

# Key Performance Indicators

{ 2009 Ontario Sheep Producers Survey

Talk about results

Look at 5 KPI's

Make suggestion for OSMA

Make suggestion for producers

- & Information from 33 surveys
- & Data from everyone is “ALL”
- & The ten most profitable “HP”
- & The nine least profitable “LP”

# Weaned Lambs per Ewe

	LP	ALL	HP
1	1.79	1.71	1.74
2	2.04	1.98	1.96
3	1.77	1.55	1.53

# Total # Ewes

	LP	ALL	HP
1	213	315	408
2	164	146	161
3	129	142	159
Total	506	603	728

## % Respondents Selecting Criteria

When Selecting	LP	ALL	HP
Lambs Born/Ewe	56%	70%	90%
Lambs Wean/Ewe	56%	58%	70%
Record On Own Flock	LP	ALL	HP
Lambs Born/Ewe	78%	70%	80%
Milking Ability	33%	48%	60%

## Three lessons

1. Increasing lambs weaned per ewe doesn't automatically increase profit

2. There are efficiencies in size

3. Selection pressure appears to reduce costs

*Key Performance Indicator*

A Flock Large Enough  
To Capture Efficiencies  
Of Scale Made Up Of  
Performance Tested  
Animals



OSMA Action

Programs to help producers  
increase flock size

Emphasis on maternal record  
analysis

Producer Action

Expansion of flock if possible

Maintain and use a good records based selection program

## Pasture Value and Rental Rates

	LP	ALL	HP
Value/Acre	\$2,383	\$3,426	\$3643
Rent/Acre	na	\$53	\$71

## Pasture Utilization

	LP	ALL	HP
Density/Acre	35	79	110
Time/Rotation	2	7	12
Days Winter Feed	217	183	158
%Days Pasture	41%	50%	57%

## Lessons

Ontario pastures have wide range of use

Maximum use of farm pasture resource is important

## *Key Performance Indicator*

Producer fully utilizes  
their pasture resource

Producer feeds  
harvested feed as few  
days as possible

OSMA Action

# Pasture Management Education Programs

Strong Emphasis on  
Importance of Grazing

Producer Action

Implement Strong Grazing Program

Pasture Record Keeping Program



## Lambing Management System

	LP	ALL	HP
Annual Pasture	11%	27%	30%
Accelerated	44%	61%	70%
Annual Winter	56%	21%	0%

*Key Performance Indicator*

Lambing frequency and timing

OSMA Action

Training and support for  
transitions to accelerated  
lambing

## Producer Action

Explore accelerated lambing

Do enterprise analysis by  
lambing group

If annual winter lambing  
consider changing to pasture

## Using Data to Make Selections

	LP	ALL	HP
Genetic Ram	67%	71%	90%
Physical Ram	55%	70%	80%
Own Flock	44%	55%	70%

## *Key Performance Indicator*

Use genetic and  
performance data in  
replacement selection

## OSMA Action

Programs, training and support for both genetic and performance testing of both ewes and rams

Producer Action

Make objective data a part of every replacement decision

Implement a performance testing system in own flock



## Time Allocation

	LP	ALL	HP
Budget/Bank	21%	12%	9%
Feed/Pasture	23%	27%	32%
Hands-on	31%	25%	22%
Employees	0%	4%	6%

## *Key Performance Indicator*

Proportion of time spent on  
management details

OSMA Action

# Programs to develop skilled farm labor

## Producer Action

Allocate time to most profitable tasks—use hired labor where appropriate