

DAIRY BUSINESS
OF THE YEAR



2018 NZ SUPREME WINNER

BEST SOUTHLAND FARM PERFORMANCE &
MEDIUM INPUT FARM WITH BEST FINANCIALS

FARM FIELD DAY

**Analysing and discussing business profitability, environmental
management and human resources**

MOBH Farm

Jodie Heaps, Kevin Hall, Tim Montgomerie & Mark
Turnwald

670-690 Gore-Mataura Highway, Gore

Supply No. Fonterra 32355

MOBH Farm achieved incredible results to take out the Supreme Award for 2018. Metrics include: 486 MS/cow - highest of all finalists and with an 82% pasture-based system; return on capital of 7.9%; operating profit margin of 46.3% and cost of production of \$3.25 per kgMS. A business to be proud of.

Tuesday 13 November

9.30am till 1.30pm - FREE LUNCH

ONLINE REGISTRATION REQUIRED

 www.dboy.co.nz  0800 73 55 88  team@dboy.co.nz

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Manatū Ahu Matua



DAIRY BUSINESS
OF THE YEAR



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DAIRY
FARMER



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Dairy Business of the Year Field Day Agenda

Welcome & Introduction

- 9.30am - Registration and Morning Tea
- 9.50 - Welcome and Introduction
- 10:00 - The Production Season in Review

People, Environment, Cows & Pasture

- 10.10 - Overview of the Farm System
- 10.30 - Sustainability - People and Environmental Management
- 11.00 - Livestock and Pasture Farm Walk

Profitability & Resilience

- 11.40 - Profitability and Business Resilience
- 12.00 - Recap and Discussion

Business Performance & Growth Opportunities

- 12:10pm - How Does Your Business Compare?
 - Analysing your Business - Entering DBOY19

Networking & Lunch

- 12.30 - Sponsored Lunch
- 1.15pm - Informal Discussions with our Sponsor Partners
 - Progressing your Business - Where to Start

Why You Should Analyse Your Business Through DBOY



Andrew & Sibylle Sulzberger, Taranaki

- *"The detailed physical and financial analysis and report from DBOY provided us with a better understanding of the KPIs in our business. The report reinforced our low cost structure and identified areas that we could tweak to gain even greater efficiencies. Winning the Regional and Supreme has put us in good stead with our bank, and they have greater confidence in us and see us as a low risk which is really important, especially for any future developments or opportunities that we may want to pursue."*



Tim Montgomerie, Waikato

- *"We have entered DBOY three times now as the data gained via the Farm Performance Report is invaluable in assisting us make evidence-based decisions for our business. DBOY allows us to benchmark ourselves with other top-end businesses and provides an accurate "warts and all" critique of our business. The report also helps us set KPIs that ensure relevance for our goals. We now have a comprehensive set of data that we use to not only assess performance, but also assist with planning/modelling future strategies"*