

Regional Delivery Plan 2025: Southern South Island

Powered by your local B+LNZ Farmer Council

Your Regional Team

SSI Extension Manager: Claire Teutenberg
 SSI Extension Coordinator: Theresa Laws
 Regional Extension Manager: Fiona Young - Southland/Otago
 SSI Farmer Council Chair: Matt McRae
 SSI Farmer Council Deputy Chair: Matt Tayler

What we are doing

Our RDP purpose is to inspire farmers with the confidence and passion to gain the knowledge and skills which enable building a profitable, enjoyable, and resilient business.



Focus area

Farm systems



Why	Farm performance needs to be more consistent over all land classes. We need to support adoption of the optimal system for the land class. To do this we will showcase farming excellence on high performing farm systems in each land class.
We will measure progress through	<ul style="list-style-type: none"> • Increase kgs CWT/ha • Resilience based Farm Systems • Forage production and utilisation • #Farmers benchmarking and setting business KPI • EBIT
Workshops	<ul style="list-style-type: none"> • Better Ram Buying • Better Beef Buying • Feedsmart • Feedsmart/BCS • Growing Great Lambs • Wormwise • BCS
Field Days	Hub Farm: <ul style="list-style-type: none"> • ROI of systems • Efficient and Effective Fertiliser Application
Focus Groups	<ul style="list-style-type: none"> • Dairy Beef • Production Group • Forage and Feed Group
Other Activity	Farming for Profit programme

Focus area

People



Why	We run complicated businesses that require high skill levels. We need to attract and retain talent who are proud and inspired to be in the sheep and beef sector with long term sector goals.
We will measure progress through	<ul style="list-style-type: none"> • Number of graduates and people coming from training and education providers increases. • Engagement levels of sheep and beef next generation and career changes. • Farmer attendance at people capability events
Workshops	<ul style="list-style-type: none"> • Business planning and succession
Focus Groups	Growing Great People - Leadership - Team Management - Mentorship - Professional Development
Other Activity	<ul style="list-style-type: none"> • B+LNZ Young Farmer Development Scholarship • Generation Next programme • Lean Farm Management Systems • Ballance Farm Environment Award Field Day

Focus area

Land use and Innovation



Why	Land use will continue to evolve. We need to drive change by showcasing new technology to support adoption and drive innovation focused on optimising land use with farm system.
We will measure progress through	<ul style="list-style-type: none"> • Measures of land use become more diverse. • Increased uptake of new technologies associated with land use innovation. • EBIT
Workshops	Trees Within Farms
Field Days	Hub Farm: <ul style="list-style-type: none"> • Technology focus • Diversification focus Farming For Profit Programme Collaboration events with partners such as PAMU Regional Showcase events
Other Activity	Farming For Profit programme

Focus area

Connection and Wellbeing



Why	We want our sector to continue to thrive with the right people in it. We need to ensure connection is intertwined throughout Beef + Lamb event delivery and remains a priority to support farmer wellbeing as an enabler of change.
We will measure progress through	<ul style="list-style-type: none"> • Engagement of farmers with extension activities. • Uptake and implementation of strategies; people taking action.
Workshops	All workshops will include time for farmer connection
Field Days	All field days will include time for farmer connection and wellbeing Regional Showcase Event
Focus Groups	Focus groups will support connection and wellbeing through each interaction
Other Activity	Wanaka Show

Focus area

Profitability



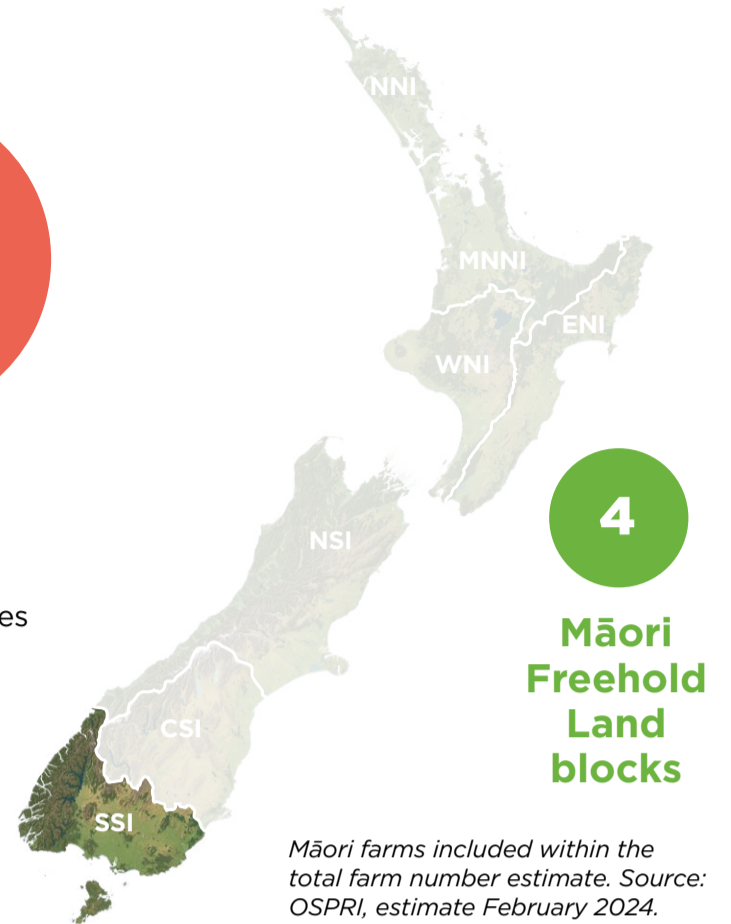
Why	Our regional data shows significant challenges to our profit. We need to support farmers with the confidence, tools, and skills to manage their businesses through the ups and downs for long term viability and resilience.
We will measure progress through	<ul style="list-style-type: none"> • Average region EBIT increases across all classes EBIT. • Positive farmer feedback • Numbers of farmers who are forward planning and actively budgeting.
Workshops	<ul style="list-style-type: none"> • B+LNZ Mastering Farm Financials • Rabobank Financial Skills
Field Days	Hub Farm: <ul style="list-style-type: none"> • Benchmarking • Regional B+LNZ Economic Farm Survey data
Focus Groups	<ul style="list-style-type: none"> • Parasite Management • Hogget Mating • Business Development • Financial Management – Budgeting for Business Results
Other Activity	Farming For Profit programme Lean Farm Management Systems

Note: Detail of planned delivery may need to change in response to seasonal events

For all event details and dates visit www.beeflambnz/events

Southern South Island Regional Overview

B+LNZ Insights Team - Revised February 2025



There are an estimated 1,365 commercial sheep and beef farms in the SSI Farmer Council region. The SSI Farmer Council region includes Southland, Gore, Invercargill, and Clutha districts. The farm characteristics reported below show Otago-Southland data for Farm Classes 6 and 7 (which includes Central Otago, Queenstown-Lakes and Dunedin City districts) and South Island data for Farm Classes 1 and 2.

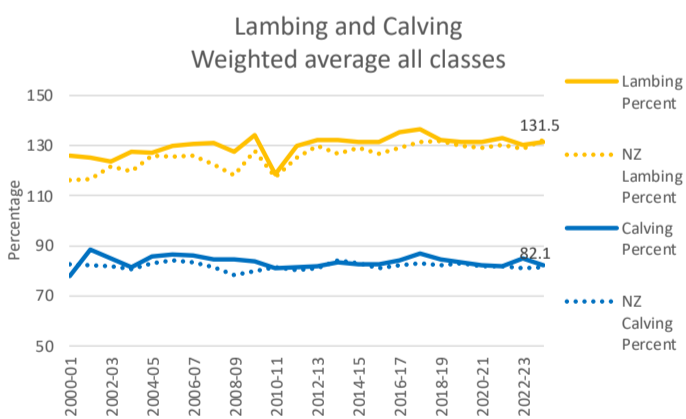


Farm Characteristics by Farm Class

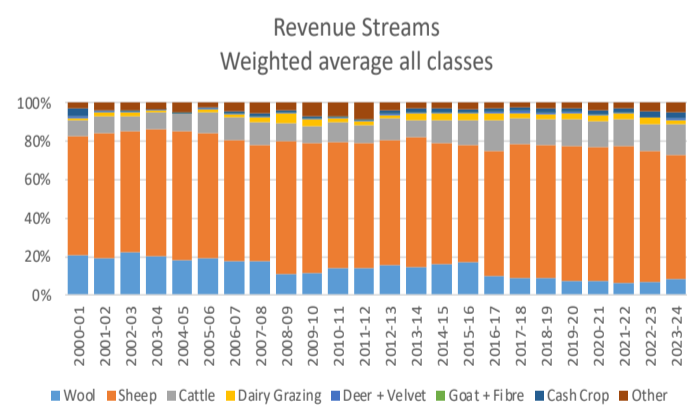
Average B+LNZ Otago-Southland* 2023-24 forecast (Sheep and Beef Farm Survey)										
	Average Farm size Total ha	Average Area Grazed +Cropped ha	Sheep At open SU	Beef Cattle At open SU	Total livestock At open SU	Stocking rate SU/ha	EBITRm \$ per Farm	EBITRm \$ per ha	Sheep: beef ratio SU	Lamb Sales Prime %
Farm Class 1*	9,099	7,955	8,537	2,763	12,344	1.6	274,456	35	69:22	31
Farm Class 2*	1,681	1,485	4,827	1,913	7,077	4.8	169,621	114	68:27	50
Farm Class 6	730	600	3,926	941	5,041	8.4	341,472	569	76:18	77
Farm Class 7	303	272	2,545	292	2,946	10.8	197,467	726	85:12	93

Area On average, sheep and beef farms increased in size over the past 20 years, mostly driven by Hill Country farms. **Stock Units** total stock units per farm increased since 2014-15 with the increase from beef cattle SU as sheep SU were steady. The current sheep:beef ratio is estimated at 80:16 for the weighted all farm classes average (80% sheep SU). **Profit** trended downwards after 2021-22 with lower farm-gate prices and high expenditure.

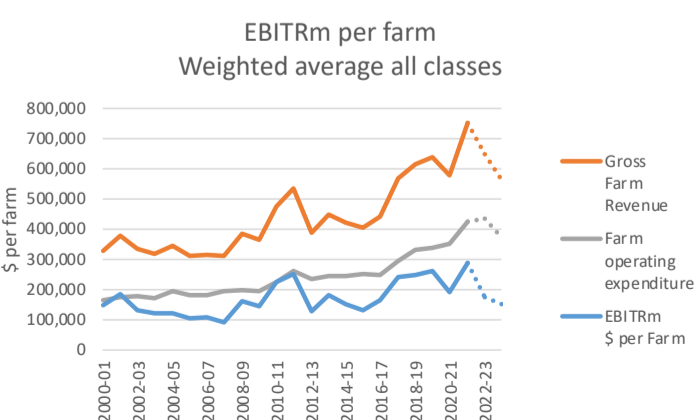
Farm performance



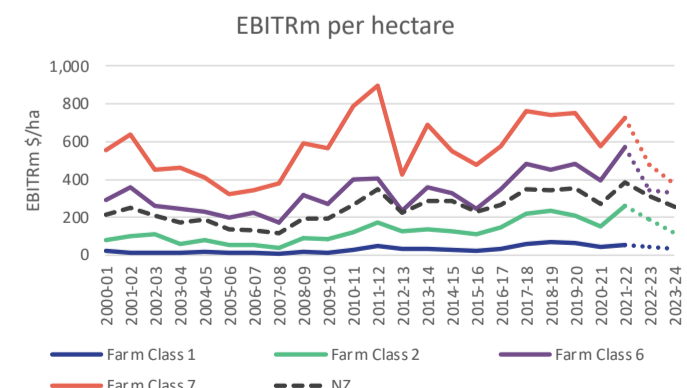
Lambing percentage for Finishing-Breeding and Finishing farms is generally above the NZ average, while the average High Country and Hill Country lambing percentages are below the NZ average due to the influence of fine wool breeds. Calving percentage has been relatively flat over time and was similar to the NZ average since 2019-20.



SSI farms earn around 90% of gross farm revenue (GFR) from sheep (including wool) and cattle on average. Cash crops and dairy grazing comprise around 3% (each) of GFR.



EBITRm per farm in 2023-24 is estimated at \$153,000, around \$20,000 less than 2022-23. Farm operating expenditure (FOE) is forecast to have decreased since 2021-22 as costs were cut in the wake of falling revenue and high input prices. Interest expenditure is not included in FOE.



For 2023-24, profitability is forecast to drop sharply due to lower farm-gate prices and high farm expenditure, following on from the decrease in profitability in 2022-23. Finishing farms typically had the highest EBITRm/ha over time.

The Southern South Island Electoral District comprises the southern part of the wider Otago-Southland survey region. Otago-Southland data is presented here for Farm Classes 6 and 7, and South Island data for Farm Classes 1 and 2.

* EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.