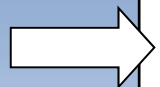
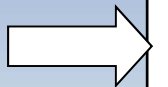




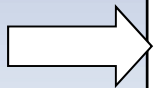
EDF Congress- 23rd June, 2010



Farm presentation



Farm management



Production Costs



Milk price



Strong and weak points



Strategy for the future

MY FARM LOCATION



My farm is in Veneto Region, near Vicenza, Treviso e Padova.

About 100km far from Venice and near Asiago muntain.





HISTORY

- My father Giuseppe, began the dairy farm in 1976 breeding dairy cows and beef (Frisian males), 30 frisian cows tied;
- in 1989 the farm enlarged to 50 cows;
- In 2000 myself and my brother Francesco started to run the farm and increased to today size of 80 cows in free stall system;
- Every year the production increased buying quota 60-70 tons year (for a total amount of 750 tons in 2010).

farm structure today

- Staff:** 2 Family labour units (Giorgio, 36 years old and Francesco, 29 years old) + 1 employee (300 Hours)
- Acreage:** 31,40 ha in total (18 rented) : 3 mais + 4 alfa alfa + 18,40 grassland + 3 grass silage
- Dairy herd:** 80 milking cows
- Milk yield:** 9.200 kg per cow
- Milk quota:** 745.000 l
- Milk quality:** protein = 3,38 % - fat=3,71 % - somatic cells= 220.000 - butyric spores = 10.000 sp/ml

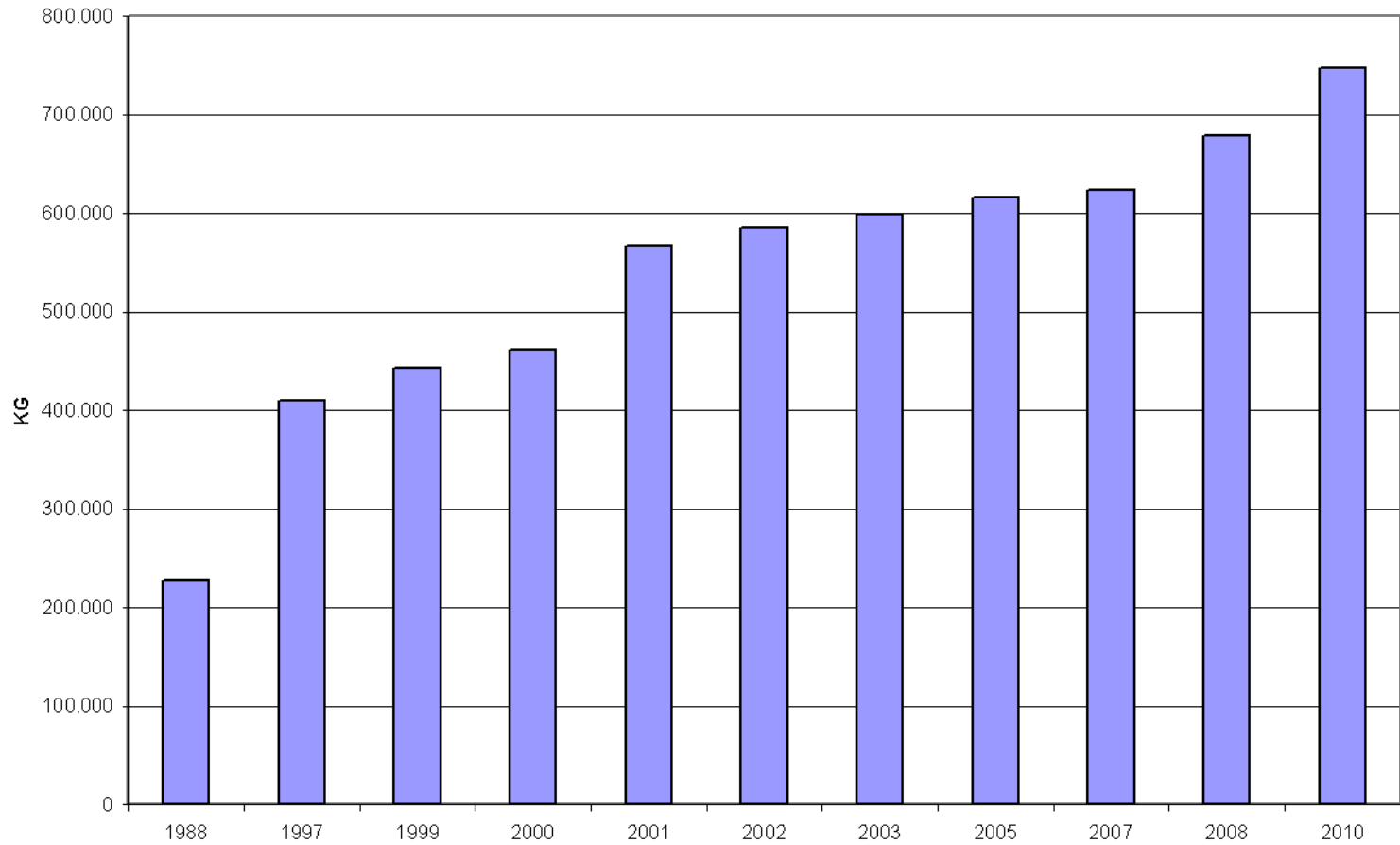
+ others activities: renewable Energy fotovoltaic

Associations: EDF, APROLAV, UNION, APA , COOPERATIVE....

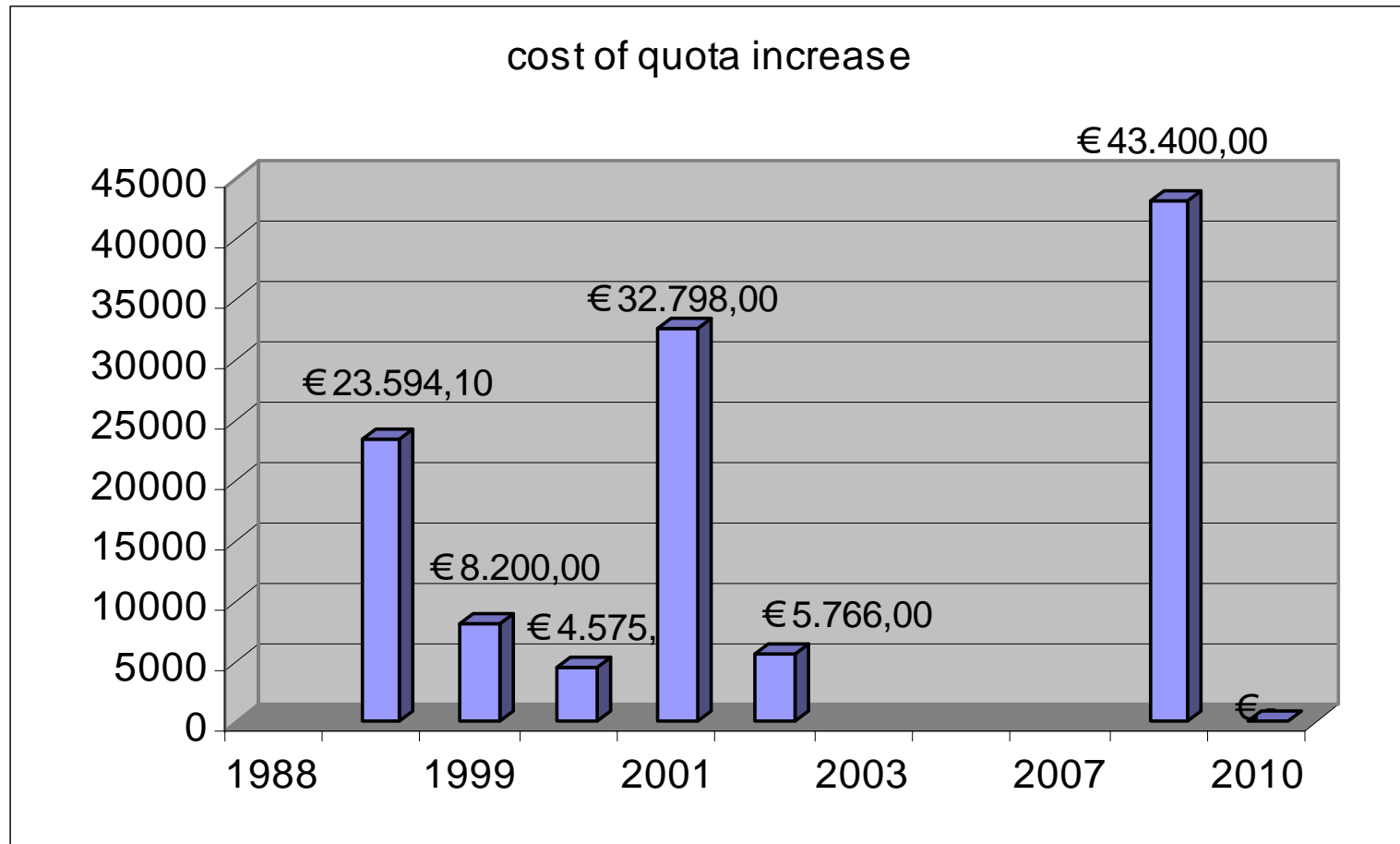
Myself and my brother Francesco..and our cows



MILK YIELD *development 1988-2010*



Quota investments development 1988-2010



Since 1988 we invested in total of **€118.333**
to buy our additional **519.400** kg of milk quota

herd management: feed ration

- 18 kg maize silage
- 2.5 kg alfa alfa hay
- 4.2 kg grass hay
- 0.6 kg mineral salt and vitamins mix
- 11.5 kg concentrate
 - 40% *cornmeal*
 - 40% *soybean meal (48% protein)*
 - 10% *cotton*
 - 5% *corn gluten*
 - 2% *fat*
 - 3% *molasses*

heifer and dry cows management

- 10 kg grass hay
- 5 kg maize silage
- 0.1 kg mineral salt and vitamine mix
- 1.5 kg soybean meal (44% protein)

During the summer we are used to bring young heifers to montain (about 1300 m) from the beginnig of june to the end of september.

During this period they eat only grass.

In spring and in autumn heifers and dry cows graze around the farm.



heifer and dry cows management

- In september the heifers come back home by transumance togheter the heifers of some other local farms (about 400).
- In total we walk for about 80 km.



heifer and dry cows management

In spring and in autumn heifers and dry cows graze around the farm.

How much it costs to produce milk in my farm? (2009)

	€100 kg ECM
Direct costs total	18,29
<i>purchased feed</i>	14,20
<i>vet+med+insem</i>	2,81
Labour related costs	12,26
<i>family labour</i>	8,44
Building costs	5,95
Machinery costs	6,26
Land costs	3,13
Other costs	2,10
Total costs	47,99

Destination of milk: from Molinetto to Lattebusche

We deliver our milk to a cooperative...
after a long process Molinetto merged with Lattebusche

Until october 2009



84 members

130 tons day milk processed

1 plant

today

lattebusche
il latte di casa Tua.

380 members

350 tons day milk processed

4 plants

Milk Price: from Molinetto to Lattebusche

Until october 2009



Our milk is paid after 10 months, once Grana Padano cheese is sold on the market. Depending on the cheese price we get a monthly price

Average price € 0.40/litre including VAT (10%) and quality

today

lattebusche
il latte di casa Tua.

The monthly payment is about 80% of the final annual price.

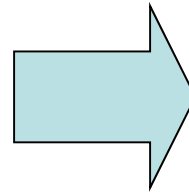
At the end of the year we receive the compensation.

Today we get € 0.41 including VAT and quality

(0.025 lt quality)

Destination of milk

Our milk is intended mainly for producing Grana Padano PDO

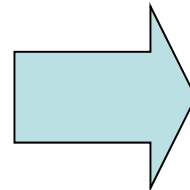


But our milk and our Management must respect specific rules, for example:

- clear milk traceability
- banned the use of some feeding products (rapeseed grass for example)
- Milk temperature 10° C and daily delivery

Destination of milk

In Veneto Region the 75% of the total milk is destined to POD and traditional cheese production



My strong and weak points...

Weak points

- Machinery costs (farm size)
- Nitrogen directive*
- Land scarcity*
- Biogas competition

Strong points

- Well developed dairy area
- Dairy coop specialized in value-added products BUT EU competition...
- Good forage production (70 ton x Ha -water availability)
- Low cost management of the young stock thanks to the summer grazing system
- Family labour

Nitrogen directive and land scarcity

Land rest: 650 €/ha

Land purchase cost: 110.000€/ha

Why? Land is in competition with other non agriculture activities .

In my village the total area is 14600 ha but only 9300 ha are cultivated:

70% permanent grass

25% mais

5% alfa alfa ecc.

On 9300 there are 67 farms – 3600 cattle (80% milk and 20% beef)
and..... 23000 pigs....

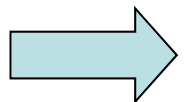
Strategy and objective for the future



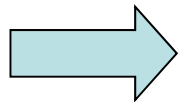
heifers grazing land around the farm



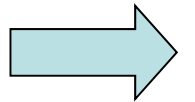
better knowledge of my cost of production



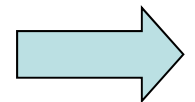
reactivity regarding subsidies, contracts, regulations,
cross-compliance, CAP reform



Increase number milking cows up to 100



Increase milking yield to 10.000 kg/cow/year



Diversification



New investments - diversification

Building a Fotovoltaic system to produce
55.000 kw year

Build a new barn for heifers (submitted to the
rural development regional plan)

Thanks for
your attention...

**...and a special
greeting to Marco,
we wanted to have
with us...**



EDF CONGRESS IN SLOVAKIA

La Molina

