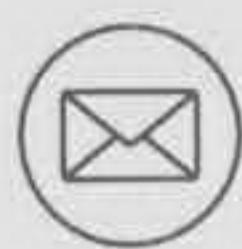




Lakeland Dairies
Milk Planning Survey: 2026-2030

Instructions

How can I complete this survey?



You can complete this survey booklet and return by using the enclosed stamped, addressed envelope.



Complete online at www.lakelanddairies.com/surveyNI or by scanning the QR code.



This survey can also be filled out over the phone with a member of the Lakeland Dairies Team.

If you have any questions regarding the Milk Planning Survey 2026-2030, please contact our Member Relations Division **028 3026 2311** or contact your local Milk Advisor or Agri Sales Rep.

When is the survey closing date?

The deadline for completing this survey is Friday, 20th February 2026.

We appreciate you taking the time to complete this survey, either digitally, in print or by phone. For further information on why this survey is being conducted and its importance, please refer to the letter from the Chairperson and Chief Executive on page 1.

Early bird draw

All suppliers who return their completed survey by Wednesday, 4th February will be entered into a draw for the following prizes:

1st prize: 6 tonnes dairy feed

2nd Prize: 6 tonnes fertiliser

3rd Prize: 1 tonne calf milk replacer

How your survey data will be used

Please note that responses to the Milk Planning Survey will be collected by Lakeland Dairies Co-operative Society Ltd. (and its service providers, including ifac), to help inform future planning in Lakeland Dairies. The results of this survey are confidential. Lakeland Dairies will use your data for analytical purposes only. This data will be shared and presented in an aggregated and anonymised format. By completing this survey, you are consenting to the use and disclosure of this information in the manner and for the purpose set out above. Lakeland Dairies recognises the importance of treating personal data in an appropriate, secure and lawful way. This is further set out in our Privacy Notice: lakelanddairies.com/privacy-policy.

Message from Chief Executive and Chairman

Dear Supplier,

We are getting in touch to ask for your support with our Milk Planning Survey 2026-2030. As a farmer owned co-operative, we are committed to supporting the long-term, sustainable development of your dairy business. This survey is a key part of that work and will help us to plan for the future with your needs in mind.

By taking part, you will give us a clearer picture of what's needed on farms. That insight will guide the services, supports and future investment that matter most for you and your farm business. We would appreciate a few minutes of your time to share your views.

Everything you tell us will be treated in the strictest confidence. The information will be solely used for business purposes. Any results we share, within Lakeland Dairies or with trusted partners, will always be shown in overall, aggregated form. No individual supplier will ever be identifiable.

Instructions for completing the survey, either by filling in this booklet or submitting it online, are provided on the next page. Please work through the questions as best you can, and if you are completing this hard copy version, use a black or blue pen.

Your insights matter. They will help shape the decision on processing capacity, services, staffing and future investment required to support you and your milk production in the years ahead. The survey is strictly confidential and should take about 20 minutes to complete. If you could take some time to complete the survey and return it in the freepost envelope by Friday, 20th February, it would be greatly appreciated.

All suppliers who return their completed survey by Wednesday, 4th February will be entered into a draw for the following prizes

1st prize: 6 tonnes dairy feed

2nd Prize: 6 tonnes fertiliser

3rd Prize: 1 tonne calf milk replacer

If you have any queries or need assistance, please contact our Member Relations team on 0818 47 47 20 (ROI) / 028 3026 2311 (NI). Thank you in advance for taking part.

Yours sincerely,

Colin Kelly
Group Chief Executive

Niall Matthews
Chairman

Section 1: About You

Supplier Name

JOHN O' BRIEN

Supplier Number

21076

Herd Number

7423

Mobile

087 - 4531769

Postcode

X R 3692 P

Email

johnB21@gmail.com

2025 Litres Supplied

280,000

1.1. In what age category do you fall?

- Under 35
- 35 to 44
- 45 to 54
- 55 to 64
- Over 65

1.2. Do you employ any non-family employees, either on a full time or part time basis, to help run your dairy farm?

 Number of full-time employees

 Number of part-time employees

 No non-family employees

Section 2: Land, Buildings and Farming Practices

- 2.1. Milking Platform:** With respect to the land that you farm on the milking platform, could you complete the following?

200	Owned acres
<input type="text"/>	Leased acres (short term – up to 12 months)
<input type="text"/>	Leased acres (medium term – 1-5 years)
<input type="text"/>	Leased acres (long term – 5 years+)
200	Total acres

- 2.2. Outside Blocks:** With respect to the land that you farm that is not part of milking platform (outside blocks used for heifer rearing, silage etc.), could you complete the following?

230	Owned acres
<input type="text"/>	Leased acres (short term – up to 12 months)
<input type="text"/>	Leased acres (medium term – 1-5 years)
<input type="text"/>	Leased acres (long term – 5 years+)
<input type="text"/>	Total acres

- 2.3. If you practice zero-grazing, do you full time or partial zero graze?**

Full time
 Partial
 Do not zero graze

- 2.4. Which best describes your production system? Select One**

Compact Spring Calving
 Spread Spring Calving
 Compact Autumn Calving
 Split Calving
 All year round

2.5. If milk recording, how often do you milk record?

- Monthly
- Bi-monthly (6 times per year)
- Quarterly
- Other
- Don't milk record

2.6. If you are NOT milk recording currently do you plan to commence milk recording over the next 5 years (2026-2030).

- Definitely
- Probably
- Unlikely
- No
- I am milk recording

2.7. Are you currently genomically testing?

- Genomically testing full herd
- Genomically testing replacement heifers
- Do not genomically test but plan on genomically testing in the future
- Do not genomically test and do not plan to

2.8. Do you practice grass measuring and budgeting?

- Yes, using quadrant
- Yes, using platemeter
- Yes, eyeball
- Yes, employ someone to measure
- Do not grass measure or budget

**2.9. Is your bulk tank the right size for your dairy business,
i.e. it can hold 5 milkings during peak?**

- Too small for current dairy business
- It would be helpful if it was bigger
- Yes, it is the right size

2.10. What type of milking parlour do you have?

- | | | |
|--|---|--------|
| <input checked="" type="checkbox"/> Herringbone/conventional | 5 | units |
| <input type="checkbox"/> Rotary | | units |
| <input type="checkbox"/> Robotic | | number |

Section 3: Livestock

3.1. How many cows did you milk in 2025 (peak number)?

50

3.2. How many dairy animals do you plan to have on your farm this year (2026)?

- | | |
|----|---|
| 50 | Dairy cows and heifers to be milked in 2026 |
| | In calf heifers in 2026 (12-24 months) |
| | Dairy weanlings/calves (0-12 months) |

3.3. How many beef animals on average do you plan to have on your farm this year (2026)?

- | | |
|--------------------------|-----------------|
| | 0-6 months |
| | 6-12 months |
| 10 | Over 1 year |
| <input type="checkbox"/> | No beef animals |

3.4. Typically, do you rear the male calves from your dairy herd?

- Yes, rear calves for up to one month
- Yes, rear calves for one month to one year
- Yes, rear them for more than one year

3.5. With respect to your non-dairy livestock, what are your plans over the next 5 years?

- Increase numbers
- Stay the same
- Decrease numbers

3.6. Typically, for replacement heifers, do you?

- Rear them from calf to calving
- Contract rear
- Purchase replacement heifers

3.7. What age (in months) do you calve the majority of your replacement heifers down at? 24 months

3.8. Would you consider contracting out the rearing of your replacements?

- Currently contract rearing
- Considering contract rearing
- Do not plan on contract rearing

**3.9. How do you operate your breeding plans for (A) Cows and (B) Heifers?
Tick all that apply**

	Cows	Heifers
AI conventional	<input checked="" type="checkbox"/>	<input type="checkbox"/>
AI sexed	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Dairy stock bull	<input type="checkbox"/>	<input type="checkbox"/>
Beef stock Bull	<input type="checkbox"/>	<input type="checkbox"/>

3.10. On your farm do you calve your herd all year round?

- Yes
- No

3.11. Approximately, what percentage of your herd calve in the following months?Spring/ Summer months %Autumn/ Winter months %**3.12. If you plan to make changes to your calving date post 2026, are you likely to calve your cows earlier, similar or later?**

	Spring	Autumn
Earlier	<input type="checkbox"/>	<input type="checkbox"/>
Similar	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Later	<input type="checkbox"/>	<input type="checkbox"/>

3.13. Approximately what percentage of your herd will be calving/calved to a dairy breed in 2026? Insert approximate percent in the box:**3.14. In 2026, when will your herd start calving?**Spring date: Autumn date: Not applicable – calving all year round**3.15. If you do plan to make changes to your calving date post 2026, are you likely to calve your cows earlier, similar or later?**

	Spring	Autumn
Earlier	<input type="checkbox"/>	<input type="checkbox"/>
Similar	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Later	<input type="checkbox"/>	<input type="checkbox"/>

3.16. How does the date you plan to finish calving in 2026 differ from 2025?

	Spring	Autumn
Earlier	<input type="checkbox"/>	<input type="checkbox"/>
Similar	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Later	<input type="checkbox"/>	<input type="checkbox"/>

3.17. On your farm are your cows typically housed all year around?

- Yes
 No

3.18. On your farm, during the grazing season, do you graze, select one:

- All milking cows
 Proportion of milking cows
 None of the milking cows

3.19. In a typical year, what date do your cows first have access to grazed grass?

01 / 03

3.20. In a typical year, what date are your cows fully out by day and night?

01 / 05

3.21. In a typical year what date are your cows housed by day and night?

01 / 10

3.22. In a typical year on your farm what level of concentrate is fed per cow?

DD / MM

3.23. In a typical year what level of concentrate per cow per day is fed in each month?

KG/feed/cow/day	
Jan	25
Feb	20
Mar	20
Apr	20
May	20
Jun	20
Jul	20
Aug	20
Sep	20
Oct	20
Nov	25
Dec	25

3.24. What is the typical winter diet for cows on your farm

- Silage and parlour nut
- TMR (Total Mixed Ration)
- TMR and parlour nut
- Other, please specify

Section 4: Future Plans

4.1. How would you describe your outlook on the future of milk production on your farm?

- Very Positive
- Positive
- Unsure
- Negative
- Very Negative

4.2. With respect to your milk output, over the next five years do you plan to:
 (Please tick one box as appropriate)

- Increase your milk output
- Stay close to your current output levels
- Decrease your milk output
- Exit milk production

4.3. If you plan to increase milk output over the next 5 years – how will this be achieved?

- Increase cow numbers
- Increase milk output per cow
- Both
- Do not intend to increase milk output

4.4. How many cows are you planning to milk over the coming years and what volume do you intend to produce in litres? For your 2025 litres supplied please see page 3.

	Cows	Litres
2026	50	280,000
2027	50	280,000
2028	50	280,000
2029	50	280,000
2030	50	280,000

4.5. Over the next few years are you likely to increase the percentage of milk you produce over (a) autumn/winter months or (b) spring/summer months?

Increase amount of milk produced over autumn/winter months: Yes No

Increase amount of milk produced over spring/summer months: Yes No

4.6. Please tick the top 3 factors which you feel may limit your milk production over coming years?

- Available land
- Access to funding
- Limited farm infrastructure (buildings etc.)
- Labour availability
- Environmental issues and uncertainty (Nitrates, water quality, carbon etc.)
- Access to finance
- Age or enthusiasm for dairy farming
- No successor to take over
- If you feel there are no limiting factors please tick here

4.7. Have you identified a successor for your farm?

- Clear succession plan in place (documented and discussed with accountant and solicitor)
- Successor identified but not formally documented
- No successor identified, family too young
- No successor identified
- Uncertain/have not considered it yet

4.8. If you have a successor identified which of the following age brackets do they fall into?

- Under 20
- 20-34 years
- 35-50 years
- Over 50
- Do not have a successor

4.9. If no successor identified (or not applicable), would you consider one of the following in the future?

- Long-term lease
- Farm Partnership
- Share farming
- None of these

4.10. Are you (or your successors) considering exiting dairy farming?

- No plans to exit
- Actively planning within 1 to 3 years
- Planning within 5 years
- Planning within 10 years

4.11. Please indicate your plans for your farm if ceasing dairying before 2030:

- Not applicable
- Explore share farming options (e.g. partnership)
- Use land for contract rearing
- Use land for another farming enterprise e.g. drystock
- Use land for alternative enterprise e.g. renewable energy, solar or AD
- Lease land
- Sell land

4.12. If you would welcome a conversation about succession or any other matter with the Lakeland Dairies team – please tick here and we will get in touch:

Section 5: Environment and Soils

5.1. Do you use a Nutrient Management Plan on your farm?

- Yes
- No

5.2. What is the current position of your slurry and soiled water capacity:

	Slurry	Soiled Water
Have spare capacity	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Enough slurry capacity on farm	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Need additional capacity	<input type="checkbox"/>	<input type="checkbox"/>

5.3. Do you export slurry?

Yes No

5.4. How clear are you on the N/P/K allocations allowed on your farm?

Please circle your answer

1 (I am not clear) to 5 (I am very clear)

1 2 **(3)** 4 5

5.5. Do you currently use/implement any of the following technologies or practices on your farm? (Please tick all that apply)

	In place	Planned in next 5 years
Soil sampling	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Lime application	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Clover establishment in swards	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Planting trees/hedgerows	<input checked="" type="checkbox"/>	<input type="checkbox"/>
PLI/EBI for making breeding decisions	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Use of slurry additives/treatments	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Wind/solar/AD energy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Sexed Semen	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Genomic Testing	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Multi-Species	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Animal Health Monitoring (e.g. heat detection using collars, bolus etc.)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
None of the above	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Section 6: Supports and Services

6.1. On a scale of 1 to 10, how satisfied are you with Lakeland Dairies?

Please circle your answer

Not satisfied 1 2 3 4 5 6 **7** 8 9 10 Very satisfied

Please add any comment you wish to make

Satisfied they are maintaining standards of honesty and accountability and recognises that their people have important parts to play in this goal

6.2. What would be your preferred means to receive communication from Lakeland Dairies, please comment:

- Farm notes
- Letter/written communication
- Text message
- Email
- Social media
- WhatsApp

Other, please specify:

6.3. Do you trade with Lakeland Dairies Agribusiness for:

- Feed
- Fertiliser
- Farm Inputs
- Do NOT trade

- 6.4. If you do NOT trade with Lakeland Dairies Agribusiness for your animal feed, fertiliser or farm inputs what are the main reasons for this?

	Feed	Fertiliser	Farm Inputs
Range	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Quality	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Price	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Other (please specify)

Trade with Lakeland Dairies
agribusiness and will continue
to do so .

Section 7: Additional Feedback

- 7.1. Are there any additional products or services that Lakeland Dairies/Lakeland Agri could provide that would help your farm business? Please write in the box below.

7.2. Please feel free to insert any further comments you would like to make on any aspect of the milk planning survey in the space below. All comments are welcome.





Lakeland Dairies NI

31 Main Street,
Augher,
Co. Tyrone
BT77 0BG