



MONITOR FARMS PROGRESS 2005 - 2010

- Milk solids production increased by 39% over the 6 year period
- Stocking rates have increased with cow numbers increasing from 65 to 85
- Total costs at 18.39c/litre in 2010 were 14% higher than in 2005 when total costs were 16.05c/litre
- While dairy income fluctuated from 17.5c/litre in 2007 to 4.84c/litre in 2009 the average over the period was 12.06c/litre

Trends in Dairy Income/Production on Spring Calving Monitor Farms 2005 - 2010 (No. = 24 Farms)

Table 3	2005	2006	2007	2008	2009	2010
Cow No's	65	66	70	76	82	85
Litres Produced	333680	360858	384477	399571	402344	453224
% Protein	3.4	3.44	3.45	3.43	3.36	3.43
% B./Fat	3.87	3.87	3.84	3.87	3.88	3.87
Kgs Milk Solids/Farm	24635	26796	28490	29790	30043	34152
Milking Block Area (Ha)	33	33	33	34	34	34
Stocking Rate Cows/Ha	1.98	2.00	2.12	2.21	2.41	2.50
Milk Solids Kgs/Ha	750	812	863	867	884	1004
Total Cost/Litre	16.05	16.88	17.75	19.97	19.03	18.39
Dairy Income/Litre	12.18	10.87	17.50	14.44	4.84	12.57

CONCLUSION

- Dairy Farmers should adopt all available technology in breeding and nutrition to achieve higher dairy income
- Join a discussion group to keep up to date on new developments in the business of dairy farming
- Kerry Agribusiness and Teagasc acknowledges the co-operation that both organisations have received from participating monitor farmers and others who have contributed to the ongoing success of the programme.



FOCUS ON PROFIT

Kerry Agribusiness/ Teagasc

MONITOR FARM PERFORMANCE AND REVIEW 2010



Mission Statement

We will empower our client farmers with:

- The most up-to-date technical advice.
- The financial expertise to set and achieve financial goals.

The joint programme will:

- Promote profitable and environmentally sustainable farming.
- Enhance the quality of life of all participants.



Focus on Profit Programme

Monitor Farms:

27 monitor farms have been selected to implement the objectives of the Mission Statement.

Discussion Group Members:

There are 1,000 dairy farmers in 50 discussion groups who benefit from the sharing and adoption of new technology.

All milk suppliers are invited to participate in the programme through a series of seminars/clinics, farm walks and publications on all aspects of dairy farming.

Monitor Farms Performance 2010

2010 brought welcome relief to dairy farming from the difficult milk production and dairy market conditions of 2009.

Milk Output (see table 1)

- Milk solids production increased by 14% compared to 2009
- Milk solids per Ha of milking block exceeded 1000 kgs for the first time in 2010
- Monitor farms milked 85 cows/farm with a stocking rate of 2.5 livestock units/Ha
- Milk output was 5332 litres/cow @ 3.43% protein and @ 3.87% butter fat

Milk Solids Produced

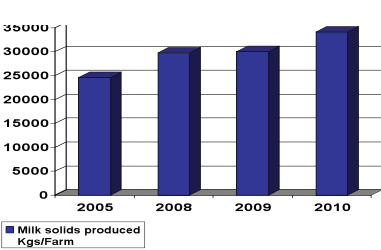


Table 1	2009	2010
Cow Numbers	82	85
Litres Produced	402,344	453,224
Litres Per Cow	4,919	5,332
% Protein	3.36	3.43
% Butterfat	3.88	3.87
Kgs Milk Solids/Farm	30,043	34,152
Milking Block Area (Ha)	34	34
Stocking Rate Cows/Ha	2.37	2.50
Milk Solids Kgs/Ha	870	1,004
Grass Utilised (tonnes DM/Ha)	9	9.2

Dairy Income (see table 2)

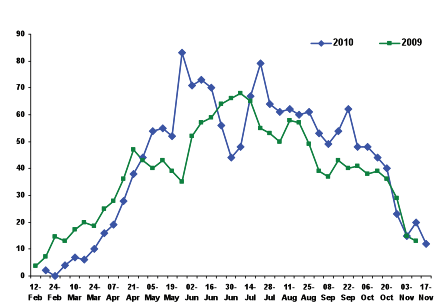
- Dairy income (Excl. direct payments and own labour) was 12.57c/lit in 2010
- It cost monitor farms 18.39c to produce a litre of milk
- There is a significant range in Dairy Income from 4.9c/litre to 16.20c/litre

Table 2	2009 c/Litre	2010 c/Litre
Dairy Output	23.59	30.95
Total Variable Costs	10.62	10.24
Total Fixed Costs	8.14	8.15
Total Costs	18.76	18.39
Dairy Income	4.84	12.57
Range Dairy Income	2.26 - 10.13	4.9 - 16.20

Grass Production/ Utilisation

- Despite poor grass growth in April/May, overall grass production was good resulting in significant increases in both milk production and milk constituents.
- Regular grass measurement allowed timely decisions on optimum grass production and fodder reserves.
- Average grass utilisation was 9.2 tons dry matter/Ha with individual farms utilising up to 13.0 tons dry matter /Ha
- New swards will grow up to 30% more grass. Reseed 10% of the milking block annually.
- Regular soil analysis is essential as part of an overall nutrient management programme.

Kerry Grass Growth 2009 - 2010



Breeding

- Progress continued with monitor farms increasing herd EBI to €85 in 2010 (up from €75 in 2009)
- The herd replacement rate was 23%, of which 5% related to increasing herd size
- Calving interval was 380 days
- The number of days in milk was 278
- Six week calving rate was 65% - the target for monitor farms is 80%.
- Good heat detection remains a crucial part of maintaining a compact calving pattern

Breeding Progress

