Beef + Lamb New Zealand
2026 Regional Delivery Plan 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: James Fox - Canterbury and Fiona Young – Southland/Otago
CSI Farmer Council Chair: John Fitzgerald
CSI Farmer Council Deputy Chair: Sarah Elliot

What we are doing

Our RDP purpose is to provide a platform to engage, support, and enable our farmers to create confident, capable, adaptable resilient farmers who are recognised throughout the world as profitable, socially resilient, and thriving intergenerational businesses

Focus area
Business Resilience

Why	Current farming business models are being challenged on multiple levels. We need to support farmers with strategies for future farm business resilience. Complementary business options to build resilience. Create opportunities to build new value.
We will measure progress through	• Increased Farmer engagement and positive farmer attitude • Confidence in the red meat sector • Farms changing hands and staying in S&B farming • Use of financial analysis to evaluate change on farm.
Knowledge/ Skills	• KPIs & Benchmarking. Understanding what drives profit and what costs. • Ability to bounce back after adverse events. Not let one bad year become two bad years
Confidence/ Action	• Field days on resilient farm systems
Community events	• KPIs & benchmarking workshops. • Help with drought & flood support events

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	• Production increases • Gross margin by stock class increases • Days to finish / trade is reduced • Livestock production increases • Use of nProve (analytics)
Awareness	• Heifer mating day
Knowledge/ Skills	• Better Beef Breeding • Utilisation Beef & Sheep nProve
Confidence/ Action	• Understanding the quality and impacts of EBV and genomics • Animal Production Focus Group • Beef Breeders Focus Group
Community events	• Attendance at Bull & Ram Sales

Focus area
Feed Management & Nutrition

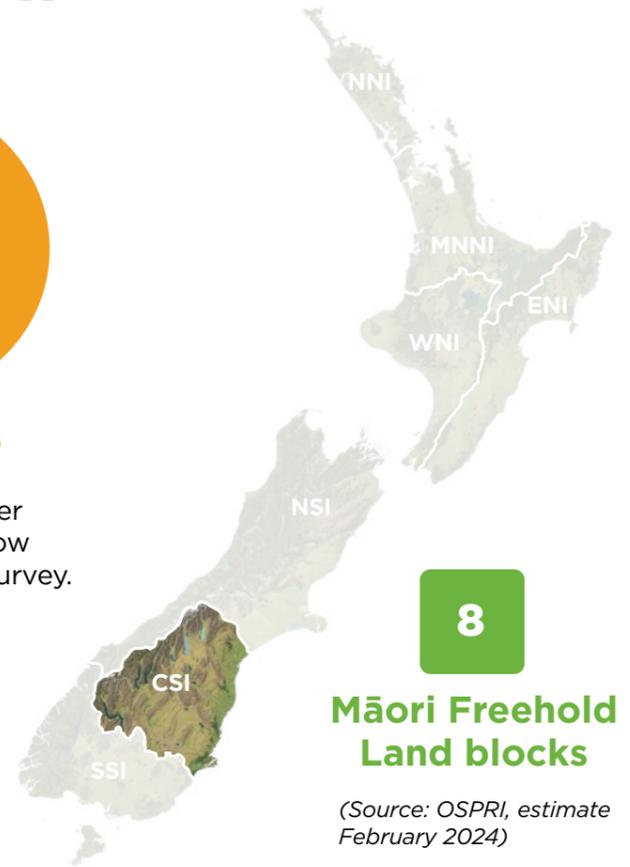|	
Why	Good feed management is critical to farm and animal production leading to profitability. We need to support farmers with tools and resources to understand and apply good feed management.
We will measure progress through	• ROI for pasture/ forage development - case studies • Feed Budgeting • Kgs product per ha increased
Awareness	• Heifer Mating Day • Wearable tech
Knowledge/ Skills	• Feedsmart/Wormwise • Winter Grazing Management Best Practice workshop
Confidence/ Action	• Uptake of tools and applications such as Qgraze • Forages Focus Group • Parasite Integrated Management Focus Group • Animal Production Focus Group
Community events	• Attendance at industry events on the relevant subjects of reducing worm challenge with forage crops, trial sites with research groups.

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	• Farmer Engagement and uptake • B+LNZ recognition as connectors of new technology • Farmer attendance at innovation and technology events
Awareness	• Farming 4 Profit / Field days • Showcase
Knowledge/ Skills	• Utilisation Beef & Sheep nProve
Confidence/ Action	• Lamb Survivability Focus Group
Community events	• Attendance at catchment groups

Focus area
Financial Strategy Management

Why	Fundamental to our farmers futures and the sector. We need to support the understanding of profitable business management.
We will measure progress through	• Increased return on capital • More farmers actively budgeting • Benchmarking across industry - easy with tools to understand.
Knowledge/ Skills	• Managing your Farm Financials
Confidence/ Action	• Financial Focus Group • S&B farmers budgeting regularly, utilising KPIs and benchmarking • Increased financial literacy
Community events	• Attending relevant Rural professional industry events

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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new zealand

Central South Island Regional Overview

B+LNZ Insights Team May 2025

75 High country
Farm Class 1

200 Hill country
Farm Class 2

660 Finishing breeding
Farm Class 6

200 Mixed finishing
Farm Class 8

The Central South Island region has an estimated 1,135 commercial Sheep and Beef farms. Over half are Finishing-Breeding farms (Farm Class 6). The farm characteristics reported below show Canterbury, Otago or South Island data for 2022-23 from the B+LNZ Sheep and Beef Farm Survey.

Total Agriculture, Horticulture and Forestry Area

🐄 **Dairy** 396,300 ha   🐑 **Sheep & Beef** 1,738,900 ha

🌲 **Forestry** 78,800 ha   🌱 **Horticulture** 7,400 ha

(estimated Ag., Hort. and Forestry area, SNZ 2023)

8

Māori Freehold Land blocks

(Source: OSPRI, estimate February 2024)

Farm Characteristics by Farm Class

Average B+LNZ Canterbury* 2022-23 (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	8,299	2,687	11,607	1.5	354,500	45	71:23	29
🟢 Farm Class 2	1,557	1,453	4,457	2,070	6,699	4.6	277,600	191	67:31	47
🟣 Farm Class 6	518	474	2,302	1,428	4,232	8.9	214,800	453	54:34	88
🟠 Farm Class 8	348	336	1,448	390	2,597	7.7	374,600	1,115	56:15	97

Area On average, farms increased in size over the past 20 years, with Finishing-Breeding farms increasing from around 440ha to 518ha.
**Stock Units** Total stock units per farm increased since 2000 mainly due to more cattle SU. The current sheep:beef ratio is estimated at 59:29 (59% sheep SU). **Profit** In 2022-23 decreased from the previous season with lower farm-gate prices and high expenditure. In 2024-25 is forecast to increase following two low-profit seasons, largely driven by increased farm-gate prices. Prime sales vary between seasons depending on climatic conditions.

### Average B+LNZ Otago* 2022-23 (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	8,299	2,687	11,607	1.5	354,500	45	71:23	29
🟢 Farm Class 2*	1,681	1,485	4,898	2,170	7,212	4.9	277,100	187	68:30	49
🟣 Farm Class 6	679	547	4,145	721	4,924	9.0	236,700	433	84:15	66

Area On average, farms increased slightly in size over the past 20 years, particularly Hill Country farms. **Stock Units** Total stock units per farm increased in the past decade, across both sheep and beef SU. The current sheep:beef ratio is estimated at 82:16 (82% sheep SU). **Profit** Decreased sharply in 2022-23 due to the sheep-centric nature of the operations. Reached a record low in 2023-24. Is forecast to increase in 2024-25, driven by higher farm-gate prices, but expenditure remains high. Prime sales vary between seasons depending on climatic conditions.

Farm performance

Lambing and Calving Weighted average all classes
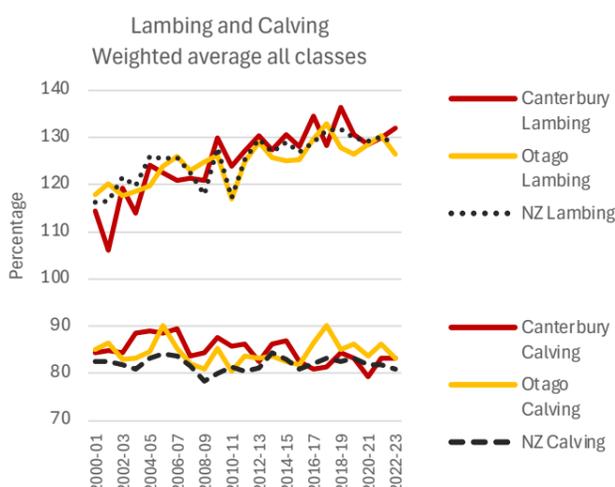
Lambing percentage for Finishing-Breeding and Mixed Finishing farms is generally above the NZ average, while High Country and Hill Country lambing tend to be below the NZ average due to the influence of fine wool breeds. Calving percentage has been relatively flat with CSI calving generally above the NZ average.

Revenue Streams 2022-23 Weighted average all classes
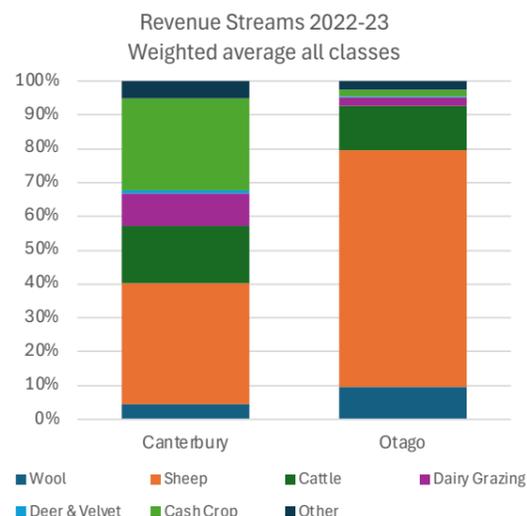
Canterbury farms earn around 57% of gross farm revenue (GFR) from sheep and cattle (including wool) on average, compared with Otago farms at an average 93% of GFR from sheep and cattle (mostly sheep). Cash crops followed by dairy grazing are significant sources of GFR for Canterbury. In Otago cash crops and dairy grazing revenue are not common.

*Two B+LNZ Survey regions, Canterbury and Otago, are presented here to cover the range of farms in the Central South Island region. *South Island data is presented for High Country (Farm Class 1) due to sample size and privacy considerations, Hill Country (Farm Class 2) with an asterisk* is also for the wider South Island due to sample size. The estimates of the number of farms in each region were made by B+LNZ based on StatsNZ Ag Census data for 2022.*
EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.