

# 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: Graham Evans  
 SSI Farmer Council Deputy Chair: Matt McRae

## 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 People

|   |  |
|---|--|
| <b>Why</b>                              | We run complicated businesses that require high skill levels.<br>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.   |
| <b>We will measure progress through</b> | <ul style="list-style-type: none"> <li>Number of graduates and people coming from training and education providers increases.</li> <li>Engagement levels of sheep and beef next generation and career changes.</li> <li>Farmer attendance at people capability events</li> </ul> |
| <b>Workshops</b>                        | <ul style="list-style-type: none"> <li>Business planning and succession</li> </ul>   |
| <b>Focus Groups</b>                     | Growing Great People - Leadership - Team Management - Mentorship - Professional Development  |
| <b>Other Activity</b>                   | <ul style="list-style-type: none"> <li>B+LNZ Young Farmer Development Scholarship</li> <li>Generation Next programme</li> <li>Lean Farm Management Systems</li> <li>Ballance Farm Environment Award Field Day</li> </ul>   |



### Focus area Connection and Wellbeing

|   |  |
|---|--|
| <b>Why</b>                              | We want our sector to continue to thrive with the right people in it.<br>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. |
| <b>We will measure progress through</b> | <ul style="list-style-type: none"> <li>Engagement of farmers with extension activities.</li> <li>Uptake and implementation of strategies; people taking action.</li> </ul>   |
| <b>Workshops</b>                        | All workshops will include time for farmer connection  |
| <b>Field Days</b>                       | All field days will include time for farmer connection and wellbeing<br>Regional Showcase Event  |
| <b>Focus Groups</b>                     | Focus groups will support connection and wellbeing through each interaction  |
| <b>Other Activity</b>                   | Wanaka Show  |



### Focus area Farm systems

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



### Focus area Land use and Innovation

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



### Focus area Profitability

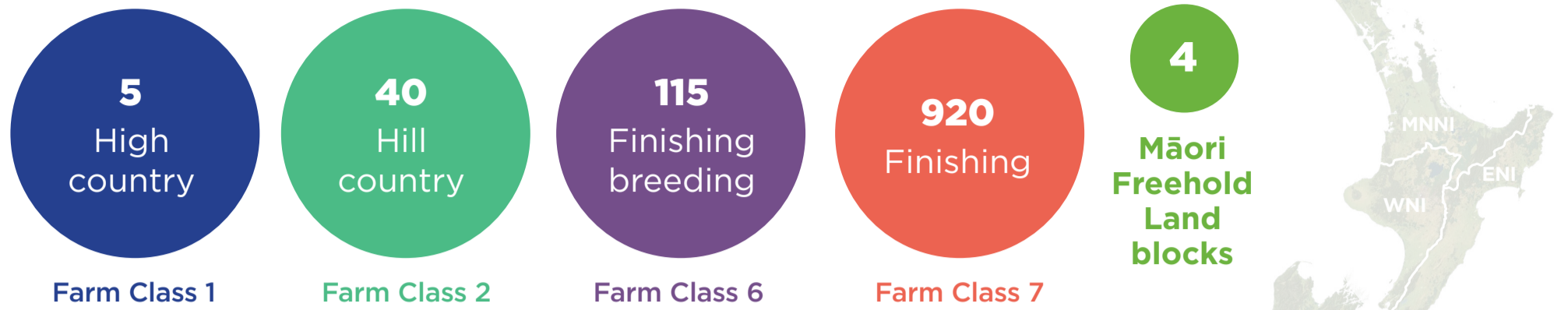
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|---|---|
| <b>Why</b>                              | Our regional data shows significant challenges to our profit.<br>We need to support farmers with the confidence, tools, and skills to manage their businesses through the ups and downs for long term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

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

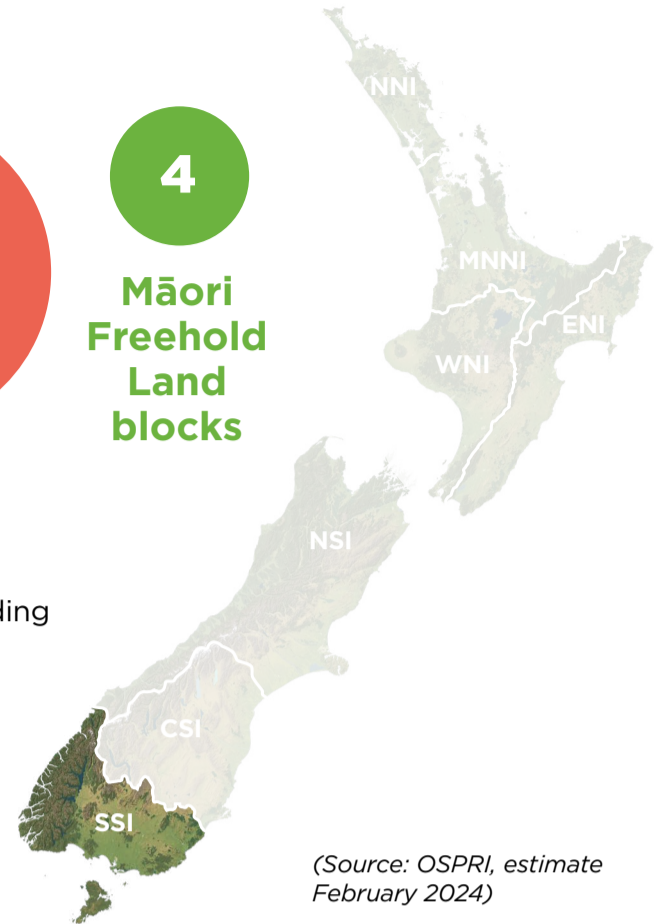
For all event details and dates visit [www.beeflambnz/events](http://www.beeflambnz/events)

# Southern South Island Regional Overview

B+LNZ Insights Team May 2024



SSI Farmer Council region includes an estimated 1,080 commercial sheep and beef farms in Southland, plus farms in Clutha, which we know will be more Hill Country and Finishing-Breeding farms. It is estimated that there are 1,360 commercial sheep and beef farms in total. The farm characteristics are based on Otago-Southland data.

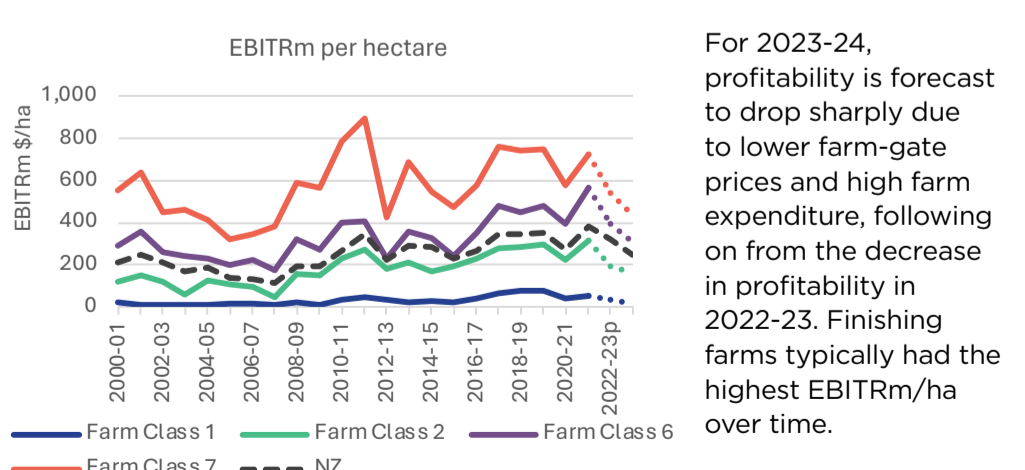
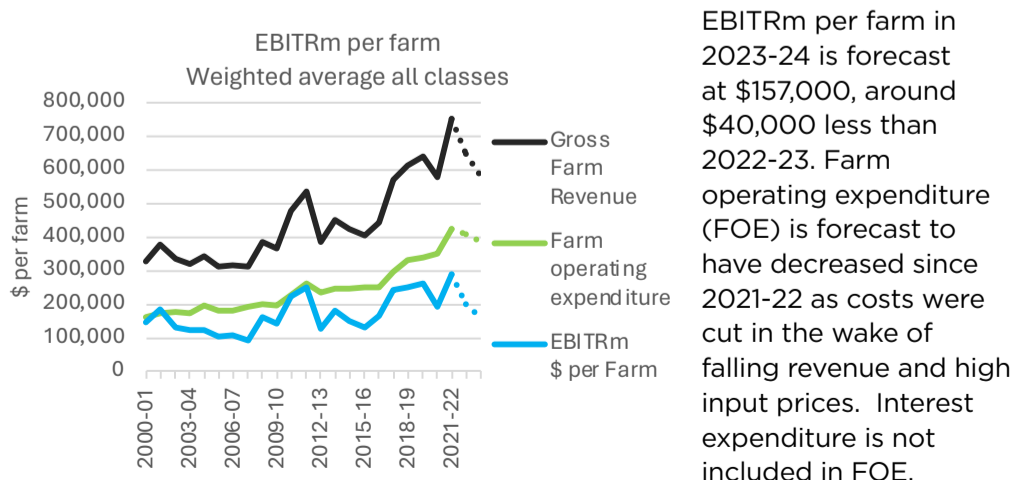
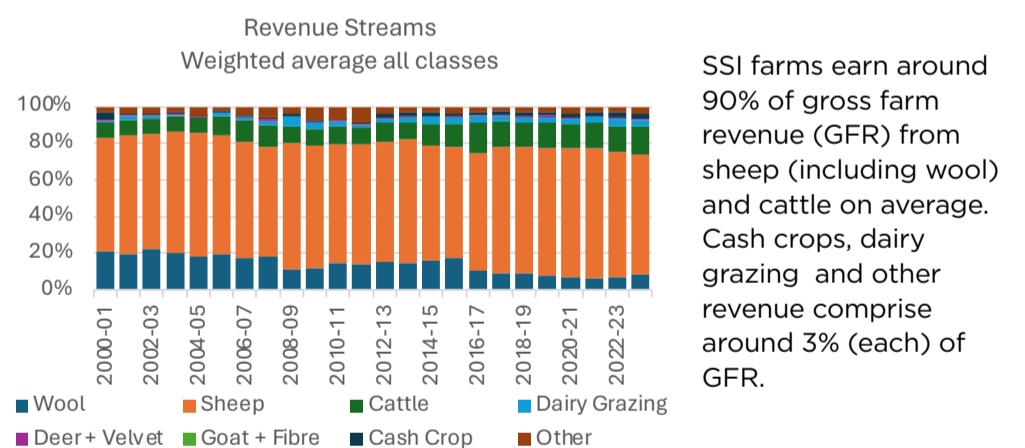
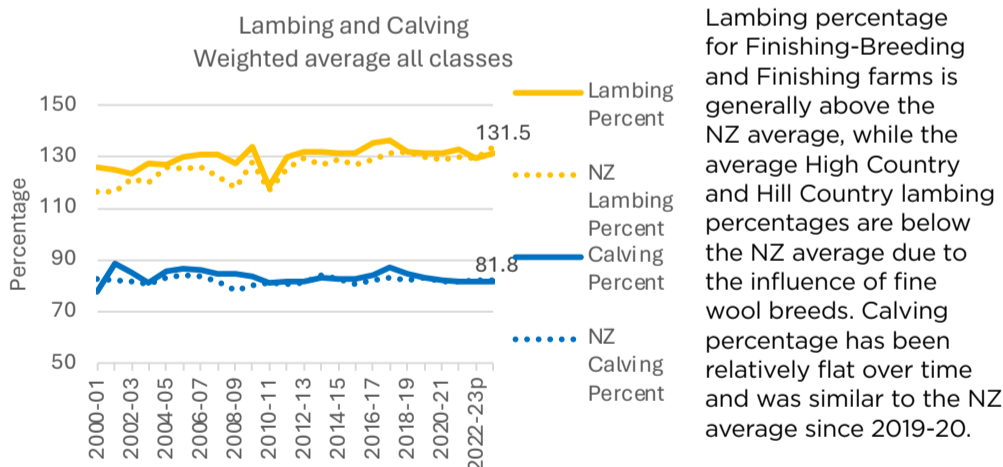


## Farm Characteristics by Farm Class

| 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   | 7,686                      | 6,639                            | 7,746            | 1,280                  | 9,907                      | 1.5                 | 120,400            | 18               | 78:13                | 39                 |
| Farm Class 2   | 1,890                      | 1,654                            | 6,687            | 2,162                  | 9,247                      | 5.6                 | 269,900            | 163              | 72:23                | 55                 |
| Farm Class 6   | 730                        | 600                              | 4,017            | 919                    | 5,315                      | 8.9                 | 185,000            | 308              | 76:17                | 78                 |
| Farm Class 7   | 303                        | 272                              | 2,523            | 314                    | 2,946                      | 10.8                | 119,900            | 441              | 86:11                | 92                 |

**Area** On average, sheep and beef farms increased in size over the past 20 years, mostly driven by Hill Country farm, which increased from around 1,000ha to 1,890ha. **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 78:16 (78% sheep SU). **Profit** has trended downwards since 2021-22 with lower farm-gate prices and high expenditure.

## Farm performance



The B+LNZ Otago-Southland survey region is presented here as it encompasses Southland and Clutha, which are in the Southern South Island Electoral District. \*EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.