Beef + Lamb New Zealand
Regional Delivery Plan 2025: Northern South Island
Powered by your local B+LNZ Farmer Council

Your Regional Team
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NSI Farmer Council Chair: Warwick Lissaman
NSI Farmer Council Deputy Chair: Fraser Tasker

What we are doing

Our RDP purpose is to provide great learning opportunities and connections. These will create positive and practical solutions for improved profitability and sustainability. Our farmers will be primed for change and can thrive into the future with confidence and pride.

Focus area
Animal Health

Why	Animal health directly impacts farm productivity. NSI farmers need information to deal with immediate challenges
We will measure progress through	• Lambing and calving % lifted • Farmer engagement with animal health topics increases • Increase in production/ha
Workshops	• Feedsmart • Wormwise • Growing great lambs
Field Days	• All Things Wormy
Focus Groups	• Animal Health
Other Activity	• Eliminating Facial Eczema Impacts Programme support. • Livestock Parasite Management Research support.

Focus area
Business Performance

Why	Business performance underpins profitability and business resilience. We need to enable farmers to continue to make incremental gains in animal performance, farm system optimisation and improve efficiency and profitability
We will measure progress through	• Change in EBIT by farm class • Farmers are using data and benchmarking with confidence
Workshops	• Better Ram Buying • Making your fert go further • Feedsmart
Field Days	Hub Farm activity
Focus Groups	• Forage for Production • Production
Other Activity	• Farming For Profit

Focus area
Business Skills

Why	Because we see an opportunity through our regional data and farmer feedback to grow our business skills to enable thriving farm businesses into the future.
We will measure progress through	• More NSI farmers are actively budgeting • More NSI farmers are using feed planning, measuring, and monitoring tools • There is increased retention at management, governance, and operational levels in the industry
Workshops	• B+LNZ Mastering your Farm Financials • Succession Planning • Rabobank Financial Skills
Focus Groups	• Financial Management - Budgeting for Business Results
Other Activity	• Farming for Profit • Generation Next

Focus area
Market Preparedness

Why	Because our farmers must have market and social relevance they need to be primed for change. We need to support our farmers with tools and systems to have the evidence, understanding and insights needed
We will measure progress through	• Number of B+LNZ Award nominations. • NZFAP+ and Farm Planning metrics
Workshops	• Better Beef Breeding • Dairy Beef
Field Days	• Innovation of Farm Systems • Regional Showcase
Other Activity	• Informing New Zealand Beef Programme support. • Innovation Group; Solving sector challenges

Focus area
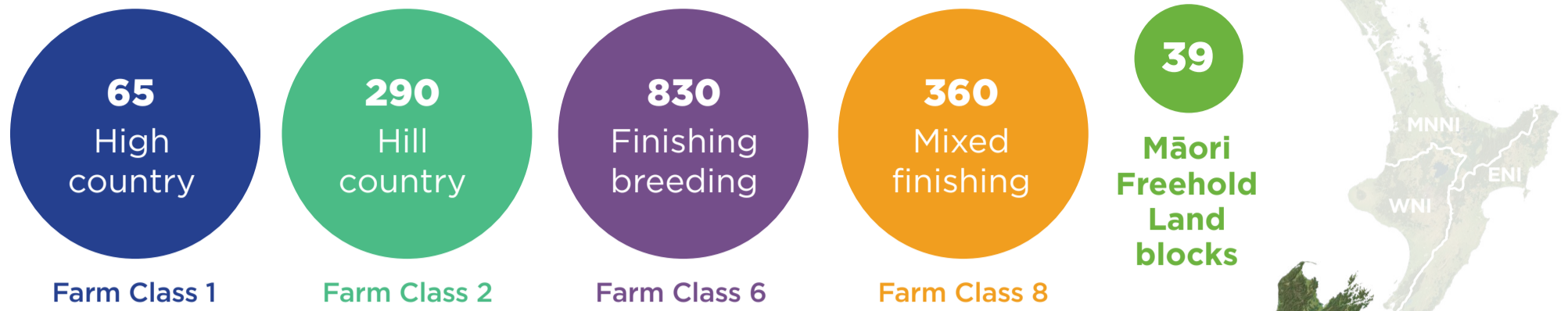## Resilience and Adaptation

Why	Because our regional information has identified opportunities to build resilience for short/med/long term challenges. We need to connect farmers with what they need in times of need, support farmers with seasonal decision making and the insights needed to navigate into the future with confidence and pride.

We will measure progress through	• Farmer confidence has increased
	• RDP interview language will be proactive
	• Farmers engaging
	  – Event Attendance
	  – Event Feedback metrics

Workshops	Trees within Farms
Field Days	• Innovation of Farm Systems • Agronomy through the seasons • Regional Showcase
Other Activity	• Resilience and Adaptation event series • Innovation Group; Solving sector challenges

Note: Detail of planned delivery may need to change in response to seasonal events
For all event details and dates visit www.beeflambnz/events

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Northern South Island Regional Overview

B+LNZ Insights Team May 2024

65 High country — **Farm Class 1**

290 Hill country — **Farm Class 2**

830 Finishing breeding — **Farm Class 6**

360 Mixed finishing — **Farm Class 8**

39 Māori Freehold Land blocks

NSI Farmer Council region includes an estimated 1,545 commercial sheep and beef farms. Over half are Finishing-Breeding farms. The farm characteristics below are based on Marlborough-Canterbury data.

Dairy 296,700 ha

Sheep & Beef 1,388,800 ha

Forestry 287,400 ha

Horticulture 44,300 ha

(estimated Ag., Hort. and Forestry area, SNZ 2022)

(Source: OSPRI, estimate February 2024)

Farm Characteristics by Farm Class

Average B+LNZ Marlborough-Canterbury* 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	10,069	8,801	9,047	3,765	14,067	1.6	269,375	31	64:27	27
Farm Class 2	1,575	1,414	4,360	1,985	6,783	4.8	186,550	132	64:29	52
Farm Class 6	564	490	2,310	1,255	4,173	8.5	141,660	289	55:30	86
Farm Class 8	418	386	1,681	735	4,044	10.5	315,800	818	42:18	91

Area On average, sheep and beef farms increased in size over the past 20 years, mostly driven by Finishing-Breeding and Mixed Finishing farms increasing in size. **Stock Units** total stock units per farm increased since 2014-15. More deer SU on farms in the region than NZ average, and more dairy cattle SU particularly for Mixed Finishing farms. The current sheep:beef ratio is estimated at 56:27 (56% sheep SU). **Profit** has trended downwards since 2021-22 with lower farm-gate prices and high expenditure.

Farm performance

### Lambing and Calving — Weighted average all classes
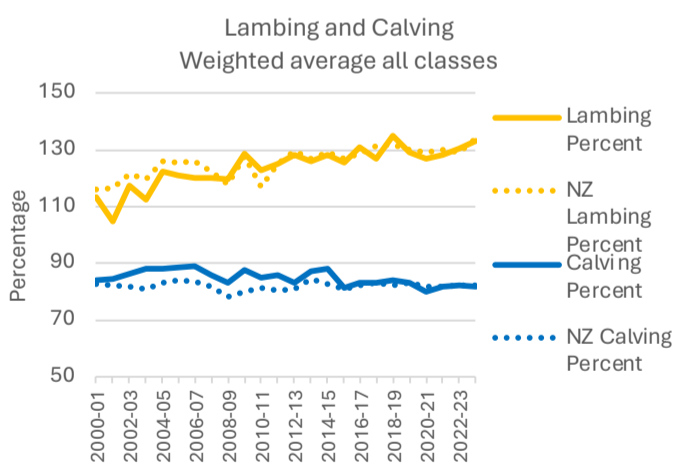
Lambing percentage for Finishing-Breeding and Mixed Finishing farms is generally above the NZ average, while the average High Country and Hill Country lambing percentages are below the NZ average due to the influence of fine wool breeds. Calving percentage has been relatively flat over time and similar to the NZ average since 2014-15.

Revenue Streams — Weighted average all classes
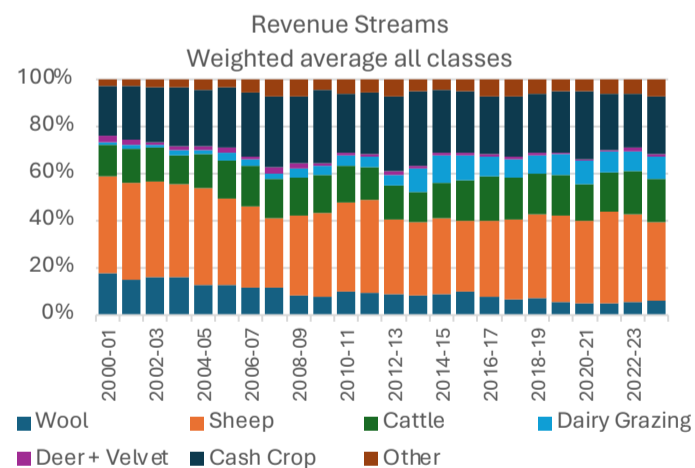
NSI farms earned around 58% of gross farm revenue (GFR) from sheep (including wool) and cattle on average in 2021-22. Cash crops are a significant source of GFR in the region (25% of total GFR in 2021-22) followed by dairy grazing (7%).

EBITRm per farm — Weighted average all classes
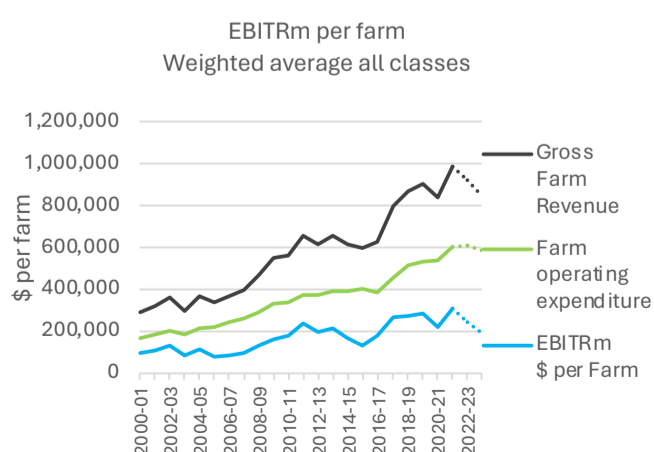
EBITRm per farm in 2023-24 is forecast at $193,000, around $55,000 less than 2022-23. Farm operating expenditure (FOE) is forecast to have decreased since 2022-23 as costs were cut in the wake of falling revenue and high input prices. Interest expenditure is not included in FOE.

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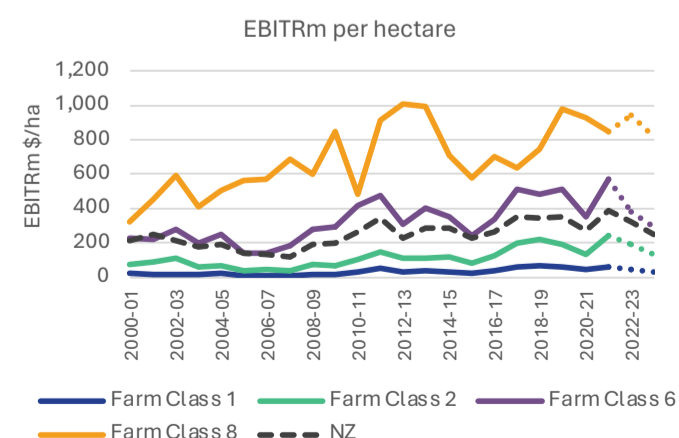
For 2023-24, profitability is forecast to drop sharply due to lower farm-gate prices and high farm expenditure, following on from the decrease in profitability in 2022-23. Mixed Finishing farms typically had the highest EBITRm/ha over time.

Source: B+LNZ Sheep and Beef Farm Survey. The B+LNZ Marlborough-Canterbury survey region is presented here as it largely aligns with the Northern South Island Electoral District and is indicative of commercial sheep and beef farms in the region.
* EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.