



AGRICULTURE AND FOOD DEVELOPMENT AUTHORITY

The Irish Agriculture and Food Development Authority

A framework for dairy growth: Teagasc supporting dairy farmers

Dr. Tom O'Dwyer

Head of Dairy Knowledge Transfer, Teagasc

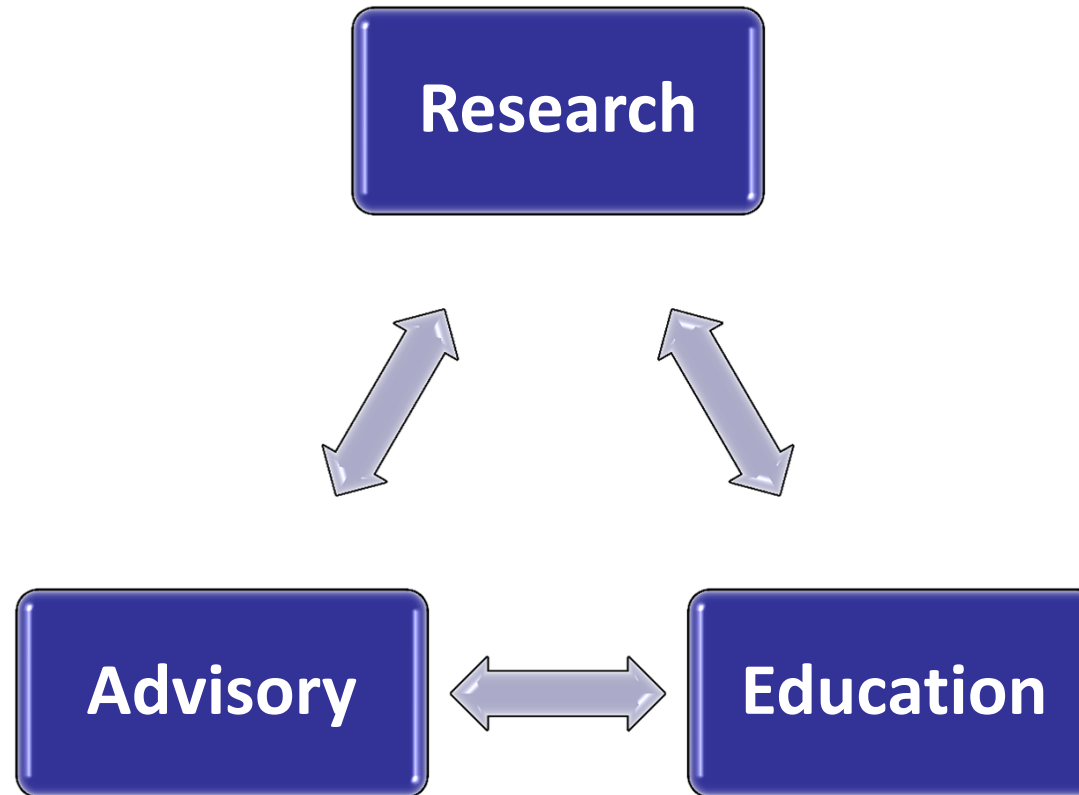


The Irish Agriculture and Food Development Authority

Presentation Overview

1. Introduction
2. Key Advisory Messages
3. Adviser Numbers and Workload
4. Discussion Groups
5. Service Packages
6. Industry Support – Joint Programmes
7. The Future?

Teagasc model of knowledge delivery



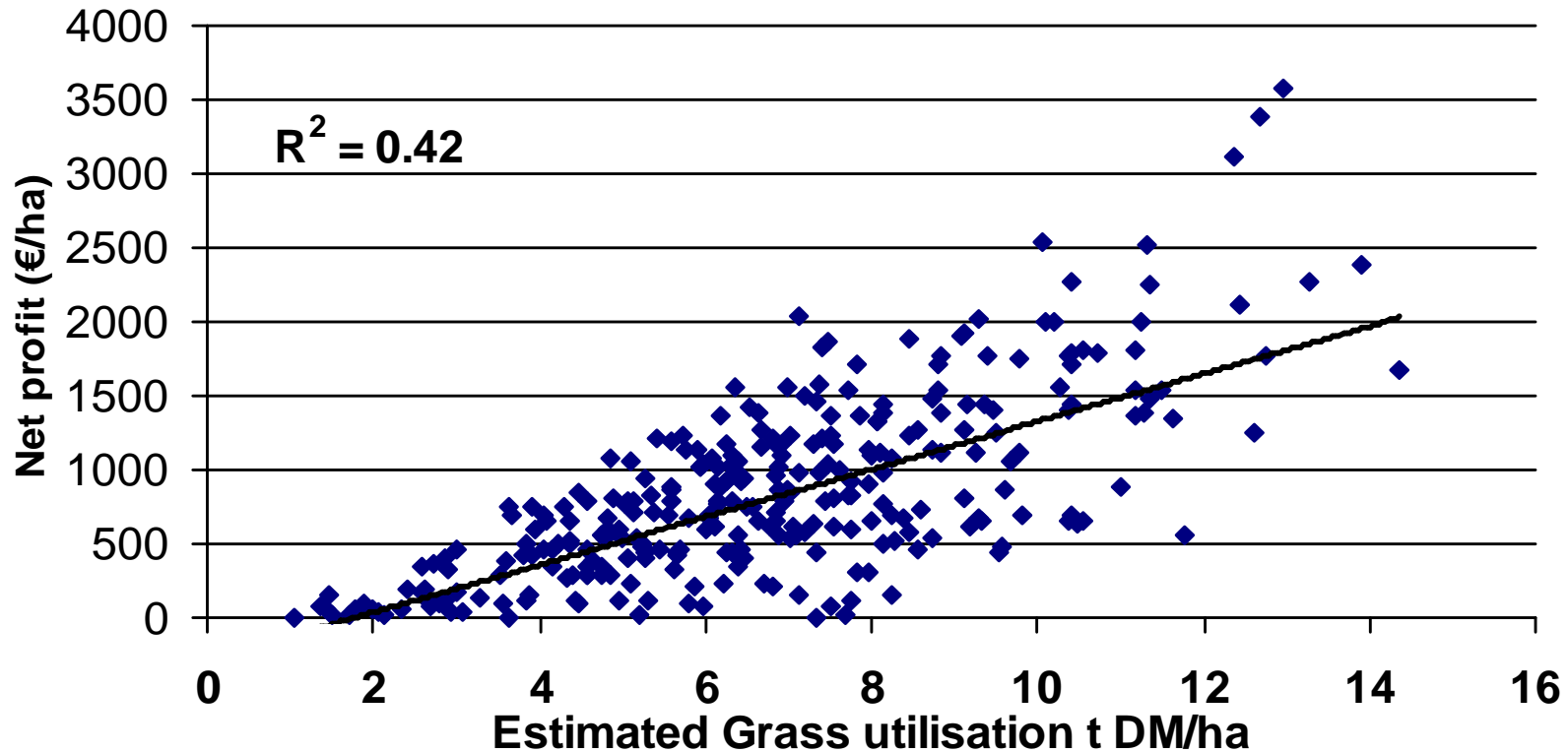
To support science-based innovation... so as to underpin profitability, competitiveness and sustainability

Key Performance Indicators for Resilient Systems

<i>Based on 2012 statistics</i>	Current Average	Current Top 10%	Target
Pasture growth (t DM/ha)	6 - 8	10 - 16	12 - 20
Herd EBI (€)	100	140	>200
6 week herd calving rate (%)	55	70*	90
Grass utilisation (t DM/ha)	7.0*	9.0*	14.0
Milk solids (kg/ha)	665	850	1,400
Cows per labour unit (No./ Lb.U)	40 - 80	80 - 100	100 - 150

**estimates based on available information*

Why is Grass Utilisation Important?



Each additional tonne of DM/ha is worth €161/ha

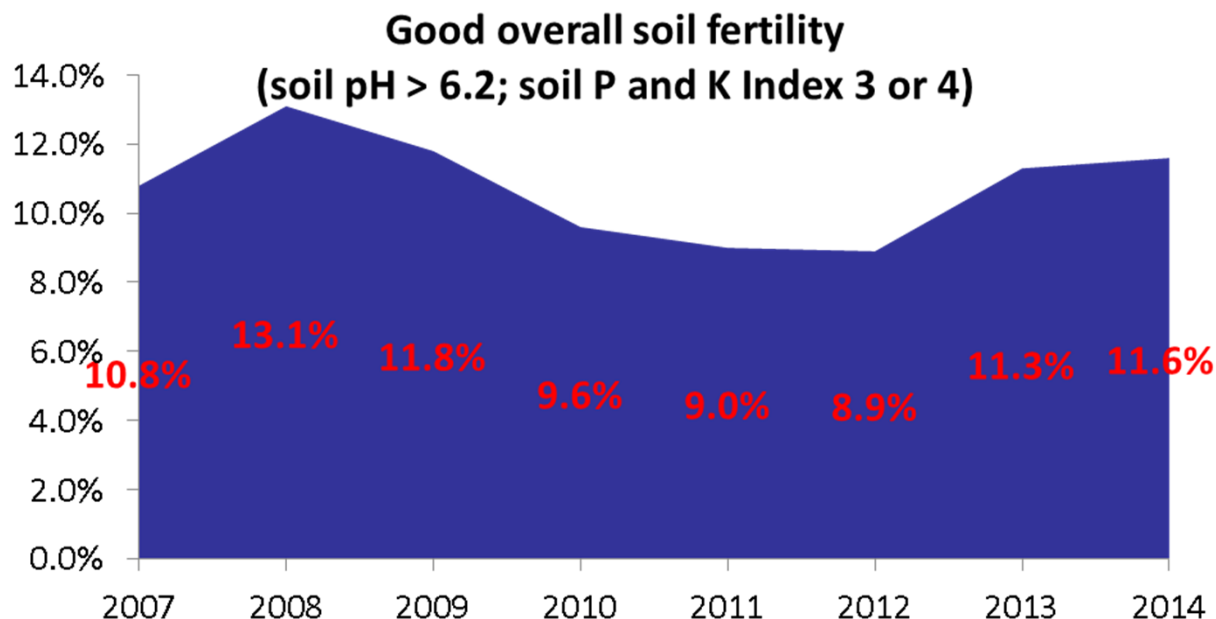
Identifying the stocking rate for a resilient system

Previous stocking rate studies have highlighted the biologically optimum SR

t supplement DM/cow	<i>Pasture grown, t</i>			
	10	12	14	16
0.25	1.7	2.1	2.4	2.8
0.50	1.8	2.2	2.5	3.0
0.75	1.9	2.3	2.7	3.1
1.00	2.0	2.4	2.9	3.2
1.25	2.1	2.5	3.0	3.4

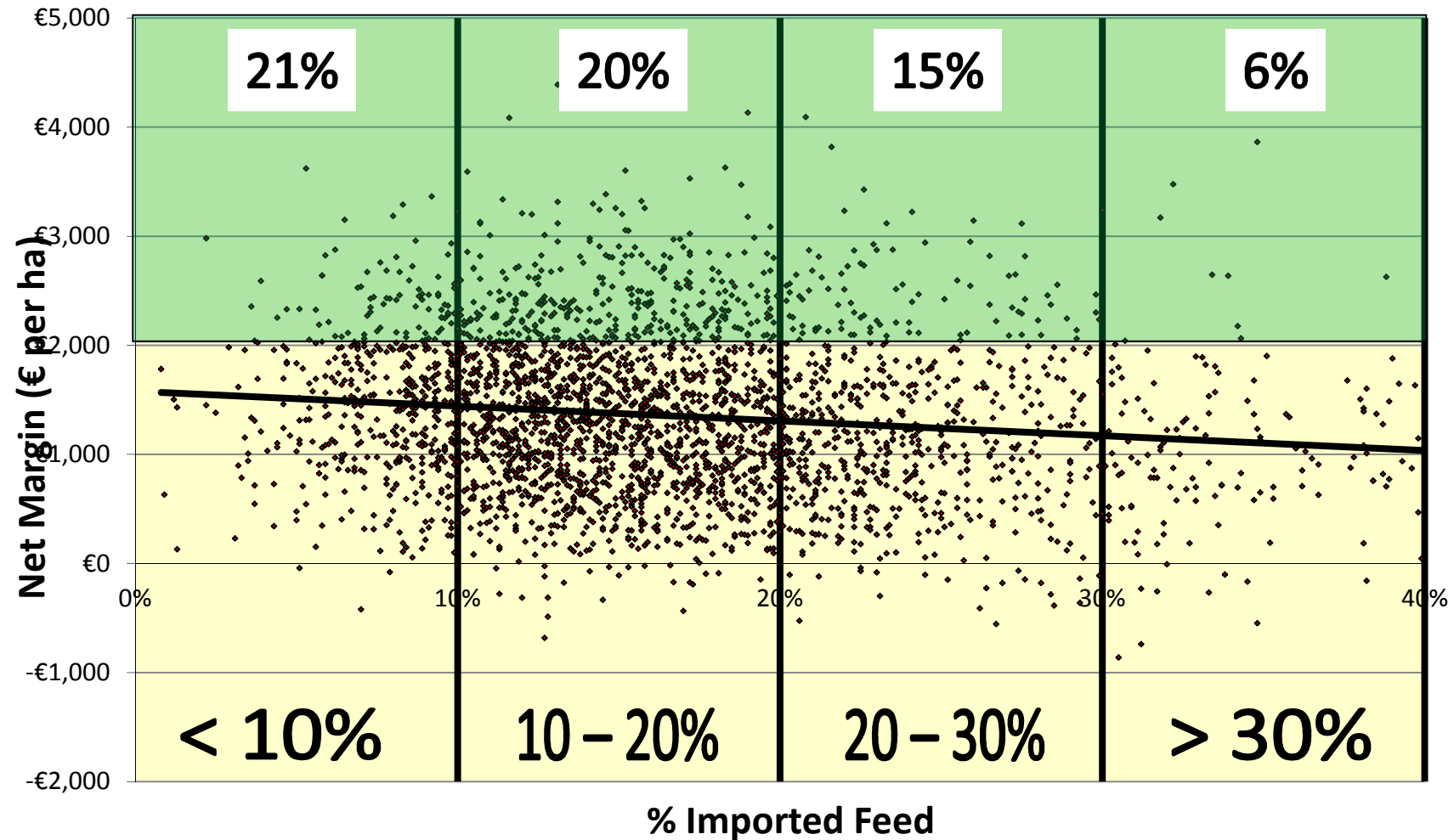
*All of these stocking rates equate to 85 kg live weight/t feed DM available.

Agronomy: growing more higher quality feed



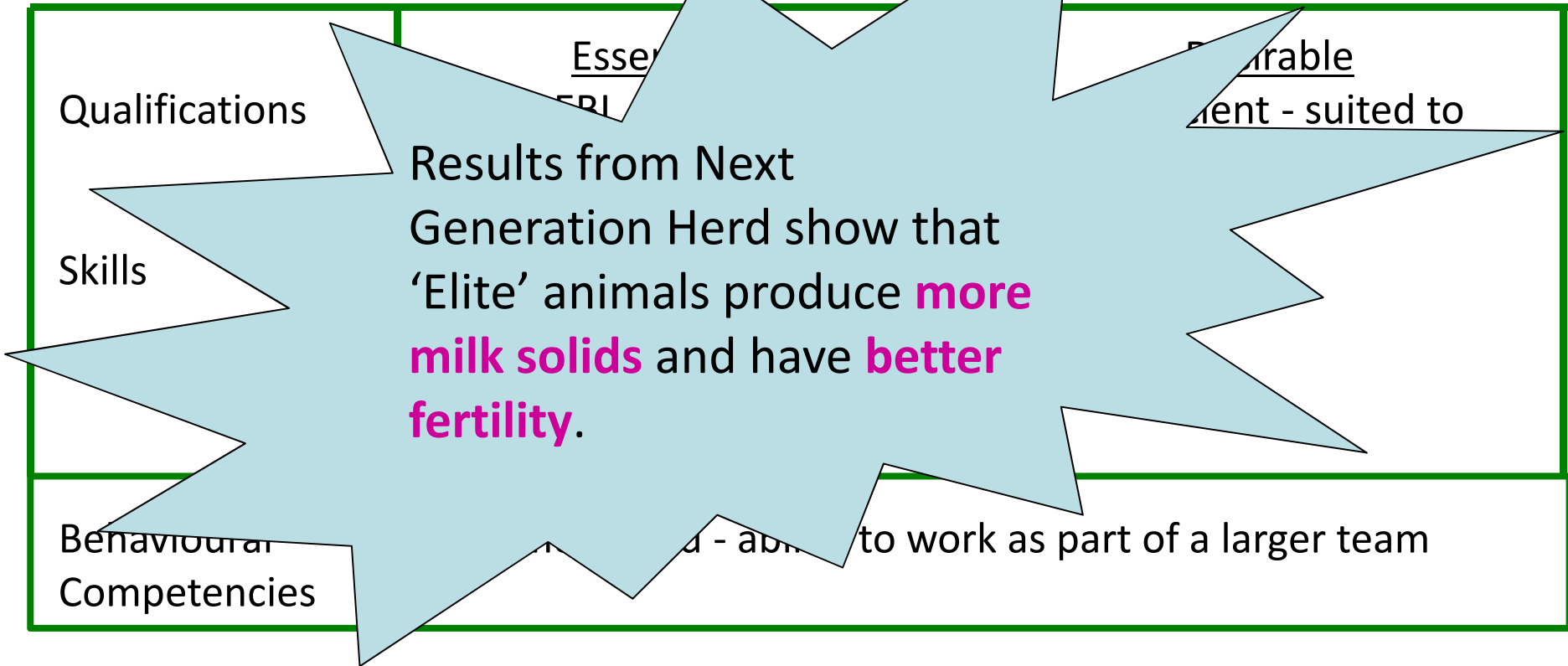
Currently only 12% of dairy soil samples are of satisfactory status
Correcting soil fertility could increase growth by 1.5 – 2.0 tDM/Ha/year
Improving grazing practices could lift production by 1.0 tDM/Ha/year

Results – but ... big variation between farms



Recruiting the Resilient Dairy Cow

The 'Essential' qualifications, skills and behaviors of a resilient dairy cow

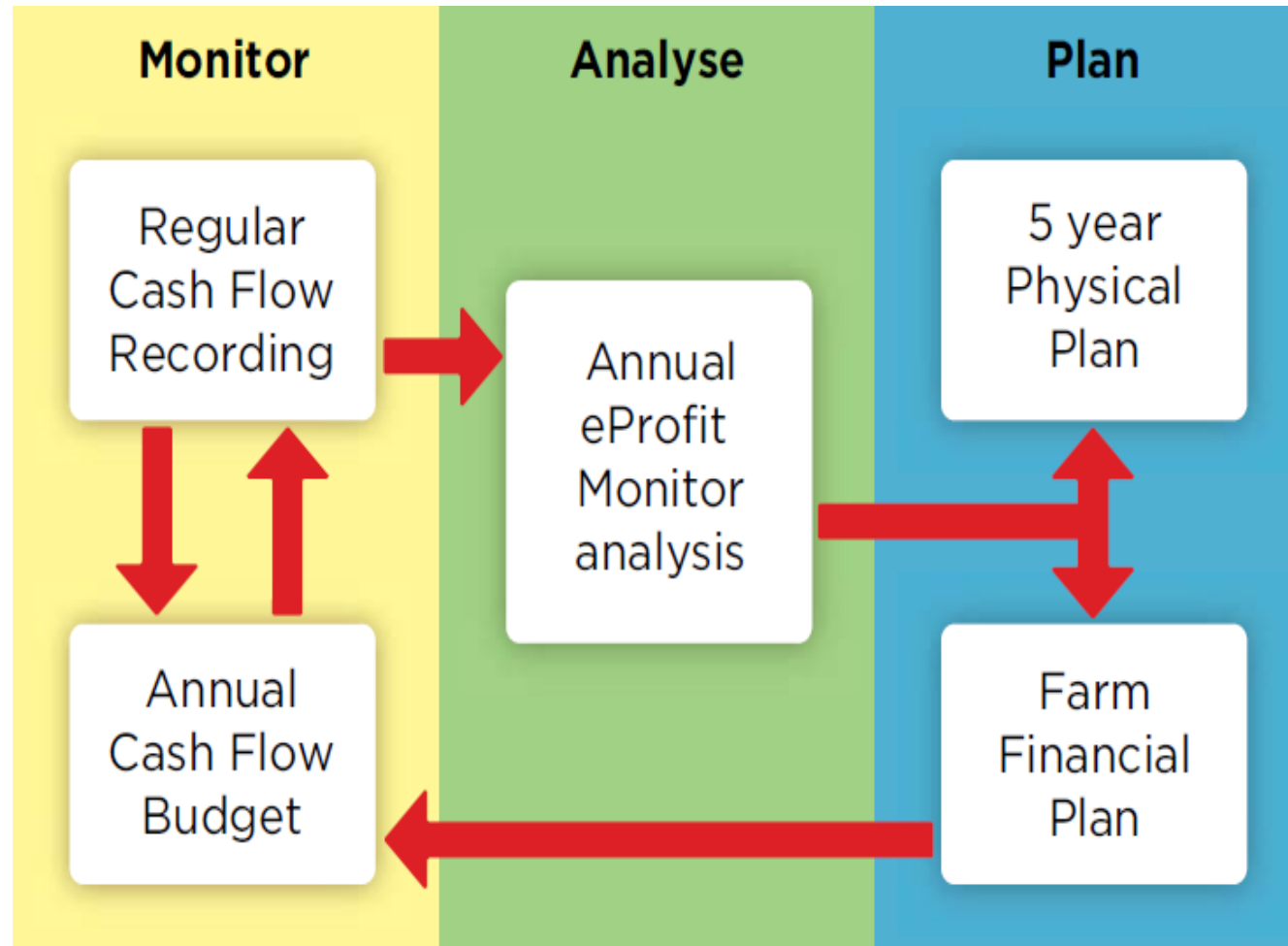


Use of Key Dairy Technologies

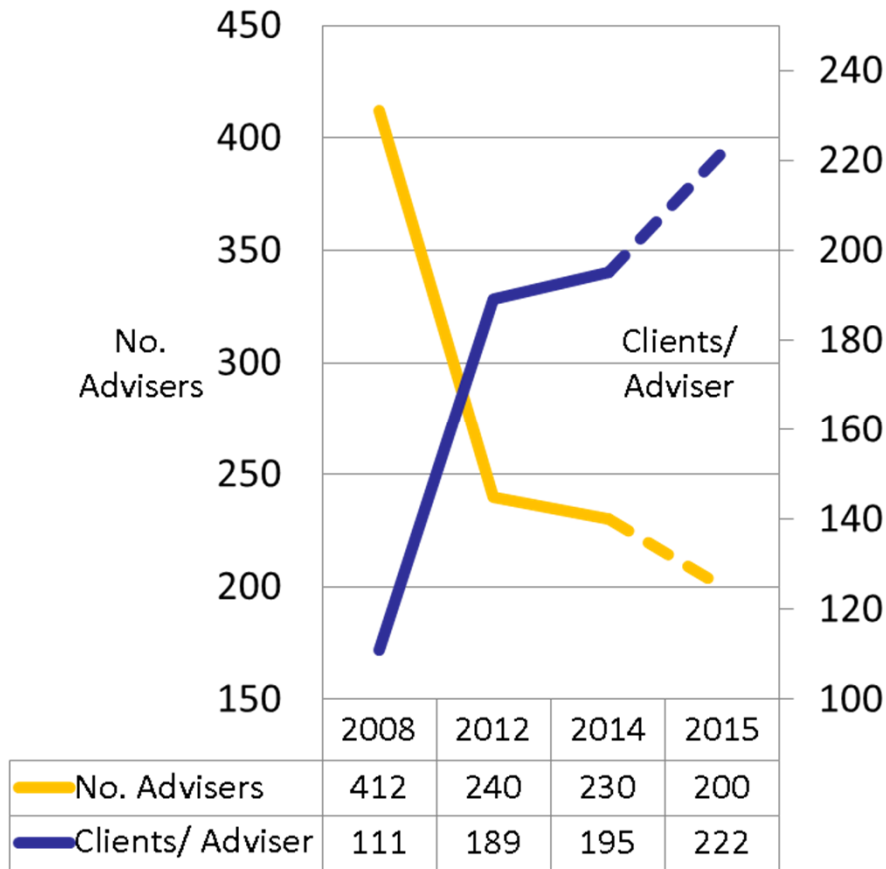
	%
Milk Recording	42
Use of Herd Plus	28
Use of AI	82
Use of dry cow therapy to reduce mastitis	98
Use of teat disinfection to reduce mastitis	90
Complete grass covers	17
Complete grass budgets	12
Regular soil testing	66
Use of cash flow budget	13
Use of e-profit monitor	26

Teagasc NFS dairy farms, 2009

The Teagasc Farm Business Monitoring System



Adviser Numbers and Workload



Dairy Adviser Workload

- 150 clients
- 4 – 5 groups
- 40 ePM; 10 Bus. Plans
- 30 Derogation Plans ('out-sourced')
- 150 BPS
- 1 – 2 public events
- YFS, TAMS, CC
- Client support



Discussion Groups



Established members	New members	Non-members
---------------------	-------------	-------------

Technical Performance Indicator

Milk solids per cow: $\geq 378\text{kg}$

53	49	37
----	----	----

Somatic Cell Count: $\leq 200,000$ cells/ml

52	55	23
----	----	----

Concentrate feed per cow: $\leq 750\text{kg}$ per cow

57	41	39
----	----	----

Financial Performance

Net Margin (€ per litre)

0.145	0.121	0.116
-------	-------	-------

Net Margin per hectare (€)

1,516	1,234	1,050
-------	-------	-------

Source: National Farm Survey, 2011

Service Packages

'Technology'

- Club package plus one visit or significant consultation
- €215 – 340 depending on farm size

'Technology + Group'

- Adds annual group membership fee
- €150

'Farm Plan'

- Adds one visit plus farm plan preparation
- €450

'Gold'

- Intensive service - 6 x visits or significant consultations
- €1,300

Industry Support: Joint Programmes and collaborations



The Irish Agriculture and Food Development Authority

The Future

Teagasc will

- champion 'sustainable expansion'
- establish a new Dairy Expansion Service
- prioritise education and dairy Advisory Service
 - work towards 'out-sourcing' non-core work
- seek to leverage existing Joint Programmes and develop new ones
- provide an independent, research backed Advisory Service at a reasonable cost



AGRICULTURE AND FOOD DEVELOPMENT AUTHORITY

The Irish Agriculture and Food Development Authority