



# ECONOMIC SERVICE SHEEP & BEEF FARM SURVEY

NORTHLAND

QUINTILE ANALYSIS OF FINAL 2018-19  
SURVEY DATA | P20018

## Dear Farmer / Industry Professional

The following analysis of the 2018-19 Sheep and Beef farming year is ranked by Earnings (Profit) Before Interest, Tax, Rent and manager wage (EBITRm) per hectare. South Island classes 1 and 2 are ranked nationally by EBITRm per stock unit (EBITRm/SU) due to their scale and extensive management systems. It summarises the key performance indicators from over 2,000 data points collected each year from each of our survey farmers.

This document is available from the data & tools section of the [beeflambnz.com](http://beeflambnz.com) website.

For each farm class (see 'Farm Classes Defined') a graphical analysis at regional level details the survey outcome for farms surveyed for 2018-19 against the regional mean.

We thank our survey farmers who make these data available for industry good.

## The Survey and Source of Data

The Sheep and Beef Farm Survey is a sample survey of approximately 530 farms. The sample is randomly selected and stratified by geographical regions and by sheep and beef cattle stock units. Data associated with physical and financial aspects of sheep and beef farming are recorded.

## Statistical Requirements

The survey observes two fundamental principles:

1. The sample size is large enough to avoid the undue influence of abnormal items; and
2. The selection of farms has been made at random, so that each and every unit of the population has had an equal chance of being selected.

The frame used for the random sampling is a comprehensive list of sheep and beef farmers. In order that the selection of farms is made as representative as possible, considerable use is made of existing empirical knowledge about sheep and beef farming.

## Farm Classes Defined (ordered extensive to intensive by Island)

### North Island

Class 3. N.I. Hard Hill Country 920 Farms - Steep hill country or low fertility soils with most farms carrying six to nine stock units per hectare. While some stock are finished a significant proportion are sold in store condition. Mainly breeding properties.

Class 4. N.I. Hill Country 3,055 Farms - Easier hill country or higher fertility soils than Class 3. Carrying between eight and thirteen stock units per hectare, a high proportion of sale stock sold is in forward store or prime condition.

Class 5. N.I. Intensive Finishing 1,045 Farms - Easy contour farmland with the potential for high production. Carrying between ten and fourteen stock units per hectare, a high proportion of stock is sent to slaughter and replacements are often bought in. These tend to be smaller farms focused on high production per hectare and may have some cash cropping.

### South Island

Class 1. S.I. High Country 200 Farms - Extensive run country located at high altitude usually carrying fine wool sheep, with wool as the main source of revenue. Often carry breeding cows and deer. Located mainly in Marlborough, Canterbury and Otago.

Class 2. S.I. Hill Country 620 Farms - Traditionally store stock producers with a proportion sold prime in good seasons. Carrying between two and seven stock units per hectare, they usually have a significant proportion of beef cattle.

Class 6. S.I. Finishing Breeding 1,820 Farms - A more extensive type of finishing farm, also encompassing some irrigation units and some cash cropping. Carrying capacity ranges from six to eleven stock units per hectare on dryland farms and over twelve stock units per hectare on irrigated units. Located mainly in Canterbury and Otago, this is the dominant farm class in the South Island.



*Economic Service*  
Anniversary



Class 7. S.I. Intensive Finishing 1,040 Farms - High producing grassland farms carrying about ten to fourteen stock units per hectare with some cash crop. Located mainly in Southland, South and West Otago.

Class 8. S.I. Mixed Finishing 465 Farms - Mainly on the Canterbury plains with a high proportion of the revenue being derived from grain and small seed production as well as stock finishing.

### Measures Used in this Report

**Earnings Before Interest, Tax, Rent and manager wage (EBITRm)** – Gross Farm Revenue less Farm Operating Expenditure less depreciation

**Gross Farm Revenue (GFR)** – the total revenue earned from the year's farming operations. From this, Total Farm Expenditure that was spent to generate the farm revenue is deducted to show the Farm Profit Before Tax for the year.

**Economic Farm Surplus (EFS)** – the return available to the owner-operator of a freehold, unencumbered farm after allowance has been made for labour and management input. It is calculated as follows:  
 $EFS = \text{Farm Profit Before Tax} + \text{Managerial salaries} + \text{Interest paid} + \text{Rent paid} - \text{Assessed Owner Reward}$  (equivalent ruling wage for an experienced farm worker + 1% of farm capital for management).

**Rate of Return on Total Farm Capital (ROR on TFC)** – EFS as a percentage of Total Farm Capital. Total Farm Capital is defined as Farm Capital (farm assets at market value) plus an allowance for working capital. The working capital allowance is necessary because of timing differences between farm revenue and expenditure resulting in overdrafts to finance expenditure, or high credit balances to pay for upcoming expenditure. The working capital allowance is assumed at 50 per cent of the sum of Working Expenses and Assessed Owner Reward.

**Lambing %** – The number of lambs tailed from ewes as a percentage of ewes mated in the previous autumn (adjusted for the sale or purchase of in-lamb ewes and sale of dry ewes sold prior to 30 June).

**Calving %** – The number of calves marked as a percentage of cows mated (adjusted for empties sold before 30 June and the sale or purchase of in-calf cows).

### Report Title

Indicates which Farm Class and Region is being benchmarked. Please note Farm Classes 1 and 2 are ranked by EBITRm/SU.

### Report Headers

<b>Class</b>	The farm class (refer Farm Classes Defined)
<b>Unit</b>	The unit of measure of each metric
<b>Q1 low 2018-19</b>	Quintile 1 - the 0-20% of sample ranked by EBITRm/ha
<b>Q2 2018-19</b>	Quintile 2 - the 21-40% of sample ranked by EBITRm/ha
<b>Q3 2018-19</b>	Quintile 3 - the 41-60% of sample ranked by EBITRm/ha
<b>Q4 2018-19</b>	Quintile 4 - the 61-80% of sample ranked by EBITRm/ha
<b>Q5 high 2018-19</b>	Quintile 5 - the top 20% of sample ranked by EBITRm/ha
<b>Mean 2018-19</b>	The arithmetic average of the sample

### Feedback

Feedback on this publication is encouraged. Contact the Economic Service Manager in your region (refer back page).

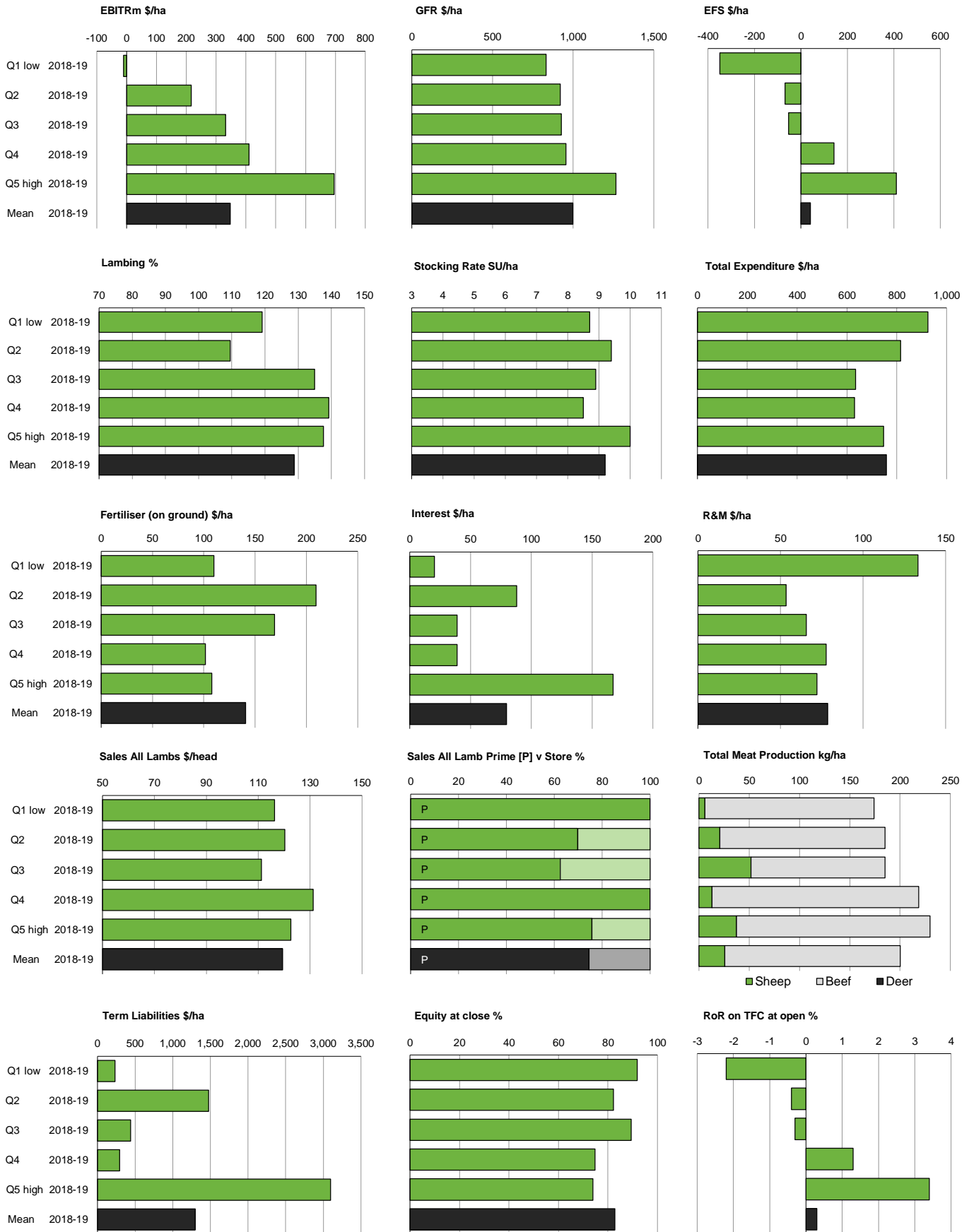
### Beef + Lamb New Zealand Economic Service

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October 2020

ISSN 2230-5777

**Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis**  
**Based on 2018-19 Survey, Class 4 Hill Country Northland.**  
**Quintile Analysis Ranked by EBITRm per hectare**



**Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis**  
**Based on 2018-19 Survey, Class 4 Hill Country Northland.**  
**Quintile Analysis Ranked by EBITRm per hectare**

Class 4 Hill Country	Unit	Q1 low 2018-19	Q2 2018-19	Q3 2018-19	Q4 2018-19	Q5 high 2018-19	Mean 2018-19
Effective Area	ha	300	401	253	292	420	333
Cash Crop Area	ha						
New Grass Area	ha	3		3	6	12	5
Total Labour Units	No.	1.83	1.95	1.05	0.91	1.69	1.48
Working Owners	No.	1.00	0.90	0.89	0.85	1.25	0.98
Open Sheep	SU	129	570	744	173	742	472
Open Cattle	SU	2,492	3,223	1,521	2,318	3,440	2,599
Open Deer	SU						
Open Total	SU	2,621	3,793	2,265	2,491	4,182	3,071
Stocking Rate	SU/ha	8.7	9.4	8.9	8.5	10.0	9.2
Sheep:Cattle SU Ratio	%	4.9	15.0	32.9	7.0	17.7	15.4
Pasture Fertiliser	tonnes	66.3	117.9	79.2	64.5	92.5	84.1
Crop Fertiliser	tonnes		2.9	6.0	3.7	2.3	3.0
Total Fertiliser	tonnes	66.3	120.7	85.1	68.2	94.8	87.0
Total Fertiliser	kg/ha	221	301	336	233	226	261
Other Fertiliser	\$						
Pasture N	kg/ha	10.7	10.5	20.7	13.9	24.5	16.2
Pasture P	kg/ha	17.3	18.1	20.2	11.0	12.1	15.5
Pasture K	kg/ha	8.4	47.0	4.7	16.2	12.9	19.6
Pasture S	kg/ha	22.8	25.0	37.9	22.0	23.0	25.5
Lime	tonnes	82	123	77	156	173	122
Lime	kg/ha	272.7	306.5	302.3	533.9	411.6	366.1
Lime	kg/SU	31.2	32.4	33.8	62.6	41.3	39.8
Ewes mated	No.	96	452	525	126	594	359
Lambs from ewes	No.	115	495	709	175	817	462
Lambs from hgt	No.		3	67	39	77	37
All Lambs tailed	No.	115	498	775	214	894	499
Lambing	%	119.1	109.5	134.9	139.2	137.6	128.8
Hgt lambs % all lambs	%		0.6	8.6	18.2	8.7	7.5
Cows + Hfrs mated	No.	125	87	32	44	15	61
Calves marked	No.	104	66	28	34	14	49
Calving	%	82.7	76.0	87.0	76.8	94.5	81.0
Hinds mated	No.						
Fawns marked	No.						
Fawning	%						
Lamb Loss	%	0.9	3.2	0.9	0.5	1.3	1.5
Sheep Loss	%	7.7	2.1	4.2	8.0	4.1	4.0
Calf Loss	%	1.4	1.7	2.7	0.6	0.7	1.3
Cattle Loss	%	1.9	0.9	1.2	1.2	1.0	1.1
Fawn Loss	%						
Deer Loss	%						
Lamb Prodn	kg/ha	6.2	20.4	52.2	13.5	36.9	25.6
Mutton Prodn	kg/ha	-0.1	0.2	-0.3	-0.4	0.3	
Beef Prodn (incl dairy grazing)	kg/ha	168.0	164.5	133.2	205.3	192.7	174.6
Deer Prodn	kg/ha						
Total (incl goat)	kg/ha	174.1	185.1	185.0	218.4	229.9	200.2
Wool Sold	kg	361	2,718	3,988	1,530	3,692	2,458
Wool Shorn	kg	305	2,259	3,477	1,527	3,818	2,277
Wool Shorn	kg/head	2.14	3.57	4.15	8.12	4.70	4.36
Wool Shorn	kg/SSU	2.36	3.96	4.67	8.82	5.15	4.83
Wool Shorn	kg/ha	1.02	5.63	13.72	5.23	9.09	6.83
Wool Prodn (calculated)	kg	435	2,421	3,697	1,606	4,630	2,558
Wool Prodn (calculated)	kg/ha	1.5	6.0	14.6	5.5	11.0	7.7
Wool net before freight	c/kg	130.7	176.7	182.9	139.3	201.8	180.2
Shearing Expenditure	c/kg	231.1	243.3	160.0	77.8	136.6	159.6
Shearing Expenditure	c/SSU	544.8	963.9	747.3	685.9	703.2	770.0

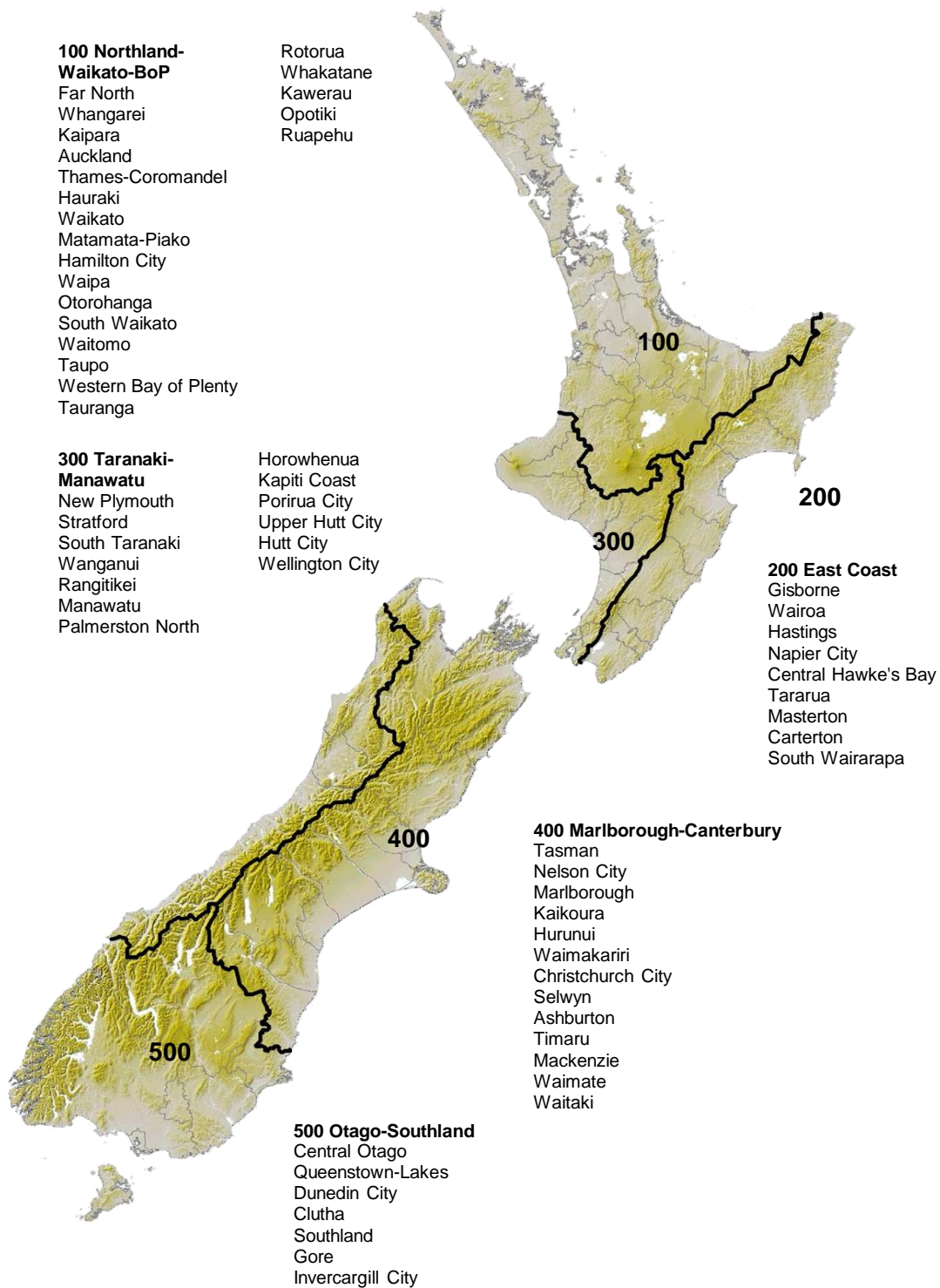
**Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis**  
**Based on 2018-19 Survey, Class 4 Hill Country Northland.**  
**Quintile Analysis Ranked by EBITRm per hectare**

Class 4 Hill Country	Unit	Q1 low 2018-19	Q2 2018-19	Q3 2018-19	Q4 2018-19	Q5 high 2018-19	Mean 2018-19
Sales Prime Lambs	No.	102	195	289	135	532	250
Sales Prime Lambs	\$/head	116.24	125.84	124.05	131.13	127.40	125.87
Sales Prime Lambs	\$/kg CW	7.16	7.31	7.38	7.12	7.16	7.23
Sales Prime Lambs	%	100.00	69.80	62.50	100.00	75.70	74.50
Sales Store Lambs	No.		84	173		171	86
Sales Store Lambs	\$/head		107.17	89.92		107.83	100.46
Sales All Lambs	No.	102	279	462	135	703	336
Sales All Lambs	\$/head	116.24	120.21	111.25	131.13	122.64	119.40
Sales Prime Hogget	No.	28	69	150	11	40	59
Sales Prime Hogget	\$/head	166.42	134.40	151.93	143.21	165.57	150.79
Sales Prime Hogget	\$/kg CW	8.21	7.77	8.08	7.82	8.68	8.10
Sales Prime Ewes	No.	10	78	71	18	142	64
Sales Prime Ewes	\$/head	116.63	110.49	114.87	131.01	116.23	115.37
Sales Prime Ewes	\$/kg CW	5.04	4.51	4.88	4.69	4.79	4.74
Sales Calf/Wnr Str Store	No.	12	18		11	2	9
Sales Calf/Wnr Str Store	\$/head	751	908		657	654	787
Sales Calf/Wnr Hfr Store	No.	6	5		10	2	5
Sales Calf/Wnr Hfr Store	\$/head	768	881		622	570	709
Sales Calf/Wnr Bull Store	No.	46			16	7	14
Sales Calf/Wnr Bull Store	\$/head	523	450		570	591	541
Sales 1-1.5 Steer Store	No.	18	13	5	10	7	11
Sales 1-1.5 Steer Store	\$/head	1,174	962	1,388	855	902	1,046
Sales 1-1.5 Heifer Store	No.	15	9		6		6
Sales 1-1.5 Heifer Store	\$/head	1,021	1,019		767		969
Sales 1Yr+ Bulls Store	No.	12	3	29	26	45	23
Sales 1Yr+ Bulls Store	\$/head	1,146	1,404	1,012	1,071	941	1,022
Sales 1-1.5 Strs Prime	No.	2	1				1
Sales 1-1.5 Strs Prime	\$/head	1,194	1,192			1,335	1,201
Sales 1-1.5 Strs Prime	\$/kg CW	5.61	5.47			5.47	5.54
Sales 1-1.5 Hfrs Prime	No.	17	10	1	5	48	16
Sales 1-1.5 Hfrs Prime	\$/head	1,154	1,128	1,162	1,158	1,271	1,221
Sales 1-1.5 Hfrs Prime	\$/kg CW	5.38	5.37	5.28	5.56	5.51	5.47
Sales 2Yr+ Hfrs Prime	No.	1	8	15	13	37	15
Sales 2Yr+ Hfrs Prime	\$/head	1,510	1,324	1,526	1,209	1,415	1,394
Sales 2Yr+ Hfrs Prime	\$/kg CW	5.40	5.46	6.13	5.50	5.46	5.59
Sales 2Yr+ Strs Prime	No.	52	5	27	29	16	26
Sales 2Yr+ Strs Prime	\$/head	1,814	1,557	1,800	1,454	1,527	1,684
Sales 2Yr+ Strs Prime	\$/kg CW	5.22	5.27	5.45	5.54	5.40	5.36
Sales Prime Cows	No.	13	8	1	5	11	8
Sales Prime Cows	\$/head	858	994	1,029	798	699	836
Sales Prime Cows	\$/kg CW	3.74	4.25	4.46	3.77	3.91	3.93
Sales Prime Bulls	No.	77	238	44	118	180	132
Sales Prime Bulls	\$/head	1,499	1,462	1,536	1,560	1,673	1,547
Sales Prime Bulls	\$/kg CW	5.04	5.09	4.98	5.07	5.10	5.08
Sheep Gross Margin	\$/SSU	51.63	70.04	95.88	124.16	124.85	98.52
Cattle Gross Margin	\$/CSU	85.72	74.50	67.86	89.28	93.94	83.51
Deer Gross Margin	\$/DSU						
Gross Farm Revenue	\$	249,881	368,999	235,143	278,963	531,504	332,898
Gross Farm Revenue	\$/ha	832.38	919.28	927.95	954.70	1,266.09	998.49
Gross Farm Revenue	\$/SU	95.34	97.28	103.81	111.97	127.09	108.42
Wool Revenue	\$/SSU	2.81	7.37	8.11	8.11	12.06	8.88
Sheep Revenue	\$/SSU	85.55	102.54	114.95	139.51	139.41	119.83
Sheep+Wool Revenue	\$/SSU	88.36	109.90	123.06	147.62	151.47	128.72
Cattle Revenue	\$/CSU	92.26	91.89	83.68	107.08	118.61	100.58
Dairy Grz Revenue	\$/DzSU				98.88	211.14	124.42
Deer+Velvet Revenue	\$/DSU						
Total Expenditure	\$	277,827	327,458	161,008	184,309	313,774	252,875
Total Expenditure	\$/ha	925.47	815.79	635.39	630.76	747.44	758.47
Total Expenditure	\$/SU	106.00	86.33	71.08	73.98	75.03	82.35
Total Expenditure	% of GFR	111.2	88.7	68.5	66.1	59.0	76.0

**Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis**  
**Based on 2018-19 Survey, Class 4 Hill Country Northland.**  
**Quintile Analysis Ranked by EBITRm per hectare**

<b>Class 4 Hill Country</b>	<b>Unit</b>	<b>Q1 low 2018-19</b>	<b>Q2 2018-19</b>	<b>Q3 2018-19</b>	<b>Q4 2018-19</b>	<b>Q5 high 2018-19</b>	<b>Mean 2018-19</b>
Wages and Salaries	\$/ha	166.53	121.80	34.14	10.43	59.03	81.20
Animal Health	\$/ha	34.03	30.90	29.55	20.38	22.59	27.32
Weed and Pest	\$/ha	16.39	11.30	11.50	14.37	8.82	12.16
Shearing	\$/ha	2.35	13.69	21.95	4.07	12.43	10.90
Fertiliser	\$/ha	109.78	209.43	168.84	101.41	107.64	140.75
Lime	\$/ha	22.20	16.29	16.75	24.29	8.03	16.74
Seeds	\$/ha	7.72	1.76	19.63	10.03	6.95	8.31
Vehicles & Fuel	\$/ha	69.65	67.64	43.00	50.66	48.80	56.54
Electricity	\$/ha	15.62	6.49	5.51	12.52	8.44	9.53
Feed & Grazing	\$/ha	88.02	17.22	31.63	56.71	67.36	51.71
Cultivation/Sowing	\$/ha	6.06	3.56	7.03		13.95	6.53
Cash Crop	\$/ha						
R & M	\$/ha	133.21	53.46	65.63	77.59	72.13	78.61
Cartage	\$/ha	9.57	15.84	10.82	14.06	11.48	12.54
Administration	\$/ha	40.74	24.91	11.92	26.74	23.10	25.65
Insurance & ACC	\$/ha	31.89	19.60	18.07	31.35	16.29	22.81
Rates	\$/ha	40.57	36.05	44.73	20.43	32.00	34.43
Interest	\$/ha	20.26	87.83	38.93	38.90	167.16	79.63
Rent	\$/ha	5.33	24.81		47.11	9.58	17.60
Depreciation	\$/ha	105.55	53.21	55.78	69.70	51.67	65.53
Wages and Salaries	\$/SU	19.07	12.89	3.82	1.22	5.93	8.82
Animal Health	\$/SU	3.90	3.27	3.31	2.39	2.27	2.97
Weed and Pest	\$/SU	1.88	1.20	1.29	1.69	0.89	1.32
Shearing	\$/SU	0.27	1.45	2.46	0.48	1.25	1.18
Fertiliser	\$/SU	12.57	22.16	18.89	11.89	10.80	15.28
Lime	\$/SU	2.54	1.72	1.87	2.85	0.81	1.82
Seeds	\$/SU	0.88	0.19	2.20	1.18	0.70	0.90
Vehicles & Fuel	\$/SU	7.98	7.16	4.81	5.94	4.90	6.14
Electricity	\$/SU	1.79	0.69	0.62	1.47	0.85	1.04
Feed & Grazing	\$/SU	10.08	1.82	3.54	6.65	6.76	5.61
Cultivation/Sowing	\$/SU	0.69	0.38	0.79		1.40	0.71
Cash Crop	\$/SU						
R & M	\$/SU	15.26	5.66	7.34	9.10	7.24	8.53
Cartage	\$/SU	1.10	1.68	1.21	1.65	1.15	1.36
Administration	\$/SU	4.67	2.64	1.33	3.14	2.32	2.79
Insurance & ACC	\$/SU	3.65	2.07	2.02	3.68	1.64	2.48
Rates	\$/SU	4.65	3.81	5.00	2.40	3.21	3.74
Interest	\$/SU	2.32	9.29	4.36	4.56	16.78	8.65
Rent	\$/SU	0.61	2.63		5.53	0.96	1.91
Depreciation	\$/SU	12.09	5.63	6.24	8.17	5.19	7.12
Farm Profit Before Tax	\$	-27,946	41,541	74,135	94,654	217,730	80,023
Farm Profit Before Tax	\$/ha	-93.09	103.49	292.56	323.94	518.65	240.02
Farm Profit Before Tax	\$/SU	-10.66	10.95	32.73	37.99	52.06	26.06
EBITRm	\$	-3,264	86,753	84,000	119,785	291,923	115,839
EBITRm	\$/ha	-10.87	216.13	331.49	409.94	695.39	347.45
EBITRm	\$/SU	-1.25	22.87	37.08	48.08	69.80	37.73
Econ Farm Surplus	\$	-104,752	-27,331	-13,525	41,540	172,566	13,700
Econ Farm Surplus	\$/ha	-348.94	-68.09	-53.37	142.16	411.07	41.09
Econ Farm Surplus	\$/SU	-39.97	-7.21	-5.97	16.67	41.26	4.46
Total Farm Capital at open	\$	4,709,378	6,553,737	4,886,772	3,173,889	5,106,715	4,886,098
Total Farm Capital at open	\$/ha	15,687	16,327	19,285	10,862	12,165	14,655
Total Farm Capital at open	\$/SU	1,797	1,728	2,157	1,274	1,221	1,591
Total Assets at close	\$	5,095,148	7,399,686	5,824,663	3,539,625	5,964,488	5,564,722
Current Liabilities at close	\$	59,688	127,357	55,869	140,149	98,277	96,268
Term Liabilities at close	\$	69,952	592,402	111,490	86,094	1,300,326	432,053
Reserves at close	\$	286,272	596,000	449,126	664,098	161,034	431,306
Net Worth at close	\$	4,679,237	6,083,927	5,208,179	2,649,284	4,404,851	4,605,096
Equity at close	%	91.8	82.2	89.4	74.8	73.9	82.8
RoR on TFC at open	%	-2.2	-0.4	-0.3	1.3	3.4	0.3

# Sheep and Beef Farm Survey Production Regions



# Beef + Lamb New Zealand Regional Contacts

## Northern North Island

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