

**Teagasc GII monitor farm walk**

**Beausang Farm**

**Grange**

**Co. Waterford**

**Topics**





**Introduction to new monitor farm.**

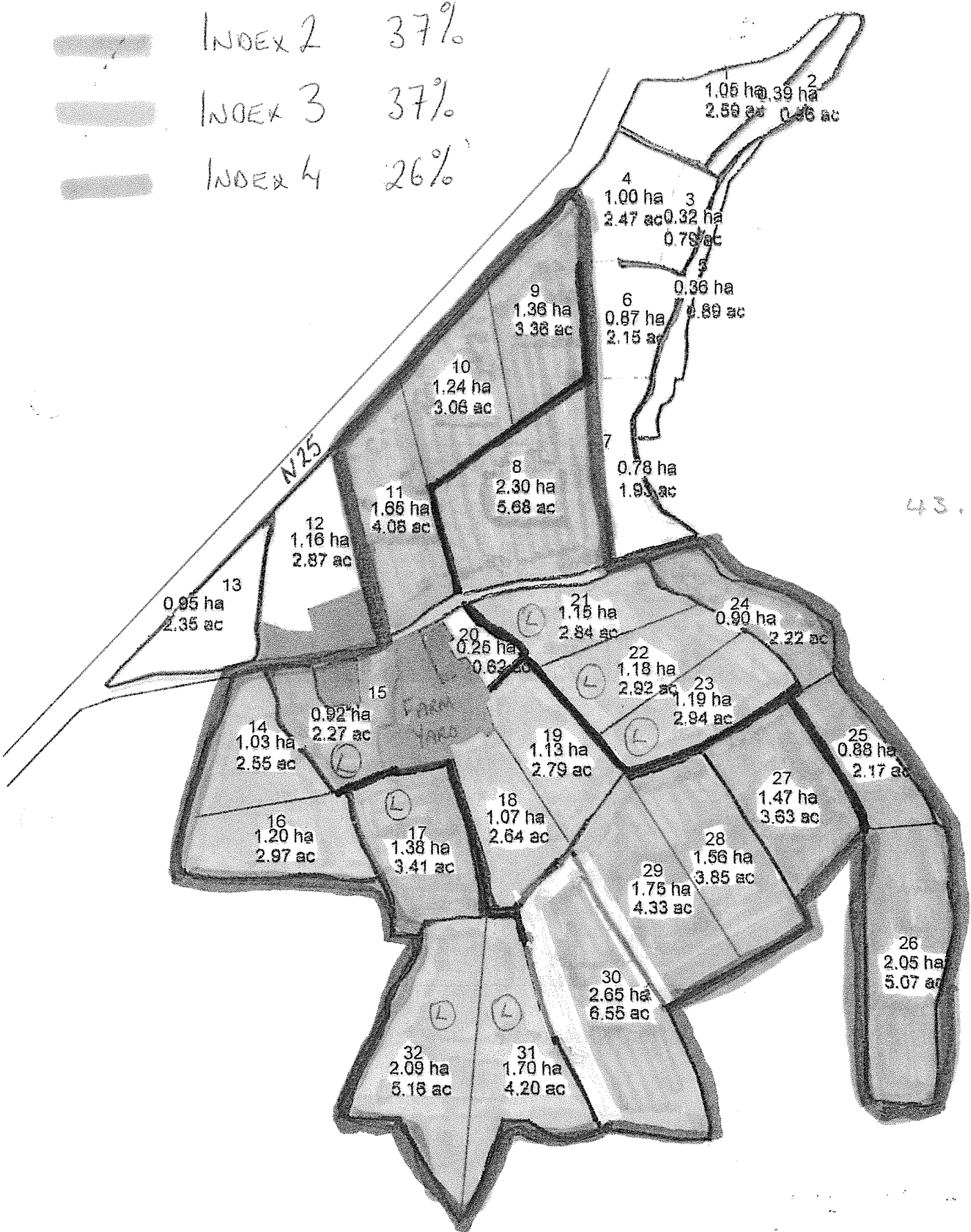
**Financial and physical farm plan.**

**Cash flow issues for 2016**

**Feeding the cow from now to next Spring.**

P

	INDEX 1	0%
	INDEX 2	37%
	INDEX 3	37%
	INDEX 4	26%



25.

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# Summary of farm

<b>Name</b>	Conor Beausang	<b>IE Number</b>	
<b>Address</b>	Churchquarter Grange Via Youghal Co Waterford	<b>Print Date</b>	07-Oct-2015

Short Term Goals			Long Term Goals		
Improve soil fertility			Milk 120 cows		
Grow more grass			Keep borrowings low		
			1.25 labour units		

Farm Details		2018	Stock Details	Today	Last Yr	2018 Target
Land owned (ha)	48		Dairy cows	79	55	120
Land farmed (ha)	74		0-1 replacements	27	15	30
Cereal crops (ha)	12		1-2 replacements	19	30	30
Milking platform (ha)	31.8	45	2+ replacements			
Cows/milking platform (ha)	2.4	2.7				
			0-1 cattle	22	37	30
			1-2 cattle	37	42	
			Other cattle	2	2	
Total labour units on farm	1.5		Overall stocking rate	2.2	1.86	2.2

Costs and Profit	c/l	Average	EBI Details 06-Oct-2015	Cows	Repl 9+	Calves
Dairy output	34.85	39.43	Number	79	19	27
Feed	1.61	4.46	EBI (€)	164	202	217
Fertiliser	2.63	2.83	Milk SI (€)	46	73	71
Vet	1.4	1.16	Fertility SI (€)	91	102	113
AI	1.11	0.61	PTA Milk kg	113	159	182
Contractor	1.64	1.86	PTA Fat %	0.07	0.12	0.11
Other variable costs	2.3	1.98	PTA Protein %	0.07	0.12	0.1
Total variable costs	10.69	12.9				
			Calving and Fertility	Year	Cows	Heifers
Machinery	1.08	1.67	Calving start date	2015	27-Jan-2015	22-Jan-2015
Car, ESB, Phone	1.54	1.47	Median calving date	2015	12-Feb-2015	07-Feb-2015
Depreciation	2.11	2.15	Calving Period	2015	11 wks	11 wks
Other fixed costs	5.44	5.07	Calving interval (days)	2015	363	-
Total fixed costs	10.17	10.31	Spr 6 wk calving rate (%)	2015	84	-
<b>Total costs</b>	<b>20.86</b>	<b>23.21</b>				
<b>Net profit</b>	<b>14</b>	<b>16.21</b>	3 wk submission rate (%)	2015	87	-
<b>Net profit/cow €</b>	<b>680</b>	<b>832</b>	6 wk pregnancy rate (%)	2015	81	-
			Empty Rate(%)	2015	8	0

			Main AI Sires Used 2015		EBI (€)	Milk/Fert (€)
			GZY		345	110/215
			BGJ		255	74/141
			WLY		344	96/198
			PKX		291	104/134
			PRW		285	82/178
			GGP		307	111/131
			<b>Weighted Average EBI</b>		<b>300</b>	<b>96/168</b>

Current Performance				2014	
Grassland Management		Milk Production			Sold per cow
	Today		07/09/2015		
St. rate (milking platform)	2.4		Milk yield (litres/cow)		4864
Demand (kg DM/ha)	42		Milk protein %		3.53
Pre-grazing yield (kg DM/ha)	2400		Milk fat %		3.99
Avg farm cover (kg DM/ha)	952		Milk solids (kg/cow)		377
Cover/LU (kg DM)	388				
Rotation length (days)	36		SCC,(000 cells/ ml)	138	122
Fertiliser use (kg N/ha)	160		Meal fed (kg/cow)	2	



# Financial Planning

	2014	2015	2016	2017	2018
Ha Farmed	62	62	65	65	65
Cow No.	55	78	100	115	123
Milk Supply lt	267,726	452,400	580,000	672,750	725,750
Fat %	3.99	4.2	4.3	4.3	4.3
Protein %	3.53	3.63	3.66	3.70	3.75
MS/Cow kg	380	471	479	486	493
Milk Price c/l	39	33.5	34.2	34.5	34.8
Milk Sales €	84834	148204	191520	225199	235144
Stock Sales€	44836	63080	37100	53100	70710
Total Farm Costs/Ha €	1284	1544	1861	2592	2651
Net Farm Profit/Ha €	1378	2369	1895	1881	1907
Cash Flow Ratio %	47	46	47	49	43
Net Cash Flow €	8474	41687	27481	28244	57493

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**Start-Up Investment**

Parlour	=	€ 5,775
		€ 5,000
Concrete	=	€ 7,860
Bulk Tank	=	€ 10,000
Wiring	=	€ 1,850
Miscellaneous	=	€ 1,100
Timber	=	€ 250
Roadway & Paddocks	=	€ 17,000
Cubicles Shed + Mats + Scrapers	=	€ 15,000
Repair Calf Shed	=	€ 2,000
Water Pipes & Troughs	=	€ 4,000
New Shed	=	€ 80,000
<b>Total</b>	<b>=</b>	<b>€146,235</b>

**€2,000/cow on 70  
COWS**

**Work done over 3 years - €130,000 borrowed – the rest was out of Cash Flow**

# Month by month

Month			
Opening Current Account balance	€	A	
Expected Receipts			
milk sales _____ litres @ _____ cpl	€		
Other sales	€		
Total Receipts	€	B	
Expected Payments			
Living Expenses	€		
Loan Repayments	€		
Tax	€		
Farm Expenses (list)			
1. Creditors to be paid e.g. co-op trading a/c	€		
2. Known payments e.g. direct debit	€		
3.	€		
4.	€		
Total Expenses	€	C	
Estimated Closing Current Account balance	€	A+B-C	

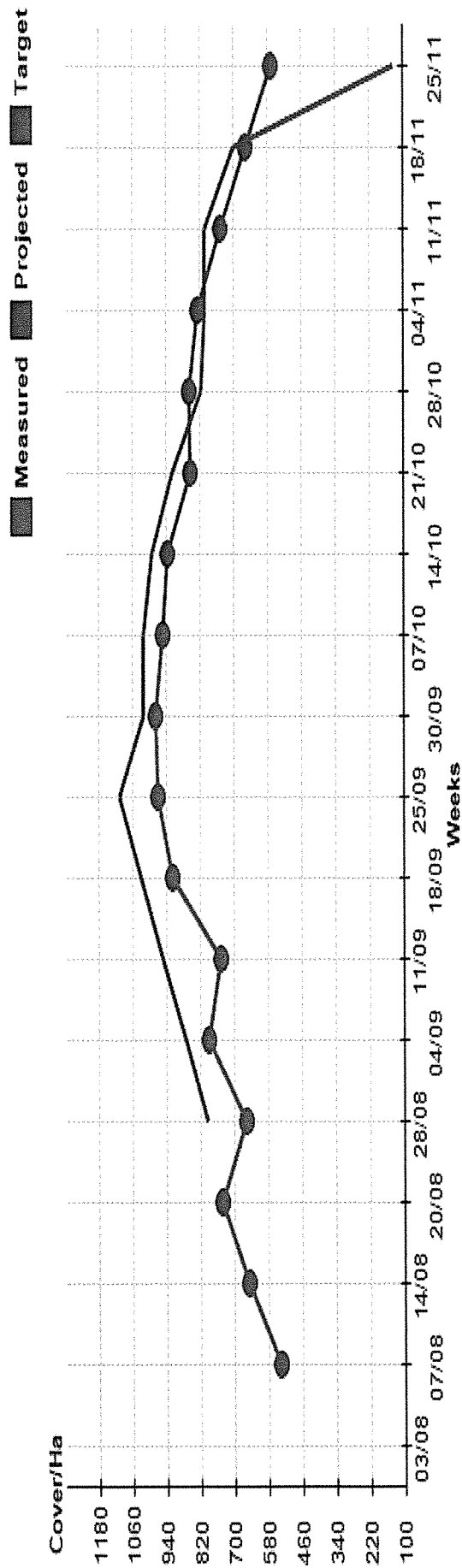
Creditors at start of month	
€	
€	
€	
€	
€	

Creditors at end of month	
€	
€	
€	
€	
€	

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## Autumn Grass Budget

Week Starting	07/10/2015	14/10/2015	21/10/2015	28/10/2015	04/11/2015	11/11/2015	18/11/2015	25/11/2015
Grazing Area	31.88	31.88	31.88	31.88	31.88	31.88	31.88	31.88
Target Cover	1021	989	915	813	800	700	700	550
Projected Cover		934	853	857	826	747	657	567
Measured Cover	952	0	0	0	0	0	0	0
Growth Cover	39	30	25	20	10	6	6	6
Spring Milklers	78	78	78	78	68	60	60	60
Grass	17	17	10	10	10	10	10	10
Meal	2	2	2	2	2	2	2	2
Silage	0	0	6	6	6	6	6	6
Grass Demand	41.59	41.59	24.47	24.47	21.33	18.82	18.82	18.82
Stocking Rate	2.45	2.45	2.45	2.45	2.13	1.88	1.88	1.88



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Show Period

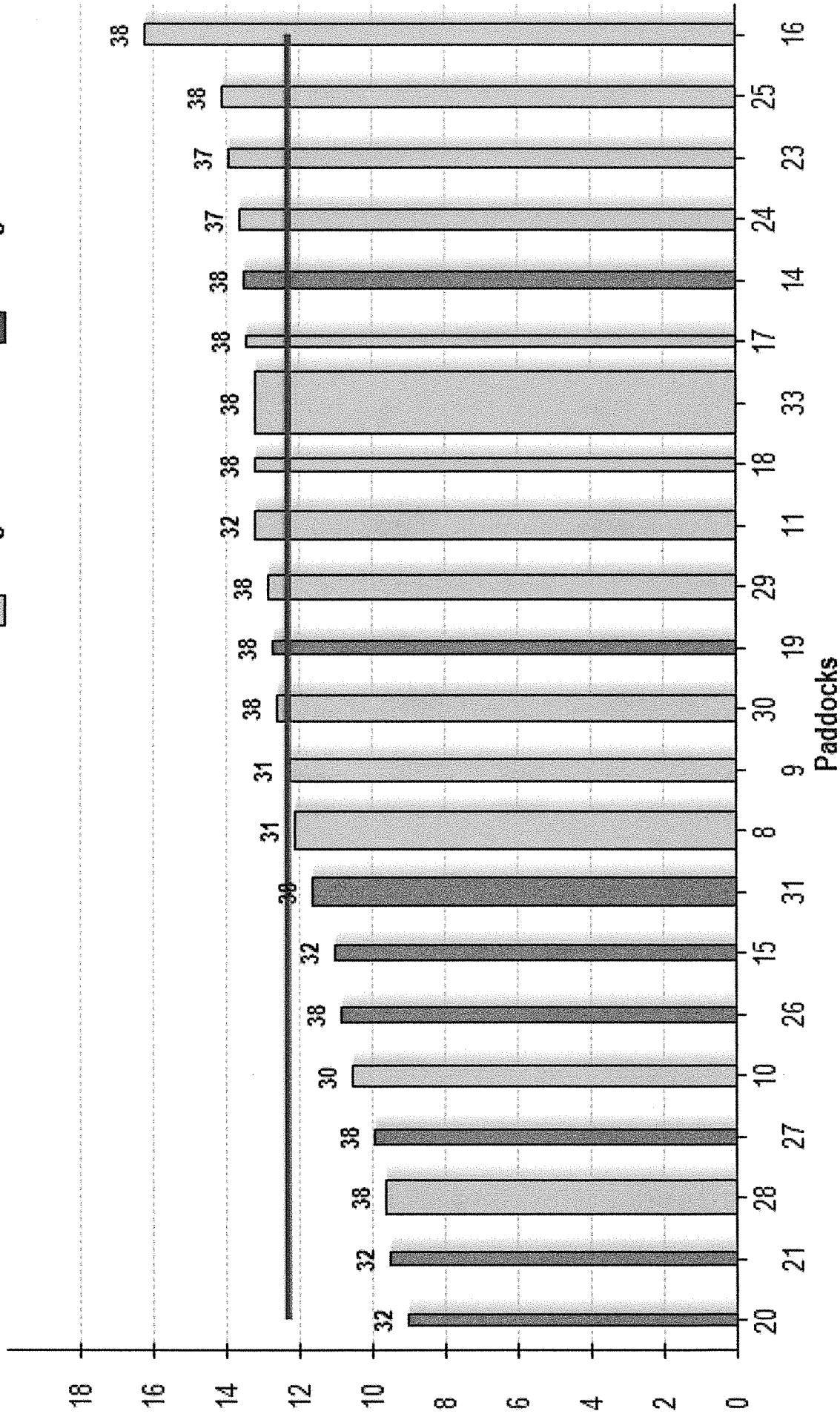
Exclude If Measured Less Than

18/12/2014 To 07/10/2015 (293 Days)

Sorted By: Tonnes/Ha - Ascending

Tonne/Ha

☐ Silage Cut ☒ Average 12.32 Tonne/Ha





Farm Area (Ha)

Start Date

31 Days / 22.316 Ha Grazed

Interim Date

% To Graze By Interim Day

20 Days / 9.564 Ha Grazed

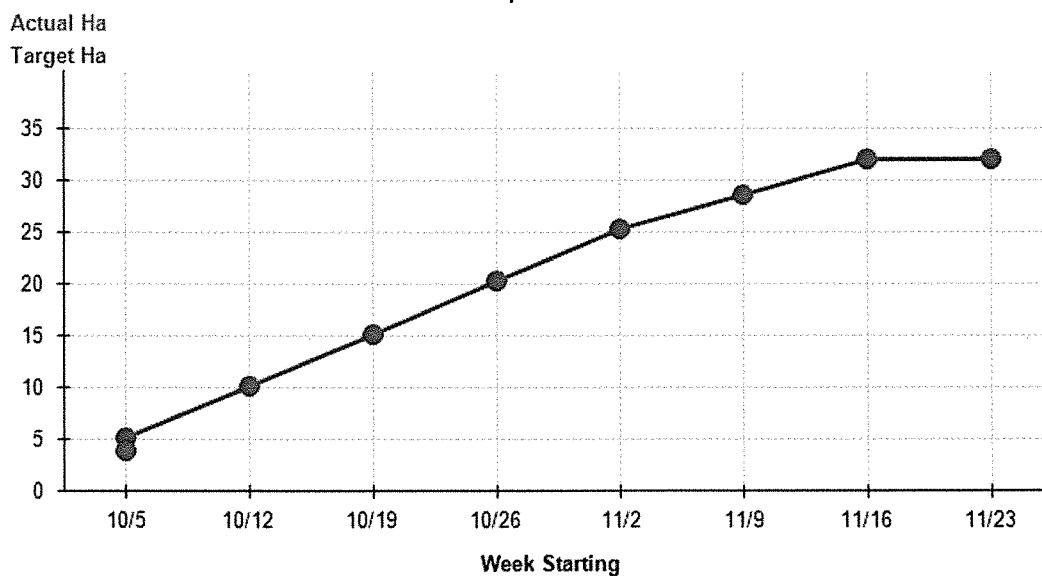
Housing Date

Notes:

Update/Save

Week	Ha/Day	Target Ha Grazed by week end	Target %	Actual Ha Grazed by week end	Actual %
05/10 - 11/10	0.72	5.04	15.8	3.8	11.9
12/10 - 18/10	0.72	10.08	31.6		
19/10 - 25/10	0.72	15.12	47.4		
26/10 - 01/11	0.72	20.16	63.2		
02/11 - 08/11	0.72	24.23	76.0		
09/11 - 15/11	0.48	27.58	86.5		
16/11 - 22/11	0.48	30.92	97.0		
23/11 - 29/11	0.48	31.88	100.0		

--- Comparison Chart ---



## Glanbia Seasonality Scheme

Requirements to qualify for Seasonality bonuses:

### Early Calving Bonus (ECB)

- June supply : Less than 15.5% of annual supply
- Feb Supply: Greater than 3% of annual supply
- Lactose in Feb > 4.35%

### Late Lactation Bonus (LLB)

- June supply : Less than 15.5% of annual supply
- Nov Supply: Greater than 3% of annual supply
- Lactose in Oct / Nov > 4.35%

## See Page 8 of Milk Statement:



Milk Supplier: [REDACTED]

Page 8 of 8  
Period: AUG 201  
Issue Date: 17.0

3F

Seasonality Statement 2015

	Standardised Monthly Supply 2014	Standardised Monthly Supply 2015
January		
February	8857	20612
March	24679	47270
April	41621	62227
May	33573	56097
June	39025	67108
July	25305	49214
August	22733	45081
September	17088	
October	4146	
November		
December		
Total Year to Date	217027	347609

### Step 1

Calculate required Annual Supply:  
 $(67108 / 15.5) \times 100 = 432,955$

347,609 delivered by the end of August. Therefore this supplier must deliver 85,346 litres before the 31/12/15

### Step 2

Whatever your annual supply is at the 31/12/15, then 3% of that figure is required in Nov for the Late Lactation Bonus (or 3% in Feb for the Early Calving Bonus)

Say in this case Annual Supply is 450,000 on the 31/12/15. Then 13,500 is the required supply for Nov to qualify for the LLB.  
 $(450,000/100) \times 3 = 13,500$

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## Glanbia Bulk Milk Disease Screening Service

Conor Beausang

Churchquarter

Youghal

Co Waterford

Sample ID

0260020

Herd Number

W1830211

Farm Dev. Advisor

Donal Corkery

Vet

David J Twomey MRCVS

### Vaccination Status

IBR	BVD	LEPTO	Salmonella
Yes	Yes	Yes	Yes

## SUMMARY RESULTS REPORT

Disease	Test Method
IBR gB (Non Vaccinating Herd)	ELISA (Antibody)
IBR gE (Vaccinating Herd)	ELISA (Antibody)
Leptospirosis	ELISA (Antibody)
BVD Antibody	ELISA (Antibody)
Neospora	ELISA (Antibody)
Salmonella	PCR/ELISA (Antigen)
Ostertagia (Stomach Worms)	ELISA (Antibody)
Fasciolosis (Liver Fluke)	ELISA (Antibody)

Date	20/06/15	Result Reading	Grade
		0.767	POS
		0.447	POS
		35.400	HPOS
		0.053	NEG
		ELISA (Antigen)	NEG
		0.94843	HPOS
		3.666	NEG

Date	01/05/15	Result Reading	Grade
		0.547	POS
		0.441	POS
		33.099	HPOS
		0.360	NEG
		ELISA (Antigen)	NEG
		0.75267	LPOS
		3.404	NEG

Date	03/10/14	Result Reading	Grade
		0.526	POS
		1.091	POS
		36.218	HPOS
		0.050	NEG
		ELISA (Antigen)	NEG
		0.93337	HPOS
		12.46	NEG

Date	04/07/14	Result Reading	Grade
		0.059	POS
		0.076	LPOS
		60.546	LPOS
		0.051	NEG
		ELISA (Antigen)	NEG
		1.109	HPOS
		12.78	NEG

COMMENT: Where cows/herds are currently vaccinated for BVD, IBR, Lepto; results for these tests may be affected by vaccination. Results are representative of milking cows whose milk is in the bulk tank at the time of sampling and relate only to the portion of the sample tested. All results should be discussed with your Veterinary Practitioner. Antibody levels indicate previous exposure to disease and/or vaccine. Positive results on antigen tests indicate the presence of that infectious disease in the milk sample.

## The effect of BC on fertility

Condition Score at 1 <sup>st</sup> Service	3 week Submission Rate	Pregnancy Rate after 42 days
Under 2.5	58%	50%
2.75	72%	57%
Over 3.0	73%	66%



## Target Scores

	Herd Average
Drying off	3.0 – 3.25
Pre-Calving	3.25
Start of Breeding	3.0



### Dry cow feeding to reach target BCS of 3.25 in 8wk dry period

#### BCS at Drying Off

Silage DMD (UFL)	<2.5	2.5	2.75	3.0+
>72 (0.81)	S+1C	S	SR	SR
68-72 (0.78)	S+2C	S+1C	S	SR
<68 (0.76)	S+3C	S+2C	S+1C	S

S = silage ad lib; SR = silage restricted

IC = 1kg meal; 2C = 2kg meal etc



### Dry off dates for different dry period durations based on calving date

#### Dry Off Date

Calving Date	9 week dry	12 week dry	14 week dry
15-Jan	13-Nov	23-Oct	09-Oct
01-Feb	30-Nov	09-Nov	26-Oct
20-Feb	19-Dec	28-Nov	14-Nov
01-Mar	29-Dec	08-Dec	24-Nov
17-Mar	14-Jan	24-Dec	10-Dec
01-Apr	29-Jan	08-Jan	25-Dec





Account Number: 50133

TEAGASC - Dungarvan Owen Power  
 SHANDON  
 DUNGARVAN  
 CO. WATERFORD

Certificate Number: SE35918

Farmer: Conor Beausang Grange				
Sample Receive Date: 11/09/2015		Return Date: 17/09/2015		Lab Reference: SE78826
Item	Units	Desirable Values	Result	Status
Dry Matter	%	20 - 30	27.3	-
pH	-	4 - 4.7	3.9	Good
Ammonia N	% of Total N	< 10.1	4.1	Good
ASH	%	< 8.6	8.3	Good
NDF	%	< 45.0	44.20	Good
DMD	%	> 68.9	73.2	Good
ME	MJ/kg	> 9.8	10.6	Good
Crude Protein	%	13.5 - 17	14.1	Good

Item	Units	Normal Range	Result	Status
PDIN	g/kg	65 - 102	83	A
PDIE	g/kg	58 - 83	78	
PDIA	g/kg	16 - 37	26	
UFL	per kg	.65 - .90	0.83	
UFV	per kg	.59 - .89	0.79	
SFU	per kg	1.04 - 2.81	1.64	
LFU	per kg	.95 - 1.89	1.31	
CFU	per kg	.96 - 1.92	1.32	
DM Intake Cattle	g/kg $W^{0.75}$	70 - 130	101	
DM Intake Sheep	g/kg $W^{0.75}$	60 - 140	93	

**PREDICTED PERFORMANCE**  
 (silage ad lib no meals)

**WITH GOOD MANAGEMENT**

Lactating Cows (Litres/Day)	12.2
Dry Cows (Kg/Day)	0.7
Beef Cattle / InCalf Heifers ( Kg day)	0.6
Weanling (Kg/Day)	0.4

**SUPPLEMENTATION**

Dairy Ration Protein %	18
Kg/Day for 27 litres	6.9
Beef Ration Protein %	13
Kg/Day for 1Kg/day Gain	4.54
Weanling Ration Protein %	14
Kg/Day for 0.6 Kg/day Gain	0.8

CUT ID: : Pit

Cut Date

Cut System:

Additive:

Note: Status A = Average