decision was made for Willsden to buy extra feed. This will mean less needs to be purchased next season.

Annual Cash Actuals updated May 2025

Name:	Canterbury Owner System 3			Budget Period		1	/	6	/	2024	to	31	/	5	/	2025
Farm Details:																
Budget	490,000 kgMS	1045 Cows	304.8 ha	469	kgMS/cow	1608	kgMS/ha	3.43	cows/ha							
Farm Details:																
Budget/Actual	500,000 kgMS	1045 cows	304.8 ha	478	kgMS/cow	1640	kgMS/ha	3.43	cows/ha							
Variance (Actual less Budget)	10,000 kgMS	cows	ha	10	kgMS/cow	33	kgMS/ha	cows/ha								
Income				Budget			Budget/Actual			Variance						
Net Milk Sales				\$3,958,200			\$4,837,349			\$879,149						
Net Dairy livestock sales (calves + culls + other - purchases)				\$92,100			\$146,275			\$54,175						
Other dairy cash income				\$6,600			\$13,200			\$6,600						
Net Dairy Cash Income				\$4,056,900			\$4,996,824			\$939,924						
Expenses				Budget			Budget/Actual			Variance						
Wages				\$524,100			\$564,328			\$40,228						
Animal health				\$88,800			\$82,035			-\$6,765						
Breeding and herd improvement				\$115,200			\$114,501			-\$699						
Farm dairy				\$30,800			\$27,619			-\$3,181						
Electricity (farm dairy, water supply)				\$34,000			\$27,517			-\$6,483						
Supplements made (incl. Contractors)							\$8,500			\$8,500						
Supplements purchased				\$323,000			\$343,125			\$20,125						
Calf rearing				\$36,000			\$31,050			-\$4,950						
Young and dry stock grazing				\$314,000			\$306,660			-\$7,340						
Winter cow grazing				\$373,100			\$400,059			\$26,959						
Run-off lease																
Fertiliser (incl. N)				\$151,200			\$154,276			\$3,076						
Irrigation				\$406,000			\$379,625			-\$26,375						
Regrassing and cropping				\$57,500			\$75,157			\$17,657						
Weed and pest				\$5,300			\$5,250			-\$50						
Vehicles and fuel				\$40,500			\$36,946			-\$3,554						
R&M (land, buildings, plant, machinery)				\$105,300			\$111,830			\$6,530						
Freight and general farm expenses				\$18,700			\$10,940			-\$7,760						
Administration e.g. accountant, consultant, phone				\$126,100			\$130,009			\$3,909						
Insurance				\$40,300			\$40,300									
ACC																
Rates				\$25,400			\$25,578			\$178						
Other expenses																
Total Farm Working Expenses				\$2,815,300			\$2,875,305			\$60,005						
Cash Operating Surplus / Deficit				\$1,241,600			2,121,519			\$879,919						
Non Cash Adjustments				Budget			Actual			Variance						
Value of change in livestock numbers				-\$5,800			6,310			12,110						
Labour adjustment																
Less Feed inventory Adjustment							156,000			156,000						
Owned support block adjustment																
Depreciation				\$135,000			140,000			5,000						
Dairy Gross Farm Revenue				\$4,051,100			\$5,003,134			\$952,034						
Dairy Operating Expenses				\$2,950,300			\$2,859,305			-\$90,995						
Dairy Operating Profit				\$1,100,800			\$2,143,829			\$1,043,029						
Dairy Operating Profit/ha				\$3,612			\$7,034			\$3,422						

Commentary re variance

	Actual to Budget Variance	
Milksolids	10,000	Cow milking days in the first half of the season are slightly behind last season due to a slower first week of calving, but cows peaked 10% higher than last season and were tracking above budget all year. Pasture growth and cow condition in late April and through May have been exceptional and the more cows were milked in May with the last milking on May 31st. This resulted in an additional 400 cow milking days for that month and saw the farm reach the milkestone of 500,000 kg MS for the year, a first for the farm.
Cows	0	
Hectares	0	
Net Milk Income	879149	Forecast milk price received for the financial year is up \$1.60 the original May 2024 budget. The lift in milk price and extra milk production has had a significant impact on milk income. Not only is the advance rate up on budget but so are the dividend payments, deferred milk income and receipts for the co-operative difference.
Net Dairy livestock sales (calves + culls + other - purchases)	54175	Average price of culls to date is over \$200/head higher than the original \$700 in budget.
Other dairy income	6600	

Net Dairy Cash Income	939924
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Expenses		
Wages	40228	Staffing levels were higher than orginally budgeted to cover for 2IC on ACC leave until November 2024, and allowing for him to phase back in. Additional were junior staff employed to put in more people power to compensate for fewer senior staff. Staff were also paid bonuses in recognition of the good payout payout and achieving 500,000 kg MS.
Animal health	-6765	A later drying off date has delayed some expenditure.
Breeding and herd improvement	-699	
Farm dairy	-3181	
Electricity (farm dairy, water supply)	-6483	One meter has been upgraded to 4G which used to have a meter reading every March for the year. Rooftop solar system installed in December which generated \$720 of energy in January. Despite milking more cows for longer inMay electrcity costs are down on budget due to the solar energy system.
Supplements made (incl. Contractors)	8500	Had budgeted for no baleage made on farm. Made a small surplus into baleage in late spring, (16 t DM), and another 40 t DM in late January/early February.
Supplements purchased	20125	Needed less supplements in the spring as cows stayed at winter grazing longer so unused baleage sold to other farms in Camden group which has partly offset the increase in winter grazing costs. Did purchase \$3,000 more straw early in the season. Barley prices are up so less barley was purchased to stay within allocated budget. Cost of purchased baleage was \$0.42/kg as price paid is linked to ME and all baleage has been tested at better than 11.5 MJME/kgDM. More baleage was purchased as there was surplus feed available to buy from the support blocks.

Calf rearing	-4950	Reared fewer replacement calves, 245 compared with 261 budgeted.
Young and dry stock grazing	-7340	Fewer weaners at grazing as only reared 245 calves, (261 were budgeted).
Winter cow grazing	26959	There was more feed on the support blocks due to better than average winter growth and good crop yields, so cows were wintered off for longer.
Run-off lease	0	
Fertiliser (incl. N)	3076	Fertiliser applied is up as soil tests done in September indicated extra phospahte was needed on the paddocks that had been missed last year, (to mine high olsen P levels when payout drop was announced).
Irrigation	-26375	It has been a wet summer and autumn with water usage down this year, and electricity usage was also lower.
Regrassing and cropping	17657	Regrassed an extra 6 ha of pasture. Regrassing costs/ha are on budget at \$1,030/ha.
Weed and pest	-50	
Vehicles and fuel	-3554	More R and M than expected. Fuel costs are were down on budget by about \$4,000.
R&M (land, buildings, plant, machinery)	6530	Irrigation repairs are up as the drive motor needed replacing and a centre tower needed legs lifted on one side of the pivot pad to correct tilt.
Freight and general farm expenses	-7760	Had finalised budget for the bio-security levy before it was dropped from \$0.024/kgMS to \$0.008/kgMS.
Administration e.g. accountant, consultant, phone	3909	Required to install telemetry device on wells, and partial surrender of consent for wells unused.
Insurance	0	
ACC	0	
Rates	178	

Total Farm Working Expenses	60005	
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Non Cash adjustments		
Value of change in livestock numbers	12110	Will have 15 fewer R 1 heifer, 14 fewer R 2 heifers and 28 more MA cows than budgeted. Some empties were milked to the end of May due the good feed situation and milk price.
Labour adjustment	0	
Less Feed inventory Adjustment	156000	With the plentiful supply of feed available for purchase from the support blocks and less baleage needed in May an additional 400 t of Baleage is going to be taken into the next season.
Owned support block adjustment	0	
Depreciation	5000	