

Regional Delivery Plan 2025: Central South Island

Powered by your local B+LNZ Farmer Council

Your Regional Team

CSI Extension Managers: Dean Sinnamon - Otago,
Hannah Brewer - Mid & South Canterbury
CSI Extension Coordinator: Cherise McPherson
Regional Extension Managers: Minna Wilson -
Canterbury and Fiona Young - Southland/Otago
CSI Farmer Council Chair: Sam Stevens
CSI Farmer Council Deputy Chair: John Fitzgerald

What we are doing

Our purpose is to create confident, capable, adaptable, and resilient farmers, so we are recognised throughout the world as being profitable, resilient, and thriving intergenerational businesses.



Focus area Genetics

Why	There is untapped potential to improve farm profit through management to optimise animal genetics. We need to support farmers understanding the opportunities and using the available tools.
We will measure progress through	<ul style="list-style-type: none"> Pasture production increases. Gross margin by stock class increases Days to finish/trade is reduced.
Workshops	Better Bull Buying Better Ram Buying
Field Days	Hub Farm events collaboration with Breed Groups & B+LNZ Genetics Team
Focus Groups	Production – Improving Production Efficiency.
Other Activity	Tailored young farmers events.



Focus area Innovation and Technology

Why	It is an enabler of change supporting farm business efficiency and sustainability. We need to support farmers to test, trial and grow their confidence to use and adapt new ideas and technology on-farm.
We will measure progress through	<ul style="list-style-type: none"> Farmer engagement and uptake B+LNZ recognition as 'connectors' of new technology Farmer attendance at Innovation and Technology events.
Field Days	Regional Showcase Hub Farm events collaboration activities.
Other Activity	Hub Farm: Collaboration with tech industry, B+LNZ Genetics Tech Integration: Bio controls, dryland species, easy care sheep. Farming 4 Profit Programme events.



Focus area Diversification

Why	Current farming business models are being challenged on multiple level. We need to support farmers with strategies for future farm business resilience.
We will measure progress through	<ul style="list-style-type: none"> Farmer Engagement The use of financial analysis to determine policy change adopted on farm. Number of relevant collaboration events delivered.
Workshops	Trees Within Farms
Field Days	Regional Showcase
Focus Groups	Hill Country Futures
Other Activity	On farm diversification groups and field days.



Focus area Pasture

Why	Good pasture management is critical to farm and animal production leading to profitability. We need to support farmers with tools and resources to understand and apply good pasture management.
We will measure progress through	<ul style="list-style-type: none"> Pasture utilisation data improves (kgDM eaten/ha) We have pasture growth being measured in our region. Production efficiency improves (KgDM/KgLWT)
Workshops	<ul style="list-style-type: none"> Feedsmart Feedsmart & BCS
Field Days	<ul style="list-style-type: none"> Management Practices: Intensive winter grazing and FeedSmart Innovations: New forage cultivars for higher energy feed.
Focus Groups	Production – Improving Production Efficiency.



Focus area Profitability

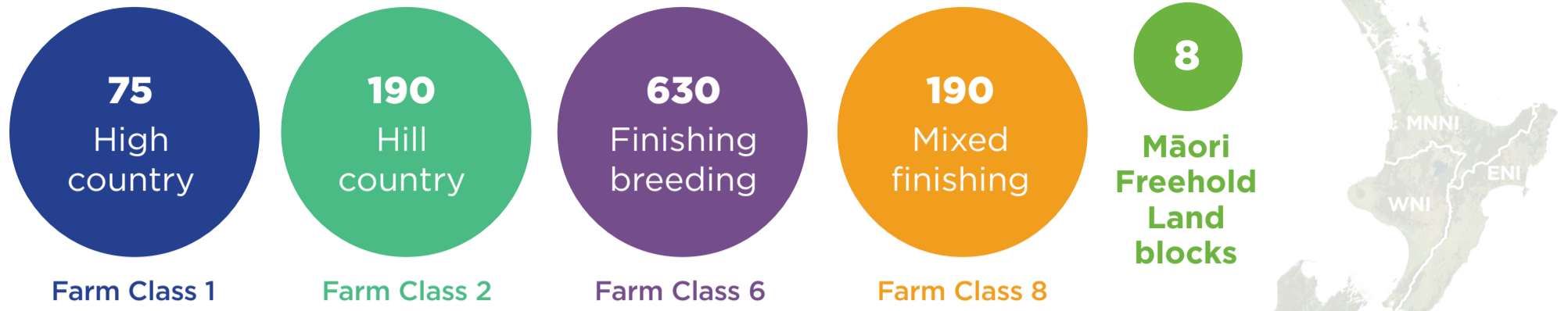
Why	Fundamental to our farmer futures and the sector. We need to support the understanding of profit drivers that we can influence and manage.
We will measure progress through	<ul style="list-style-type: none"> Increased Return on Capital Increased EBIT/ha More farmers are more actively budgeting.
Workshops	<ul style="list-style-type: none"> Wormwise Growing Great Lambs B+LNZ Mastering your Farm Financials Rabobank Financial Skills
Field Days	Hub Farm: Boosting production, doubling EBIT.
Focus Groups	Financial Management – Budgeting for Business Results
Other Activity	<ul style="list-style-type: none"> Central Otago Farming 4 Profit South Canterbury Farming 4 Profit Coastal Otago Farming 4 Profit

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

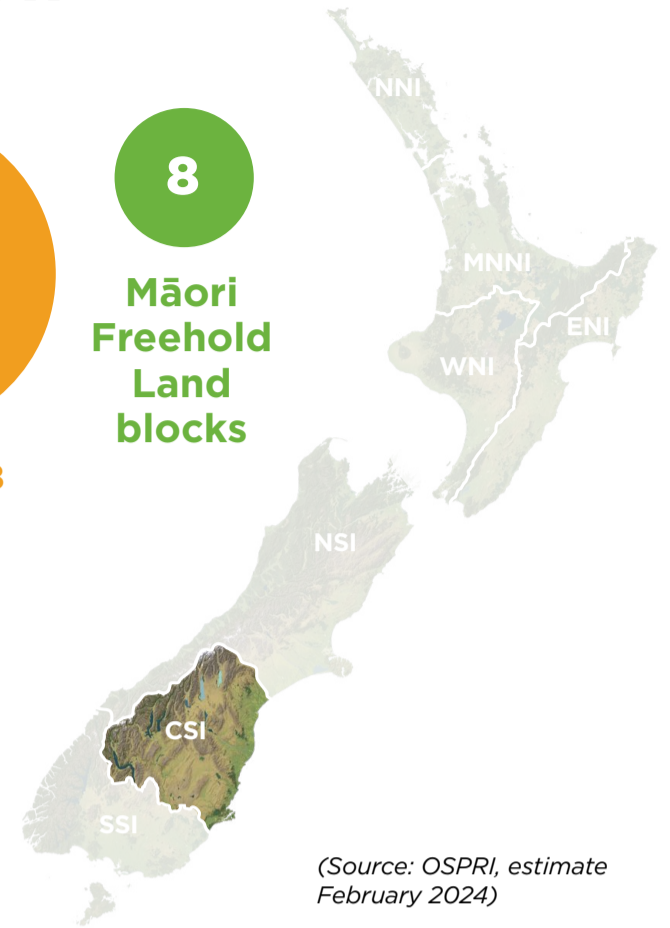
For all event details and dates visit www.beeflambnz/events

Central South Island Regional Overview

B+LNZ Insights Team May 2024



The Central South Island region has an estimated 1,085 Sheep and Beef farms. Over half are Finishing-Breeding farms.



Farm Characteristics by Farm Class

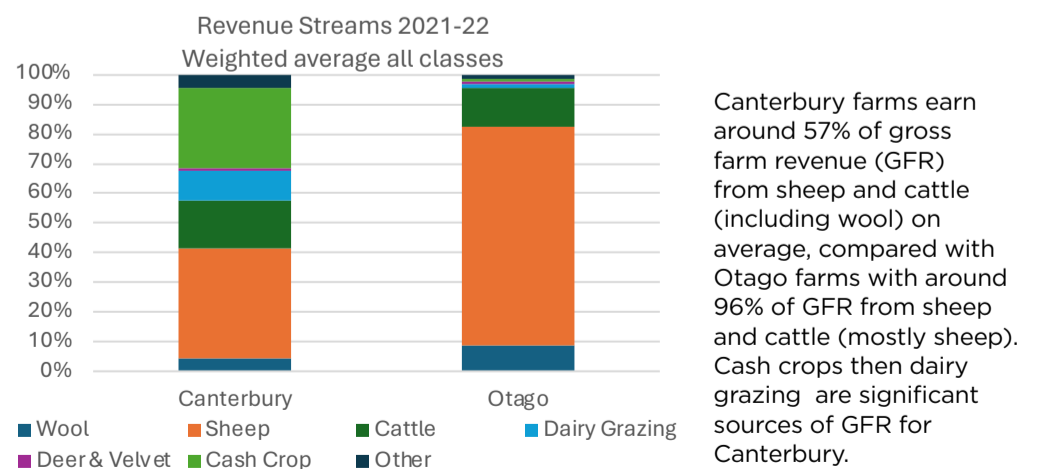
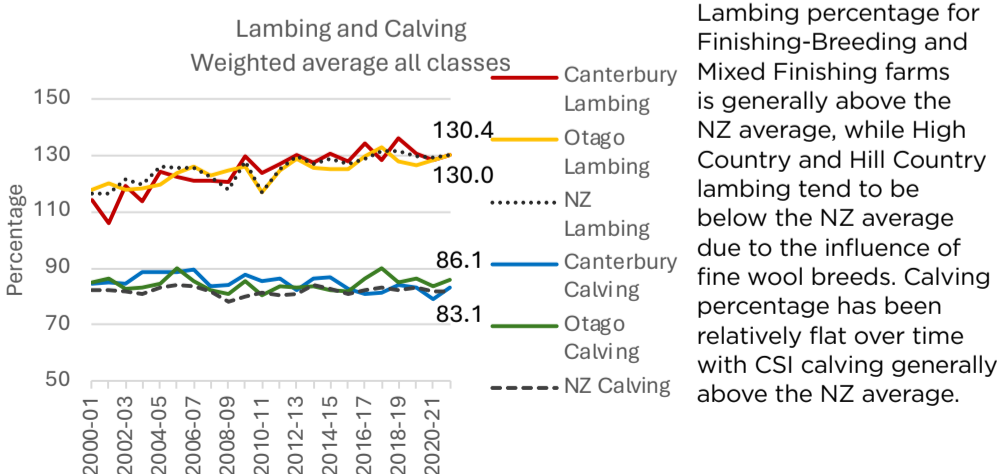
Average B+LNZ Canterbury* 2021-22 (Sheep and Beef Farm Survey)											
	Average Farm size Total ha	Average Area Grazed +Cropped ha	Sheep At open SU	Beef Cattle At open SU	Total livestock At open SU	Stocking rate SU/ha	EBITRm \$ per Farm	EBITRm \$ per ha	Sheep: beef ratio SU	Lamb Sales Prime %	
Farm Class 1	9,362	8,510	8,838	2,774	12,478	1.5	470,092	55	71:22	21	
Farm Class 2	1,564	1,453	4,158	1,920	6,230	4.3	355,043	244	67:31	52	
Farm Class 6	530	488	2,113	1,257	3,821	7.8	285,482	585	55:33	89	
Farm Class 8	418	386	1,432	562	2,838	7.4	326,230	845	50:20	90	

Area On average, farms increased in size over the past 20 years. **Stock Units** total stock units per farm increased since 2000-01 with the increase from cattle as sheep SU were variable but down slightly. The current sheep: beef ratio is estimated at 59:29 (59% sheep SU). **Profit** has trended downwards since 2021-22 with lower farm-gate prices and high expenditure. Prime sales vary between seasons depending on climatic conditions.

Average B+LNZ Otago* 2021-22 (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	7,686	6,639	8,180	1,359	10,120	1.5	361,337	54	81:13	35	
Farm Class 2	1,302	1,140	4,724	1,391	6,179	5.4	441,084	387	76:23	54	
Farm Class 6	660	552	3,850	736	4,639	8.4	355,781	645	83:16	61	

Area On average, farms increased in size over the past 20 years. **Stock Units** total stock units per farm remained similar to 2000-01 stock units, with fewer sheep SU and a similar trend towards cattle as per Canterbury. The current sheep: beef ratio is estimated at 81:16 (81% sheep SU). **Profit** has trended downwards since 2021-22 for all regions and farm classes, with lower revenue (particularly farm-gate sheep prices) and high expenditure. Prime sales vary between seasons depending on climatic conditions.

Farm performance



Two B+LNZ Survey regions, Canterbury and Otago, are presented here to cover the range of farms in the Central South Island region.