

IFMC –Illinois 2009

Women in Farm Management

Background

- Born in New Zealand & grew up on a dairy farm in the Manawatu.
- Completed a Bachelor Agricultural Science at Massey University in Palmerston North, NZ.
- 3 adult children - 24, 22, 19yrs.

Timeline

- 1983 → Managing 175 cows with husband Riki
- 1984 → 50:50 Share milking 175 cows
- 1989 → 50:50 Share milking 400 cows
- 1990 → 50:50 Share milking 620 cows
- 1992 → 50:50 Share milking 1425 cows
Company formed with equity partners
- 1993 → 50:50 Share milking 1850 cows
- 1995 → Purchased 55% of family farm – Share milking 800 cows
Family has major health issues.

1998

➡ Exited existing Equity Partnership. Leased out livestock.

2000

➡ New equity partnership with 700 cows – SI

2007

➡ Purchased remainder of family farm – now 86 Ha 220 cows

➡ Equity Partnership continues to grow in Sth Is. Now 800 cows.

Current position

- Live on/own a Dairy Farm
- Equity share 800 cows in SI
- Part-time Consultant
- Other roles – LIC, Student case study
- Farming in my own right since 1997

Home Farm Data

- 86ha
- 215 cows
- 2.5 cows/ha
- 375kgMS/cow 950kgMS/ha
- 4.54t DM/cow Grow 12tDM pasture
- Pasture harvest efficiency 88%
- % pasture of total diet 92%
- 6% not in calf



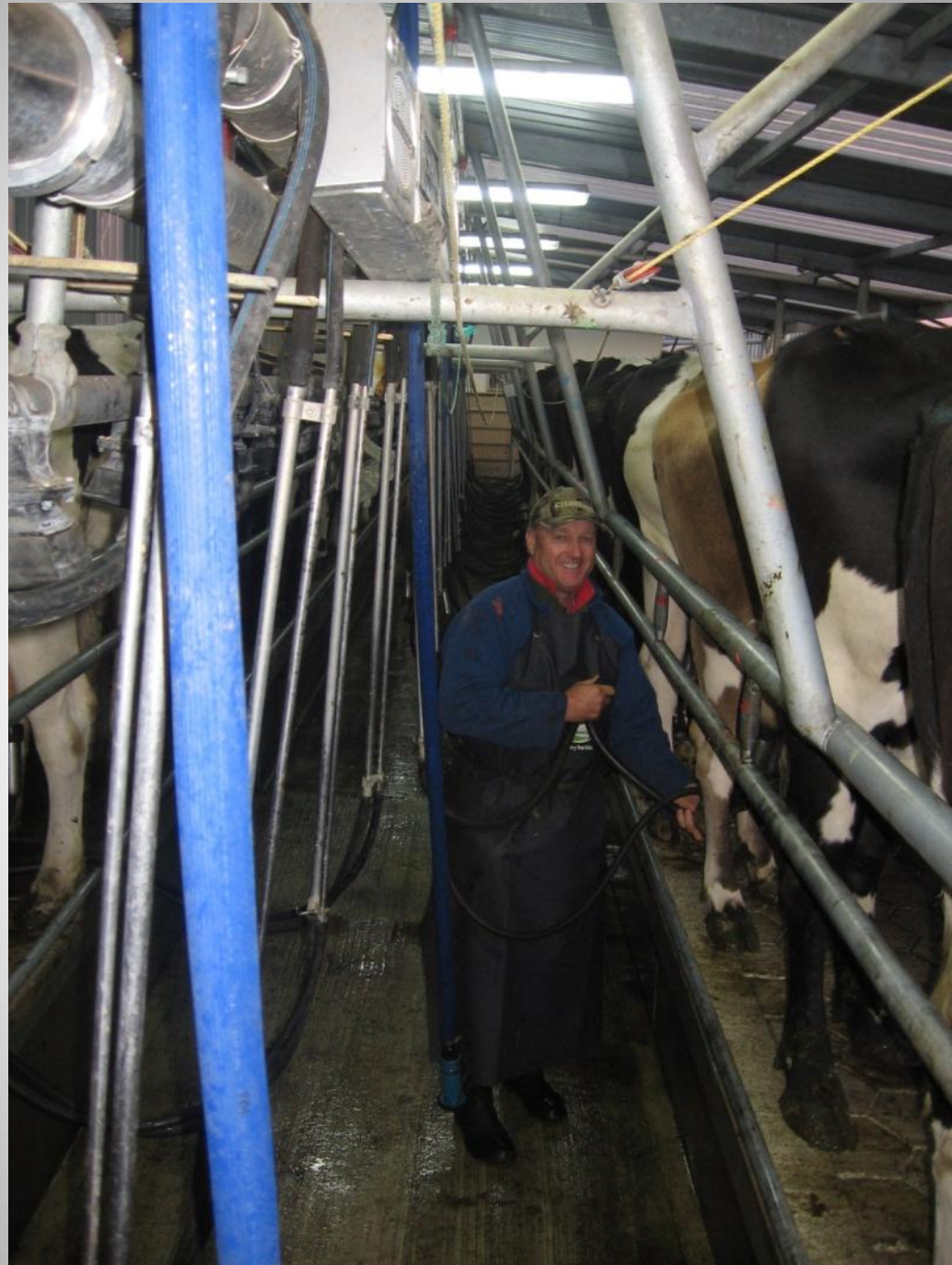












The Business's

- Pasture based
- Produce milk seasonally
- Paid on a Milksolids basis

Management KPI's

- Pasture eaten as a % of pasture grown
- kgMS/ha
- MS/cow
- Mean calving date
- % not in calf each season (Empty rate)
- Cost of production
- Profitability











Profitability

	<i>2007/08</i>	<i>2008/09</i>	<i>2009/10</i>
	<u>\$NZ/kgMS</u>		
Income milk	\$7.60	\$5.19	\$4.65
Livestock	\$0.57	\$0.35	\$0.35
Total Income	\$8.17	\$5.54	\$5.00
Cost of prodtn	\$3.70	\$3.43	\$3.25
<u>Debt servicing</u>	\$1.62	\$1.27	\$1.27
Surplus for Tax, Drawings, Capital	\$2.85/kgMS	\$0.84	\$0.48

Equity Growth

	1999	2009
Total Equity	NZ\$460,000	NZ\$4.0m
Operating profit	Range = \$840/ha - \$3000/ha	
Operating Profit Margin	Range = 27% - 57%	
ROE	Averaging 20% - 30%	

Pinnacle farming Co















Challenges

- Establishing myself & growing confidence
- Balancing family / work / leisure
- Off-farm – on-farm work balance
- Historically a male occupation, women usually take support role.

What Farming has done for me....

- Taught me resilience, discipline and independence
- Given my children a sound work ethic and team approach.
- Acquired skills to cope with high and low incomes
- A love of the outdoors
- Realisation that it takes planned, sustained hard work to succeed.
- Met a lot of people - lived in a number of places.

I am passionate about farming

Thank you

