

B+LNZ Generation Next Programme Introduction

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Meet Your Local Extension Team – Northern South Island



Kristin Kirkpatrick
Extension Manager – Northern South Island



Courtenay Chenery
Extension Coordinator




Fraser Avery
Farmer Council - Northern South Island Chair




Warwick Lissaman
Farmer Council - Northern South Island Deputy Chair

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Hannah Blakely
Lead Extension Manager (South Island)




Dean Sinnamon
Extension Manager - Otago



Theresa Laws
Extension Coordinator



Graham Evans
Farmer Council - Southern South Island Chair



Sam Stevens
Farmer Council - Central South Island Chair

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Meet Your Local Extension Team Central & Southern South Island

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Breakdown of Modules


Module 1 – Today – Finance With Lawrence Field

Online Webinar – Pathways to Ownership – **July 11th 7pm**

Module 2 – Technology , Genetics & Building Better Teams -
3rd & 4th August, Lincoln : 10th & 11th August, Dunedin

Module 3 – Meat Appreciation -**Late November TBC**
Timaru or Invercargill

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Our strategy



Vision

Sustainable and profitable farmers, thriving rural communities, valued by New Zealanders

Priorities



Supporting farming excellence



Championing the sector



Increasing market returns

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Supporting farming excellence

Goal: Our farmers run sustainable, profitable farming systems

- Roll out of the farm plan
- Partnering Farmer Council on tailored extension
- Support Action Networks & Catchments
- World Class Genetics
- Internal Parasites and Facial Eczema
- Industry recruitment and training



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Championing the sector

Goal: Our farmers are celebrated as the world's best red meat producers

Key priorities are:

- Influencing national and regional policies;
- Improving the trust and reputation of our farmers with the NZ public and Government;
- Undertaking research to support our policy advocacy and shift conversations.



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Increasing market returns

Goal: Our farmers receive increased value from our sustainable farming systems and natural grass-fed beef and lamb

- Open new markets to trade
- Understanding the consumer
- Deepening Taste Pure Nature
- Looking ahead – future trends



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Some examples of who B+LNZ works with...



- | | |
|-------------------|--|
| Federated Farmers | Federation of Maori Authorities |
| AgResearch | Meat Industry Association |
| Universities | Ministry for Primary Industry |
| Farm Consultants | Ministry of Business Innovation and Employment |
| Meat Processors | Ministry of Foreign Affairs and Trade |
| Regional Councils | New Zealand Trade and Enterprise |
| Primary ITO | Deer Industry NZ |
| DairyNZ | Five Nations Beef Alliance |
| Vets | Tri Nations Lamb Group |



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Weekly E-diary



- Friday morning highlights:
- Upcoming events
- Industry news
- Regional notices
- Topical resources
- You should all be signed up but can stop them anytime

4 March 2022

Hi Sarah,

How are your ewes and rams looking in the lead up to mating? Investing time into preparing both ewes and rams for mating will help maximise scanning percentages and ultimately spring's lamb crop. To find out more about pre-mating management of ewes and rams, check out our ['Making every mating Count' resource](#).

Thanks to everyone who has engaged in the agricultural emissions pricing consultation so far. There are additional webinars being held over the next two weeks if you haven't been able to attend an event yet or have further questions. More details below. You can also [provide feedback online here](#).



Sarah Crofoot
Extension Manager,
Eastern North Island
M: 027 431 7626



See all events

Knowledge Hub

COVID-19 info

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Economic Service Bulletin



Sign up to be at the front of the queue when we release our key economic reports and agricultural forecasts.

Beef + Lamb New Zealand's Economic Service publishes five bulletins annually, linked to the:

- Lamb Crop
- New Season Update
- Mid-Season Update
- Stock Number Survey
- Cost Movement Report



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The Knowledge Hub

www.knowledgehub.co.nz

How to access the Knowledge Hub

- 1 Visit www.knowledgehub.co.nz
- 2 Search by topic using search bar or simply browse the sections



Learning Modules - Work through the sections of a module over multiple visits. The average module will take around 40 minutes.



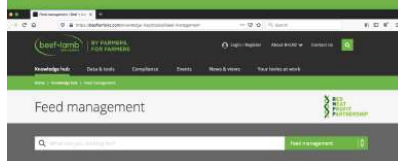
Videos - A large selection of videos including conference recordings and webinars.



Factsheets - Access hundreds of fact sheets containing valuable information.



Podcasts - Collection of audio content from workshops, presentations, meetings, conference calls and other sources.



Feed resources



Scan this QR Code with the camera app on your phone or QR Code reader

To save your favourite factsheets and videos simply create your own dashboard by clicking Login/ Register at top of page.

Then simply click the 'heart icon' on any online document to have it added to your personalised dashboard.

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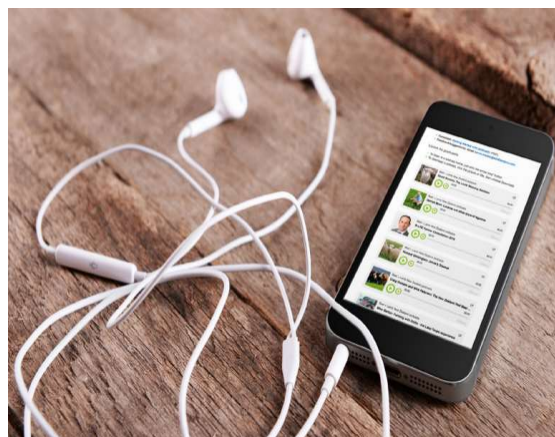
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Podcasts

Listen on the go & learn while your busy



- FIND B+LNZ PODCASTS
- on your phone:
 - Open your podcast app and search for Beef + Lamb New Zealand or "Scene + Herd"
- on your computer:
 - Visit our knowledge hub—then click the drop down box to select a relevant topic. Our podcasts will appear near the top and are labelled with the keyword "PODCAST".



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Alerts to your phone

Regional Focus



Pest Alerts:

Get region-specific texts straight to your mobile phone.

We'll alert you to weeds and pests that affect pastures and feed crops, and give you tips for managing them.

Register now for...

- free local alerts suitable for all farm types
- when to monitor
- how to treat or prevent
- access to more detailed information and support

Lucerne Texts:

Get lucerne management texts straight to your mobile phone.

Register now for...

- free region-specific information and support
- real-time updates to help you get the best out of drought-tolerant lucerne
- a direct line to forage information from Professor Derrick Moot, a specialist in lucerne management at Lincoln University

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Keep your subscription preferences up to date...



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Update your subscriptions

You can sign up here to get the latest B+LNZ news, updates and information, designed to help you farm more productively and profitably.

✔ Thank you, your subscription options have been saved.

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<p>Sign me up for</p>	<p><input type="checkbox"/> Register on Beef + Lamb New Zealand Electoral Roll Have your say on the big issues affecting our industry. To be eligible to vote you need to own sheep or cattle. Read more</p> <p><input checked="" type="checkbox"/> e-Diary Sign up for our regionalised weekly farmer newsletter.</p> <p><input checked="" type="checkbox"/> Media Releases Be the first to get our news and announcements.</p> <p><input checked="" type="checkbox"/> Economic Service Bulletins Receive our key economic reports and agricultural forecasts.</p> <p><input checked="" type="checkbox"/> Pest Alerts via Text Message Get region-specific texts to your phone to help you deal with pasture pests and weeds.</p> <p><input checked="" type="checkbox"/> Lucerne Advice via Text Message Get updates to your phone that'll help you get the best out of the drought-tolerant forage.</p>
<p>Mobile Number *</p>	<input type="text" value="0272836650"/>
<p>e-diary Regions *</p>	<p><input checked="" type="checkbox"/> Northland and Auckland</p> <p><input checked="" type="checkbox"/> Waikato, King Country, Bay of Plenty</p>

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Buddies and Mentors



As part of the programme we operate a buddy system.

- to help share and implement your learnings
- have some accountability
- learn more about working with other people
- enhance your programme experience

You are encouraged to make regular contact with your buddy between modules.

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What have we covered today?



- ✓ Financial Budgeting
- ✓ Stock Reconciliations
- ✓ Benchmarking & KPIs
- ✓ Financial Statements
 - ✓ Taxation
- ✓ Business Structures

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What makes a good mentor?



1. They practice what they preach

They won't be perfect but will be able to help you learn what you want to learn. Look for someone who 'walks the walk' on the thing you want to one day be part of

2. They want to invest in you, and you want to invest in them

Mentorship goes both ways. Valuable mentorship happens when both parties are feeding each other knowledge in some way shape or form

3. They know when to push you

A good mentor knows how far to push you and you are going to question it. They should make you feel comfortably uncomfortable = Growing pains

4. They care about you as a human being

A mentorship is about so much more than just "learning" something. A mentorship challenges you as a person, as an emotional being, and that's where the real growth happens

5. They want to see you succeed

A true mentor wants you to know everything they know. They want to teach you so that you can one day take what you've learned and integrate it with your own unique skill sets. Your mentor should be your biggest advocate, the one who you can always go back to and share in those early days of learning. They provide context, and are a reminder of where you first began--and they are proud to have seen you come so far.

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GOAL SETTING



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B+LNZ Generation Next Programme Alumni Hub

This platform allows all graduating participants of the Beef + Lamb New Zealand Generation Next Programme to stay connected, informed and up-skilled.

Links to resources mentioned on the programme, copies of handouts and recordings from online presentations can be accessed here. Simply search for the class year you were part of to find resources associated with your programme.

A link will be sent to you in the follow up email from today along with your homework and details on the next modules.

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Actions from Today:

To think about and complete before Module 2



- Identify and find a mentor
- Looking back on your goals and from what you have learnt today will you make any changes?
- Visit www.knowledgehub.co.nz
 - Create your own login and dashboard
 - Start your own BizPlan
 - Have a play with your own figures for production and financial KPI's
- Contact your buddy @ least once
- Complete a stock rec for your farm
- Complete a personal budget
 - We will report back on the experience and any triggers it brings up at M2

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Online Webinar

Tuesday July 11th 7pm



Pathway to farm ownership

- Login details and link will be sent out ahead of time
- Please mark in diaries
- Will be 90min
- 2 Speakers
- Linking in learnings from Module 1 and pathways to farm ownership will be focus of the online webinar

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Module 2:



- Accommodation between the two days is covered as part of course
- The days course will be held at a venue TBC in the mornings with field trips in afternoon
- Please bring comfortable walking shoes & gumboots for farm visit
- All costs are covered apart from parking and your drinks
- We have a guest speaker on the **Thursday** after dinner then free time until 8.30am Friday
- Please bring with you, your 4 main breeding objectives for your sheep operation for the genetic session
- Where you can try carpooling together
- Additional prework will be sent out closer to the time including an online strength finding exercise to enable you to get the most out of the building teams session.

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**Are you receiving the emails?
Can you receive text message reminders?**



Safe Travels Home –See you in August

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