

Teagasc GII monitor farm walk

Michael and Ciara Doran

Duncormick

Co. Wexford

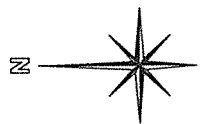
Topics

Introduction to new monitor farm.

Financial and physical farm plan.

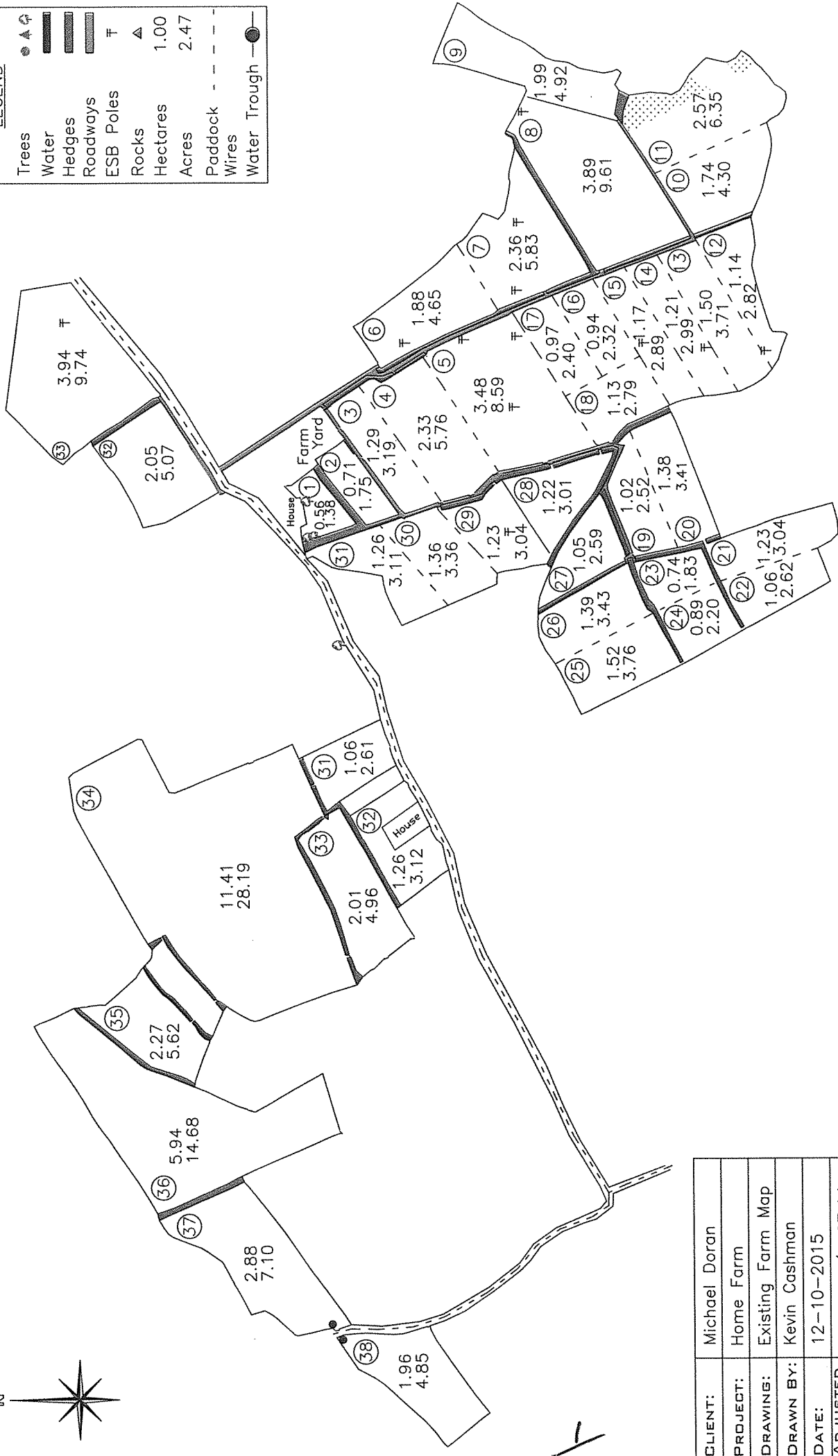
Cash flow issues for 2016

Feeding the cow from now to next Spring.



LEGEND

Trees	▲
Water	—
Hedges	▨
Roadways	▨
ESB Poles	⌵
Rocks	▲
Hectares	1.00
Acres	2.47
Paddock	- - -
Wires	- - -
Water Trough	●



Existing layout...

CLIENT:	Michael Doran
PROJECT:	Home Farm
DRAWING:	Existing Farm Map
DRAWN BY:	Kevin Cashman
DATE:	12-10-2015
ADJUSTED AREA:	79.78ha / 197.14ac



Grasstec
Farm Mapping

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Summary sheet

Name	Michael G Doran	Print Date	14-Oct-15
Address	Johnstown Duncormick Wexford Co Wexford		

Short Term Goals	Long Term Goals
Grow more grass	240 cows
Increase soil fertility	Upgrade new land
Increase milk yield	Simple low cost structure

Farm Details	2015	2016	Stock Details	Today	Last Yr	2020 Target
Land owned (ha)	75	85	Dairy cows	133	79	240
Land farmed (ha)	86	96	0-1 replacements	63	82	50
Cereal crops (ha)			1-2 replacements	82	54	50
Milking platform (ha)	51.6	80	2+ replacements		1	
Cows/milking platform (ha)	2.55	2.56				
			0-1 cattle	8	36	10
			1-2 cattle	16	47	
			Other cattle	4	22	
Total labour units on farm	2.2		Overall stocking rate	2.5	2.2	3

Costs and Profit	c/l	Average	EBI Details 06-Oct-2015	Cows	Repl 9+	Calves
Dairy output	37.36	39.43	Number	130	82	63
Feed	2.79	4.46	EBI (€)	191	203	221
Fertiliser	2.46	2.83	Milk SI (€)	63	65	76
Vet	1.47	1.16	Fertility SI (€)	96	100	110
AI	2.31	0.61	PTA Milk kg	-15	19	69
Contractor	1.61	1.86	PTA Fat %	0.26	0.26	0.23
Other variable costs	2.75	1.98	PTA Protein %	0.16	0.15	0.16
Total variable costs	13.8	12.9				
			Calving and Fertility	Year	Cows	Heifers
Machinery	4.32	1.67	Calving start date	2015	25-Jan-2015	25-Jan-2015
Car, ESB, Phone	1.4	1.47	Median calving date	2015	11-Feb-2015	16-Feb-2015
Depreciation	2.7	2.15	Calving Period	2015	12wk 3d	12wk 3d
Other fixed costs	8.25	5.07	Calving interval (days)	2015	355	-
Total fixed costs	16.67	10.31	Spr 6 wk calving rate (%)	2015	84	-
Total costs	30.46	23.21	Scanning results 2015			
Net profit	7	16.21	3 wk submission rate (%)	2015	92	96
Net profit/cow €	245	832	6 wk pregnancy rate (%)	2015	80	85
			Empty Rate(%)	2015	5	4

Start up investment			Main AI Sires Used 2015	No. Straws	EBI (€)	Milk/Fert (€)
Parlour and ancillary€	155710		BGJ	52	255	74/141
Roadways	19000		EUW	48	262	102/122
Water	2500		WDS	37	267	106/137
Conv. Of existing sheds to cub	30250		GZY	33	345	110/215
Total€	207460		GXY	27	245	104/137
			OKT	25	254	108/94
			GENE IRELAND			/
			Weighted Average EBI	321	263	99/130

Current Performance					2015 sold to-date	2014 Sold per cow
Grassland Management	Today		Milk Production	12/10/2015		
St. rate (milking platform)	2.5		Milk yield (litres/cow)	11.94	3500	3559
Demand (kg DM/ha)	41		Milk protein %	4.43	3.96	3.81
Pre-grazing yield (kg DM/ha)	2400		Milk fat %	5.29	4.73	4.8
Avg farm cover (kg DM/ha)	1137		Milk solids (kg/cow)	1.22	295	284
Cover/LU (kg DM)	447					
Rotation length (days)	40		SCC(,000 cells/ ml)	70	80	166
Fertiliser use (kg N/ha)	225		Meal fed (kg/cow)	0	120	180

Financial/ Physical Planning

	2014	2015	2016	2017	2018
Ha Farmed	86	86	96	96	96
Cow No.	78	132	200	230	240
Milk Supply lt	252,000	514,800	890,000	1.06	1.14
Fat %	4.8	4.8	4.8	4.8	4.8
Protein %	3.81	3.95	3.95	3.95	3.95
MS/Cow kg	284	354	404	418	431
Milk Price c/l	43.4	35	36	36	36
Milk Sales €	95,914	167,230	306,000	366,480	396,000
Stock sales €	161,000	110,000	29,000	43,000	45,000
Total farm costs	2131	2519	2755	2963	3053
Net Farm Profit/Ha €	1340	1208	1338	1763	2002
Cash Flow Ratio %	57	52	59	54	53
Net Cash Flow €	45491	16583	31384	58304	93994

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	
	€
	€
	€
	€
	€

Autumn Planner 2015

Week	Ha/Day	Target Ha Grazed by week end	Target %	Actual Ha Grazed by week end	Actual %
02/10 - 08/10	1.06	7.44	14.4	8.51	16.5
09/10 - 15/10	1.06	14.87	28.8	12.6	24.4
16/10 - 22/10	1.06	22.31	43.2		
23/10 - 29/10	1.06	29.75	57.6		
30/10 - 05/11	1.06	36.98	71.7		
06/11 - 12/11	0.86	43.00	83.3		
13/11 - 19/11	0.86	49.02	95.0		
20/11 - 26/11	0.86	51.60	100.0		

Farm Area (Ha)


Start Date 

34 Days / 36.12 Ha Grazed

Interim Date 

% To Graze By Interim Day

18 Days / 15.48 Ha Grazed

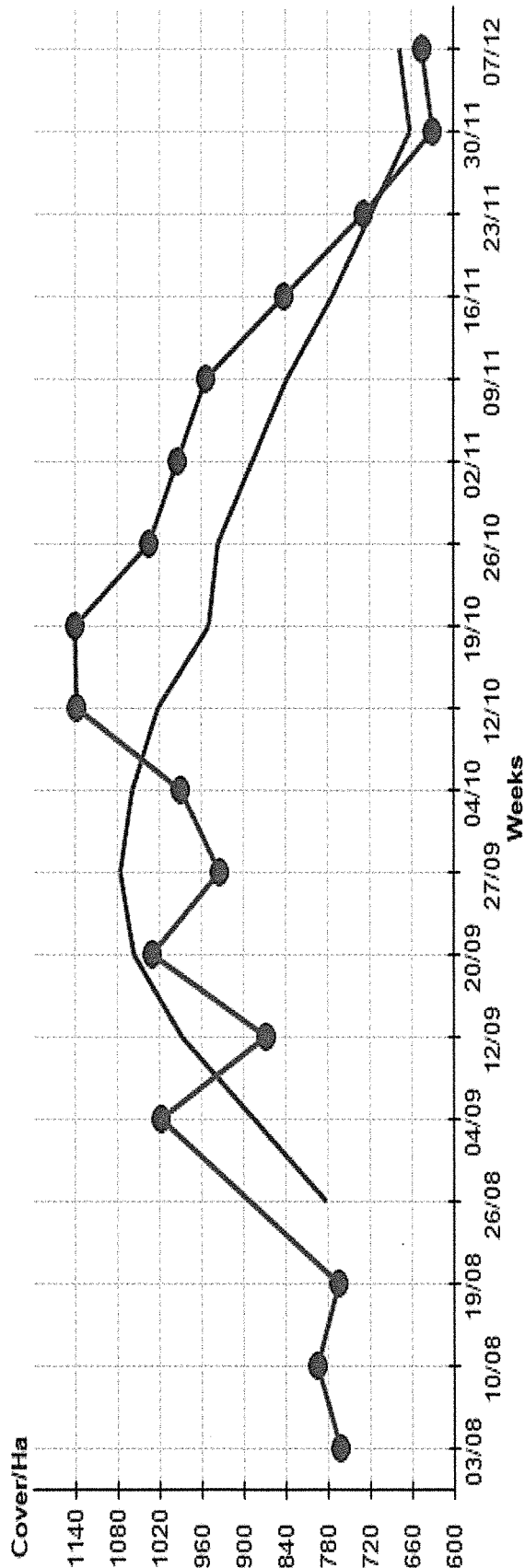
Housing Date 

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Grass budget 2015

Week Starting	20/09/2015	27/09/2015	04/10/2015	12/10/2015	19/10/2015	26/10/2015	02/11/2015	09/11/2015	16/11/2015	23/11/2015	30/11/2015
Grazing Area	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6
Target Cover	1055	1074	1058	1021	949	935	886	837	773	716	662
Projected Cover	1030	933	989	1137	1138	1034	993	952	841	728	650
Measured Cover	48	43	60	45	30	25	25	15	8	6	6
Growth Cover	132	132	132	131	131	90	90	90	80	80	0
Spring Milkers	17	17	17	17	17	17	17	17	15	10	0
Grass	0	0	0	0	0	0	0	0	0	0	0
Meal	0	0	0	0	0	0	0	0	0	0	0
Silage	0	0	0	0	0	0	0	0	3	8	0
Grass Demand	45.24	45.24	45.24	44.9	44.9	30.85	30.85	30.85	24.19	16.13	0
Stocking Rate	2.66	2.66	2.66	2.64	2.64	1.81	1.81	1.81	1.61	1.61	0
Cover/LU	387.2	350.8	371.8	430.7	431.1	571.3	548.6	526	522.4	452.2	0

Measured Projected Target



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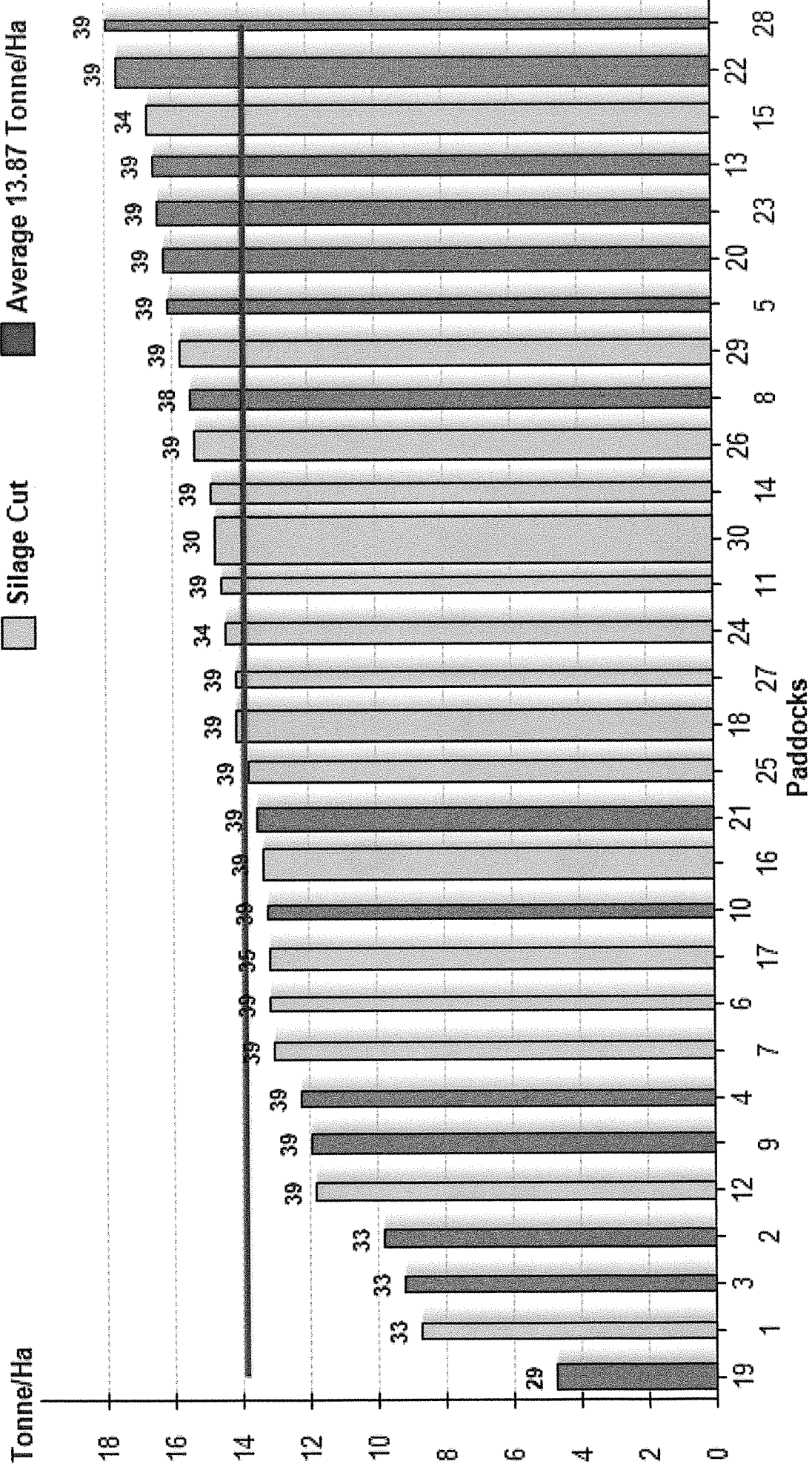
Grass grown to date 12/10/2015

Show Period
05/12/2014 To 12/10/2015 (311 Days)

Exclude If Measured Less Than

Sorted By: Tonnes/Ha - Ascending

☐ Silage Cut ☒ Average 13.87 Tonne/Ha



2

Glanbia Bulk Milk Disease Screening Service

Michael Doran

Johnstown Farm

Johnstown

Duncormick

Co Wexford

Sample ID

0720082

Herd Number

Y1331458

Farm Dev. Advisor

Joe Kehoe

Vet

AHC Veterinary

Vaccination Status

IBR	BVD	LEPTO	Salmonella
Yes	No	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	03/10/15	Grade
Result Reading		
	0.377	POS
	0.210	POS
	44.246	HPOS
	0.020	NEG
ELISA (Antigen)		NEG
	0.95018	HPOS
	35.64	LPOS

Date	20/06/15	Grade
Result Reading		
	0.614	POS
	0.312	POS
	52.046	LPOS
	0.031	NEG
ELISA (Antigen)		NEG
	0.89029	HPOS
	16.47	NEG

Date	17/04/15	Grade
Result Reading		
	0.546	POS
	0.689	POS
	72.762	LPOS
	0.237	NEG
ELISA (Antigen)		NEG
	0.71311	LPOS
	17.32	NEG

Date	04/10/14	Grade
Result Reading		
	0.279	POS
	0.064	LPOS
	64.258	LPOS
	0.310	NEG
ELISA (Antigen)		NEG
	1.0745	HPOS
	89.13	POS

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.

John S. Kehoe

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The effect of BC on fertility

Condition Score at 1 st 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

1C = 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

