

## Thinking of expanding your dairy farm business? – Use the Lakeland Dairies Sustainable Dairying Calculator

With just over 300 days until removal of quotas you could be thinking of expanding and developing your dairy farm business? However, are you worried about the cost associated with expansion and the overall sustainability of your dairy business? If so, a good business plan is the essential first step. With this in mind the joint programme team have developed a cost control planning service entitled **The Lakeland Dairies Sustainable Dairying Calculator**. Using the dairying calculator the joint programme team can help you calculate what your farm is currently returning and what the farm could return with increased efficiencies in certain areas. We can also look at the cost of expansion for your own personal situation, the level of borrowings needed and most importantly the repayment capacity required. To illustrate what the calculator can produce we will run through an example looking at the average Lakeland supplier using data from last year's survey and projecting where this farmer could get to by 2020. The figures are worked off a 32c/l base price.

Average Lakeland Dairies Farmer					
Total farm Ha	54		Milking platform size	28.8	
Cow no's	58		Replacement rate	30%	
Total Dairy SR	1.40		Grazing platform SR	2.01	
Yield per cow	4800L	Fat%	3.98	Protein %	3.30
Gross output	31.9 c/l	€87,382	Net Profit	7.4 c/l	€20,280
Total Costs	24.5 c/l	€67,102	Profit/ Ha		€376

2020 Average Farmer					
Total farm Ha	54		Milking platform size	28.8	
Cow no's	80		Replacement rate	25%	
Total Dairy SR	1.85		Grazing platform SR	2.78	
Yield per cow	5500	Fat%	4.10	Protein %	3.45
Gross output	34.4 c/l	€149,000	Net Profit	11.5 c/l	€49,688
Total Costs	22.9 c/l	€99,312	Profit/ Ha		€920

**How do we get from the average Lakeland farmer today to the projected 2020 Lakeland average?**

- Increasing from 58 cows to 80 cows
- Improving milk from forage from 2,500L in 2014 to 3,300L in 2020 and improving growth rates of 8T/Ha currently to 10T/Ha in 2020 by improving grassland management on farm
- Improving F% from 3.95% to 4.20% and P% from 3.30% to 3.45% by breeding for increased solids production and better forage quality
- An investment of around €115,000 is needed to achieve this level of performance with most of the money borrowed for land improvement works and pasture improvements which give the greatest return on investment.

The example above shows the potential that exists on our dairy farms. If you are thinking of expanding/developing your dairy business in the next couple of years and would like to run your figures through the Sustainable Dairying Calculator please contact one of the joint programme advisors

**For further information & advice contact any of the joint programme advisors**

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## Herd Fertility Audit

As late calving cows are > €400 less profitable when compared to early calving cows, Lakeland dairies/Teagasc ran 5 fertility farm walks throughout April. Take the first step now and audit your herd through scoring the actions and performance parameters below.

Key Performance Indicator	Parameters	Score	Your Score
6 Week Calving Rate	>75%	5	
	70-75%	4	
	65 - 70%	3	
	60-65%	2	<input type="text"/>
	<60%	1	
% of herd served in first 3 weeks	>85%	5	
	80 - 85%	4	
	75 - 80%	3	
	70-75%	2	<input type="text"/>
	<70%	1	
Heat Detection Management	Tail Paint + Records	5	
	Tail Paint	3	<input type="text"/>
	Observation only	1	
Body condition at breeding	3	5	
	2.75	4	
	2.5	2	<input type="text"/>
	<2.5	1	
Heifers Calving at 2 years old	> 90%	5	
	80 - 90%	4	
	70 - 80%	3	
	60-70%	2	<input type="text"/>
	< 60%	1	
Your Score		<b>Comment</b>	
<b>Under 10</b>	Serious fertility problem in herd- contact joint programme advisor to discuss		
<b>10-20</b>	Moderate fertility- target low scoring areas for further improvement		
<b>Over 20</b>	Good fertility management on farm. Continue to improve protocols		

**\*\*If your score is orange or red call one of the joint programme advisors for help on ways to improve this.**

**HAVE YOU REPLACEMENT HEIFERS WITH AN EBI €150+ THAT YOU ARE WILLING TO SELL?**

**Wanted!!!!**

**Lakeland Dairies have a number of new entrants interested in sourcing high EBI heifers to begin milk production.**

**If you feel you have what they are looking for please contact Members Relations on 1890 474720 or Adrian on (087)4138584**