

# Gillian O'Sullivan

Dairy farmer - Ireland

## Grounds for Growth 2025























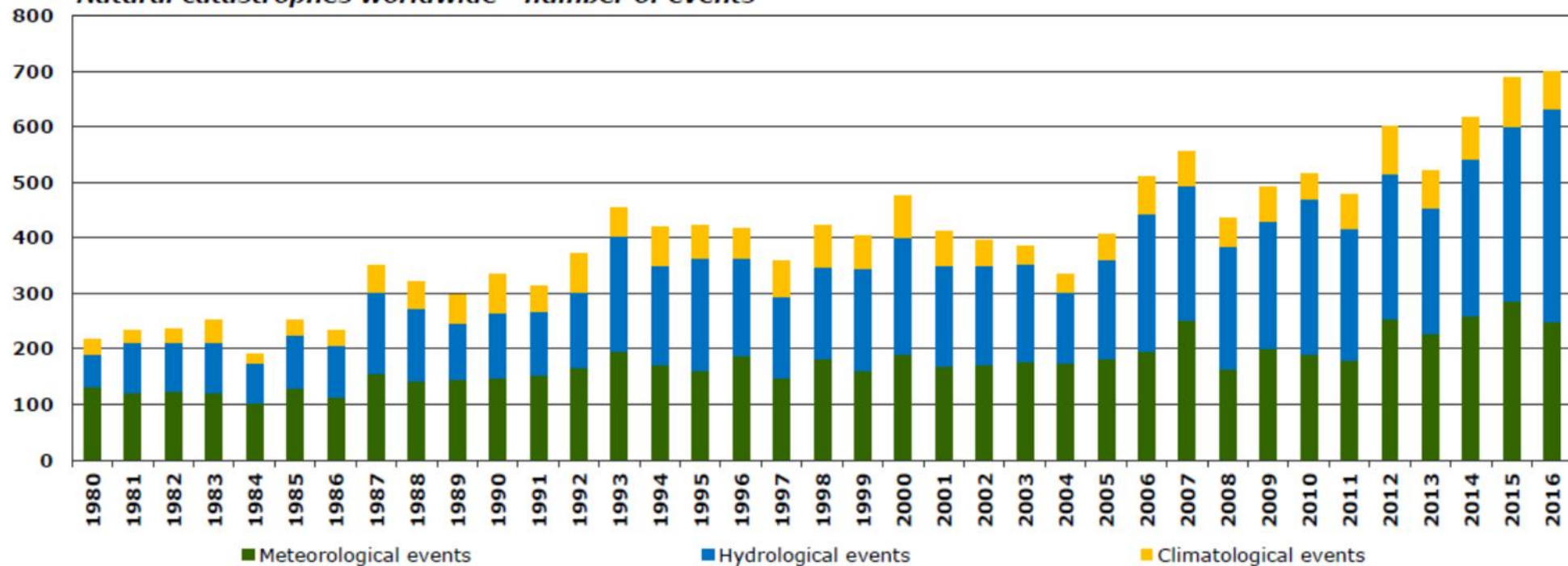




# WORLDWIDE EXTREME WEATHER EVENTS



*Natural catastrophes worldwide - number of events*

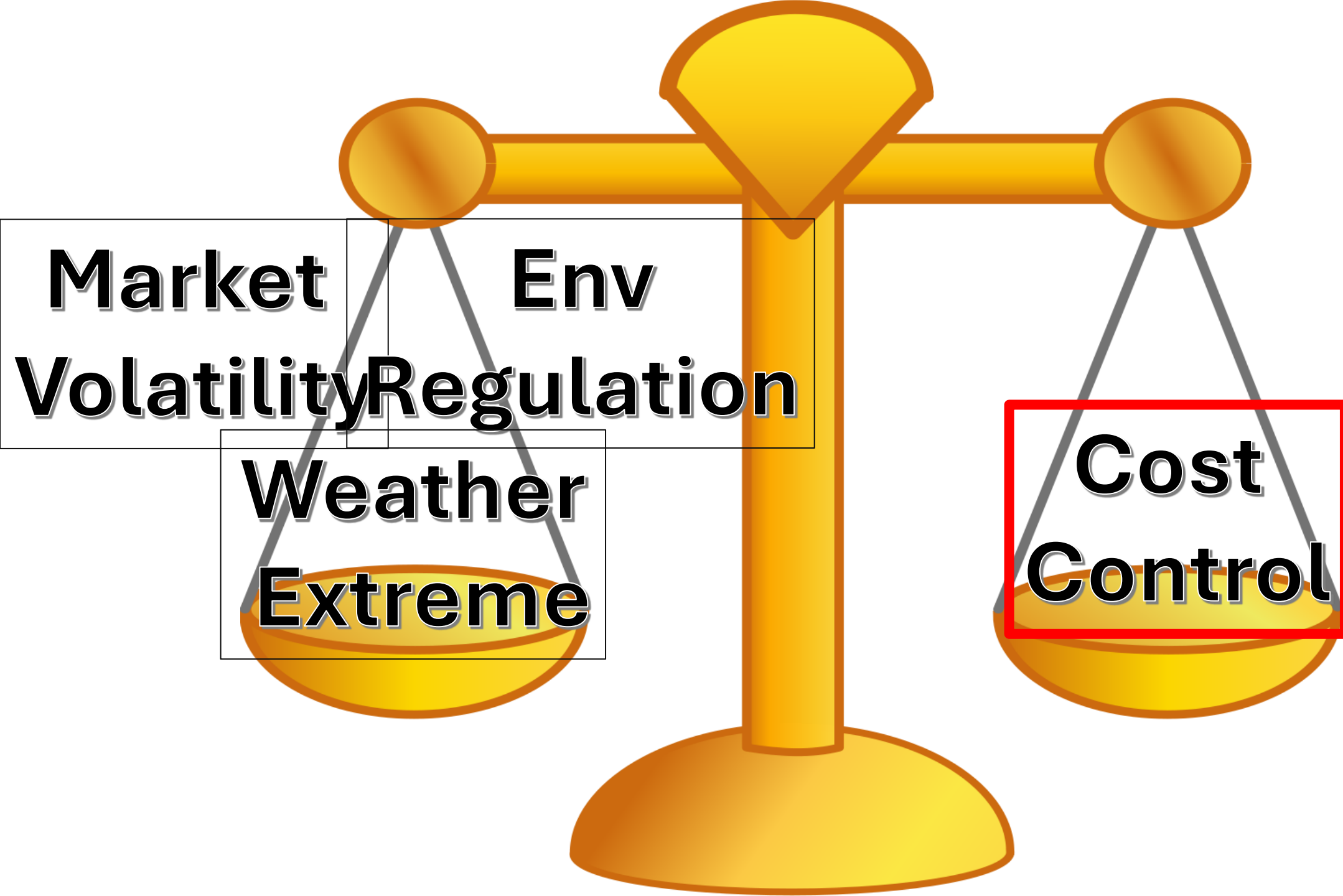


*Meteorological events: Tropical storm, extra-tropical storm, convective storm, local storm*  
*Hydrological events: Flood, mass movement*  
*Climatological events: Extreme temperature, drought, forest fire*

Source: © 2017 Münchener Rückversicherungs-Gesellschaft,  
Geo Risks Research, NatCatService (January 2017)







**Market**  
**Volatility**

**Weather**  
**Extreme**

**Env**  
**Regulation**

**Cost**  
**Control**



# RISK MITIGATION:

## Weather Extremes

- Increased purchased feed
- Increased cost
- Increased labour
- Increased stress
- **Offset:**
  - Diverse pastures/crops
  - Reassess SR
  - Reduce Costs





# RISK MITIGATION:

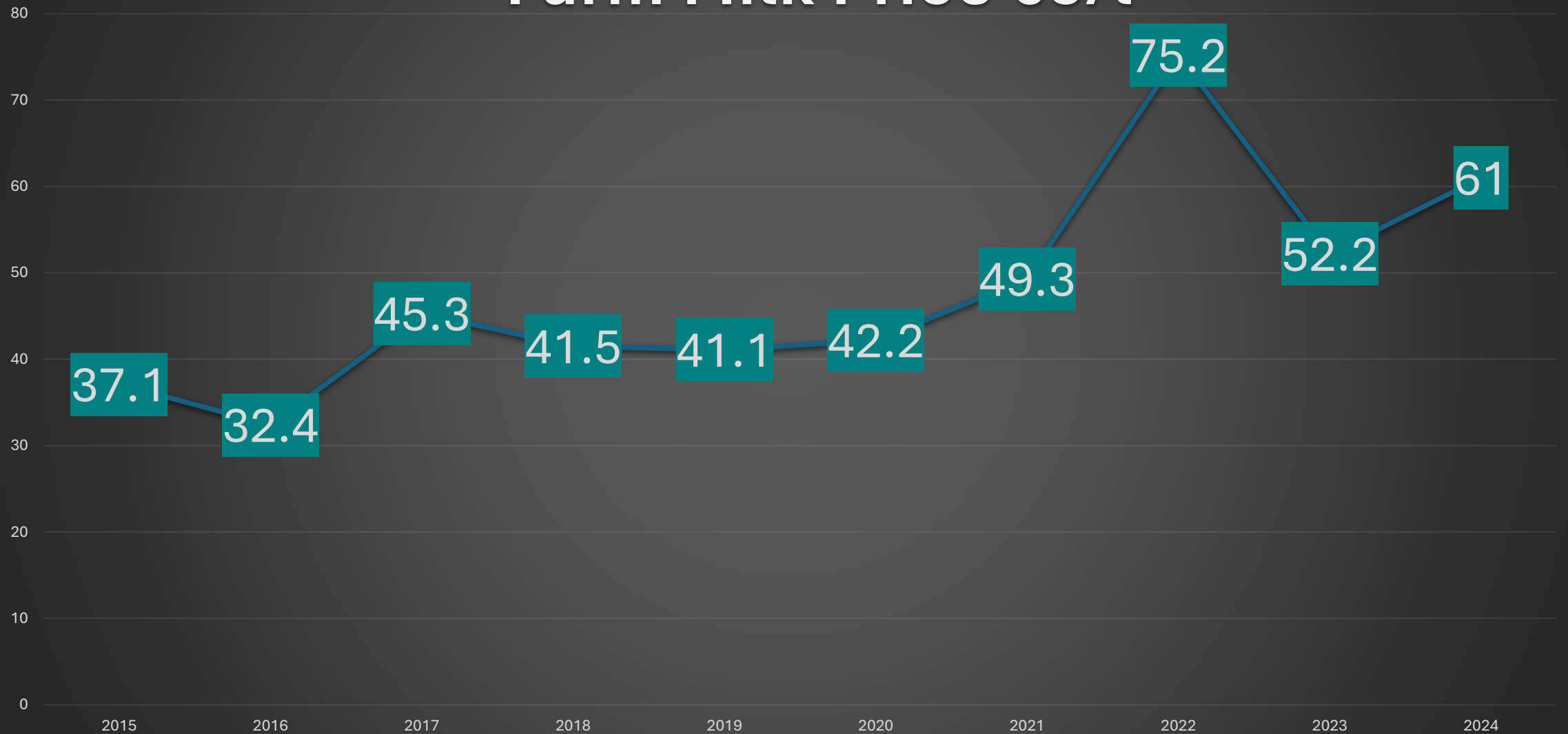
## Market Fluctuations

- Milk price
- Input costs
- **Offset:**
- Genetics
- OAD
- Reduce reliance on purchased feed
- Low input swards





# Farm Milk Price €c/l





## RISK MITIGATION:

### Environmental Regulation

- Derogation- reduced SR
- Water quality
- GHG emissions
- Nitrogen usage

#### Offset:

- Low N swards
- Reassess SR
- Reduce reliance on purchased feed

# Mitigating the impact of Irish grass-based systems

or

[HOMEPAGE](#) / [FARMING](#)

Wh

## Improving Ireland's water quality a 'core requirement' for Irish farmers

Ireland

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## Irish farmers pressured to cull up to 200,000 cows to meet climate goals

Dairy farming produces much of Ireland's emissions, but herd-owners say large-scale culling is not the answer

lakes, estuaries  
in the latest  
nary challenge







# Multi-Species Drought Recovery



September 1st



September 13th



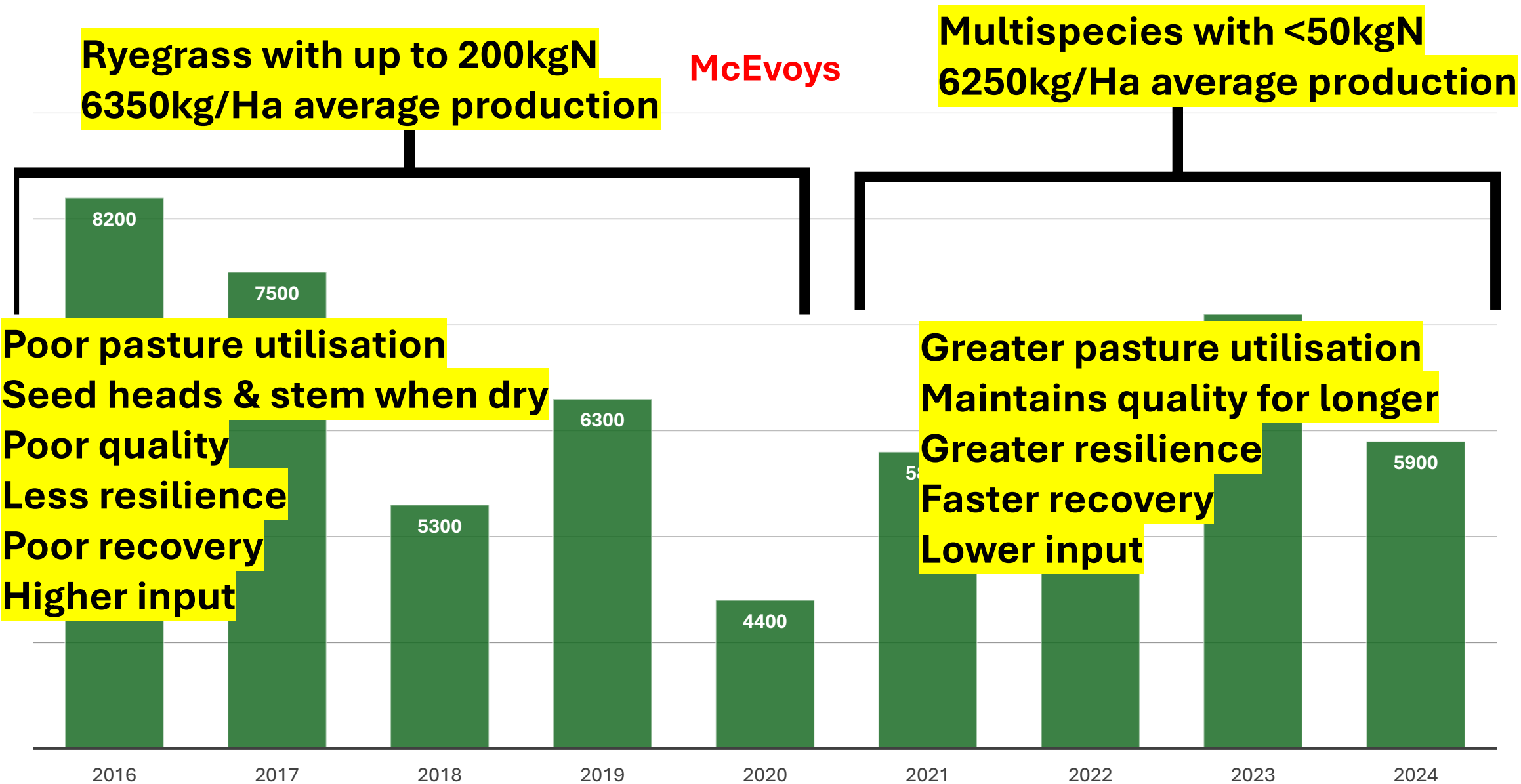
## MultiSpecies Drought Response vs Ryegrass











**\*Average Pasture Production across Milking Platform : Range 8-12t/Ha**



2023	Milk Price	KgMS/cow	Kg N/Ha	Conc/cow	Costs/Ha	Net Margin/Ha
National Farm Survey €	42.79cpl	423	147	1216kg	€ 4,213	€ 922
O'Sullivan Farm €	52.4cpl	419	145	760kg	€ 2,106	€ 1,892
ASD\$ NFS	70c/l	423	147	1216kg	\$6932	\$1517
ASD\$ O'Sullivan Farm	86c/l	419	145	760kg	\$3465	\$3113







**Six-species swards outperformed perennial ryegrass monocultures and were considerably more resistant to drought.** New research from Teagasc, Johnstown Castle and Trinity College Dublin shows that multi-species mixtures receiving 150 kg per hectare per year of nitrogen fertiliser, out-yielded perennial ryegrass monocultures receiving double that amount of fertiliser (300 kg per hectare per year)

**“Lambs on the MSS had 24% higher average daily weight** gain from birth to slaughter compared to animals on perennial ryegrass or old permanent pasture,”  
Lambs on MSS were finished four weeks earlier  
**Beef heifers on the six-species swards had 13% higher daily liveweight gain over grass-only swards**















# Take Home Messages

- Farming is about calculated risk management
- Risks are increasing in current environment
- Uncontrollable risks: weather/policy/farm input costs
- Controllable risks: cost control/milk price
- 45% of the difference in profitability between farms is related to the cost of production
- Target consistent profit margin with simple farm system
- Low N swards: Multispecies/clovers
- Excellent Genetics
- Top tier work life balance



# Thank You Dairy Australia

