



ECONOMIC SERVICE SHEEP & BEEF FARM SURVEY

NORTHLAND
QUINTILE ANALYSIS OF FINAL 2016-17
SURVEY DATA | P18017

Dear Farmer / Industry Professional

The following analysis of the 2016-17 Sheep and Beef farming year is ranked by Earnings (Profit) Before Interest, Tax and Rent (EBITR) per hectare. South Island classes 1 and 2 are ranked nationally by EBITR per stock unit (EBITR/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 website. For each farm class (see 'Farm Classes Defined') a graphical analysis at regional level details the survey outcome for farms surveyed for 2016-17 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 510 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 1,065 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 3,640 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 1,275 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 215 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 810 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 2,505 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.

Class 7. S.I. Intensive Finishing 1,290 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 495 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 and Rent (EBITR) – Farm Profit before Interest, Tax and Rent

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 dries sold before 30 June and the sale or purchase of in-lamb ewes).

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 Class and Region is being benchmarked. Please note Classes 1 and 2 are ranked by EBITR/SU.

Report Headers

Class	The farm class (refer Farm Classes Defined)
Unit	The unit of measure of each metric
Q1 low 2016-17	Quintile 1 - the 0-20% of sample ranked by EBITR/ha
Q2 2016-17	Quintile 2 - the 21-40% of sample ranked by EBITR/ha
Q3 2016-17	Quintile 3 - the 41-60% of sample ranked by EBITR/ha
Q4 2016-17	Quintile 4 - the 61-80% of sample ranked by EBITR/ha
Q5 high 2016-17	Quintile 5 - the top 20% of sample ranked by EBITR/ha
Mean 2016-17	The arithmetic average of the sample

Feedback

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

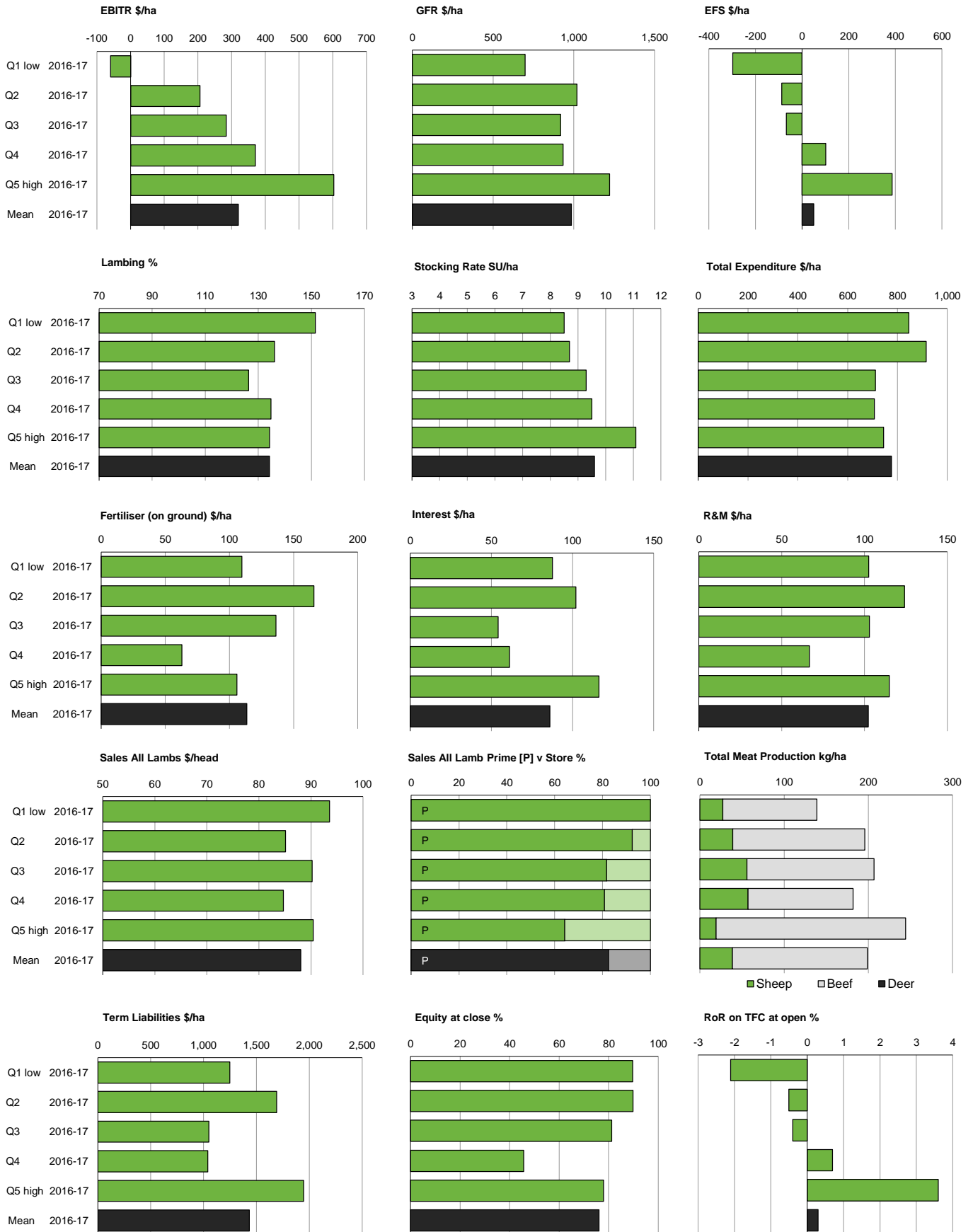
Beef + Lamb New Zealand Economic Service

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Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis
Based on 2016-17 Survey, Class 4 Hill Country Northland.
Quintile Analysis Ranked by EBITR per hectare



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Class 4 Hill Country	Unit	Q1 low 2016-17	Q2 2016-17	Q3 2016-17	Q4 2016-17	Q5 high 2016-17	Mean 2016-17
Effective Area	ha	237	315	276	381	398	319
Cash Crop Area	ha						
New Grass Area	ha		5	2		4	2
Total Labour Units	No.	1.16	1.51	1.21	1.77	1.33	1.38
Working Owners	No.	0.82	0.93	0.94	0.95	0.95	0.92
Open Sheep	SU	374	804	1,012	1,335	545	792
Open Cattle	SU	1,638	1,926	1,550	2,269	3,865	2,263
Open Deer	SU						
Open Total	SU	2,012	2,730	2,562	3,605	4,411	3,055
Stocking Rate	SU/ha	8.5	8.7	9.3	9.5	11.1	9.6
Sheep:Cattle SU Ratio	%	18.6	29.4	39.5	37.0	12.4	25.9
Pasture Fertiliser	tonnes	35.7	67.0	67.1	45.6	87.7	61.0
Crop Fertiliser	tonnes		1.9	0.5	1.5	0.4	0.8
Total Fertiliser	tonnes	35.7	68.9	67.7	47.1	88.1	61.8
Total Fertiliser	kg/ha	151	219	245	123	221	194
Other Fertiliser	\$						
Pasture N	kg/ha	4.7	16.6	11.5	20.4	18.3	14.9
Pasture P	kg/ha	12.9	16.9	15.4	4.0	13.2	12.3
Pasture K	kg/ha	10.3	8.8	13.7	0.7	10.2	8.6
Pasture S	kg/ha	18.9	29.0	34.0	8.9	26.4	23.4
Lime	tonnes	37	153	90	12	150	89
Lime	kg/ha	154.9	486.9	325.9	30.8	377.1	278.5
Lime	kg/SU	18.2	56.1	35.1	3.3	34.1	29.1
Ewes mated	No.	250	464	706	993	366	541
Lambs from ewes	No.	379	632	892	1,339	491	726
Lambs from hghts	No.	55	100	80	31	40	61
All Lambs tailed	No.	434	732	971	1,369	531	786
Lambing	%	151.5	136.1	126.3	134.8	134.2	134.2
Hgt lambs % all lambs	%	12.8	13.7	8.2	2.2	7.5	7.7
Cows + Hfrs mated	No.	82	48	34	73	88	65
Calves marked	No.	71	37	29	54	66	52
Calving	%	86.5	76.8	84.2	74.5	75.0	79.3
Hinds mated	No.						
Fawns marked	No.						
Fawning	%						
Lamb Loss	%	0.7	4.6	2.8	2.8	1.1	2.6
Sheep Loss	%	8.1	1.6	6.2	6.0	6.9	5.6
Calf Loss	%	1.6	3.0	2.4	0.6	1.0	1.2
Cattle Loss	%	3.8	1.3	1.3	0.6	2.7	2.1
Fawn Loss	%						
Deer Loss	%						
Lamb Prodn	kg/ha	31.9	39.2	59.5	59.5	21.7	41.3
Mutton Prodn	kg/ha	-4.7	-0.3	-3.5	-2.5	-2.3	-2.6
Beef Prodn (incl dairy grazing)	kg/ha	111.8	157.2	150.7	125.0	224.9	160.3
Deer Prodn	kg/ha						
Total (incl goat)	kg/ha	139.0	196.0	206.6	182.0	244.3	199.0
Wool Sold	kg	1,339	3,274	3,801	5,631	1,423	2,975
Wool Shorn	kg	854	3,926	3,928	5,631	2,283	3,198
Wool Shorn	kg/head	2.03	4.14	3.44	3.87	3.69	3.58
Wool Shorn	kg/SSU	2.28	4.89	3.88	4.22	4.19	4.04
Wool Shorn	kg/ha	3.60	12.48	14.22	14.77	5.73	10.02
Wool Prodn (calculated)	kg	1,000	4,161	4,308	6,034	2,616	3,496
Wool Prodn (calculated)	kg/ha	4.2	13.2	15.6	15.8	6.6	11.0
Wool net before freight	c/kg	285.6	279.0	209.6	215.9	267.2	238.4
Shearing Expenditure	c/kg	224.0	106.0	126.3	149.1	111.8	132.4
Shearing Expenditure	c/SSU	511.8	518.1	489.9	628.7	468.3	534.6

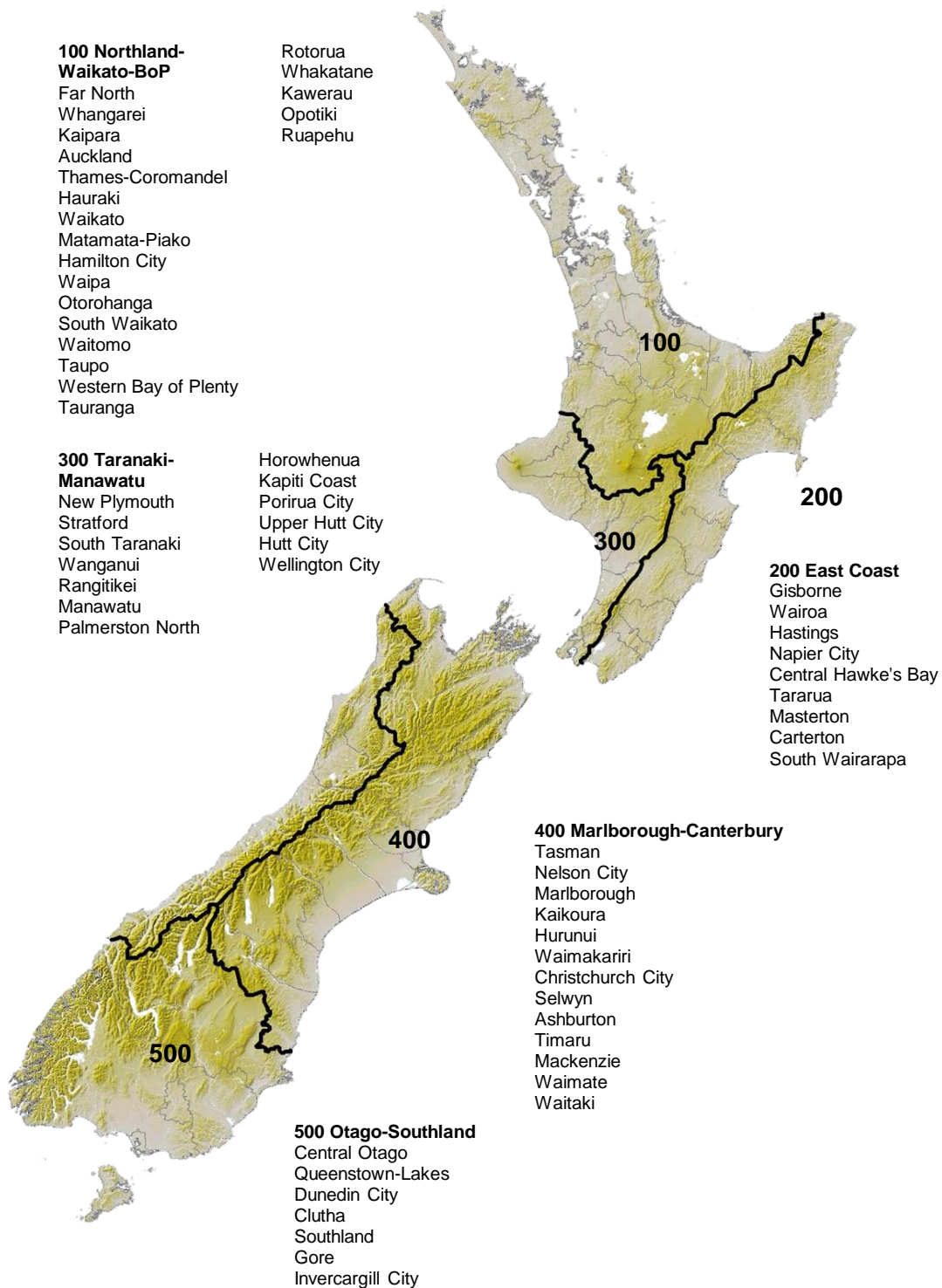
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Based on 2016-17 Survey, Class 4 Hill Country Northland.
Quintile Analysis Ranked by EBITR per hectare

Class 4 Hill Country	Unit	Q1 low 2016-17	Q2 2016-17	Q3 2016-17	Q4 2016-17	Q5 high 2016-17	Mean 2016-17
Sales Prime Lambs	No.	248	428	454	699	222	397
Sales Prime Lambs	\$/head	93.58	86.90	95.67	89.58	93.32	91.59
Sales Prime Lambs	\$/kg CW	5.70	5.42	5.52	5.30	5.55	5.46
Sales Prime Lambs	%	100.00	92.40	81.70	80.80	64.20	82.50
Sales Store Lambs	No.		35	102	167	123	84
Sales Store Lambs	\$/head		63.83	65.83	64.17	85.32	71.33
Sales All Lambs	No.	248	463	556	866	345	481
Sales All Lambs	\$/head	93.58	85.14	90.21	84.69	90.46	88.05
Sales Prime Hogget	No.	90	398	157	135	125	173
Sales Prime Hogget	\$/head	88.95	94.23	94.83	100.96	98.76	95.37
Sales Prime Hogget	\$/kg CW	5.61	5.47	5.44	5.44	5.62	5.50
Sales Prime Ewes	No.	57	114	181	157	64	113
Sales Prime Ewes	\$/head	52.74	67.60	64.08	68.26	63.22	64.36
Sales Prime Ewes	\$/kg CW	2.81	2.80	2.84	2.79	2.93	2.83
Sales Calf/Wnr Str Store	No.			1			
Sales Calf/Wnr Str Store	\$/head			768			768
Sales Calf/Wnr Hfr Store	No.					21	5
Sales Calf/Wnr Hfr Store	\$/head	480				721	716
Sales Calf/Wnr Bull Store	No.				64	30	18
Sales Calf/Wnr Bull Store	\$/head				463	791	584
Sales 1-1.5 Steer Store	No.	16	6	1	29		10
Sales 1-1.5 Steer Store	\$/head	734	1,120	971	1,140		990
Sales 1-1.5 Heifer Store	No.	7	17	8	4	1	7
Sales 1-1.5 Heifer Store	\$/head	627	972	866	918	770	857
Sales 1Yr+ Bulls Store	No.		16	22	32	204	57
Sales 1Yr+ Bulls Store	\$/head		1,082	918	985	916	931
Sales 1-1.5 Strs Prime	No.						
Sales 1-1.5 Strs Prime	\$/head				1,424		1,425
Sales 1-1.5 Strs Prime	\$/kg CW				5.53		5.54
Sales 1-1.5 Hfrs Prime	No.	15				3	4
Sales 1-1.5 Hfrs Prime	\$/head	1,110				1,090	1,107
Sales 1-1.5 Hfrs Prime	\$/kg CW	5.10				5.11	5.10
Sales 2Yr+ Hfrs Prime	No.	9	11	6	96	29	28
Sales 2Yr+ Hfrs Prime	\$/head	1,185	1,254	1,392	1,309	1,400	1,321
Sales 2Yr+ Hfrs Prime	\$/kg CW	5.35	5.28	5.29	5.43	5.19	5.35
Sales 2Yr+ Strs Prime	No.	24	34	32	43	4	26
Sales 2Yr+ Strs Prime	\$/head	1,465	1,815	1,977	1,705	1,701	1,755
Sales 2Yr+ Strs Prime	\$/kg CW	5.40	5.32	5.30	5.66	5.27	5.42
Sales Prime Cows	No.	22	7	2	7		12
Sales Prime Cows	\$/head	958	948	662	1,027	882	924
Sales Prime Cows	\$/kg CW	4.28	3.84	3.68	4.05	4.16	4.14
Sales Prime Bulls	No.	41	121	84	86	191	105
Sales Prime Bulls	\$/head	1,668	1,560	1,665	1,568	1,785	1,678
Sales Prime Bulls	\$/kg CW	5.33	5.15	5.26	5.02	5.27	5.22
Sheep Gross Margin	\$/SSU	68.19	59.08	54.11	57.12	52.49	57.05
Cattle Gross Margin	\$/CSU	57.25	105.78	82.61	91.92	89.86	86.81
Deer Gross Margin	\$/DSU						
Gross Farm Revenue	\$	165,305	320,632	253,403	355,739	486,408	314,394
Gross Farm Revenue	\$/ha	697.49	1,019.50	917.46	933.09	1,220.90	985.02
Gross Farm Revenue	\$/SU	82.17	117.46	98.89	98.69	110.28	102.92
Wool Revenue	\$/SSU	5.60	13.88	9.08	8.83	7.55	9.26
Sheep Revenue	\$/SSU	74.73	63.92	71.77	69.41	62.45	68.60
Sheep+Wool Revenue	\$/SSU	80.33	77.79	80.85	78.24	69.99	77.87
Cattle Revenue	\$/CSU	81.39	126.40	101.82	109.34	113.18	108.14
Dairy Grz Revenue	\$/DzSU	60.99				62.73	66.43
Deer+Velvet Revenue	\$/DSU						
Total Expenditure	\$	200,306	288,111	196,404	269,808	296,358	247,696
Total Expenditure	\$/ha	845.17	916.09	711.09	707.69	743.87	776.05
Total Expenditure	\$/SU	99.57	105.54	76.65	74.85	67.19	81.08
Total Expenditure	% of GFR	121.2	89.9	77.5	75.8	60.9	78.8

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Class 4 Hill Country	Unit	Q1 low 2016-17	Q2 2016-17	Q3 2016-17	Q4 2016-17	Q5 high 2016-17	Mean 2016-17
Wages and Salaries	\$/ha	135.76	98.42	29.58	97.15	56.17	79.77
Animal Health	\$/ha	32.87	33.21	49.29	36.35	31.32	36.32
Weed and Pest	\$/ha	9.81	28.55	4.03	17.37	11.02	13.83
Shearing	\$/ha	8.07	13.24	17.96	22.02	6.41	13.26
Fertiliser	\$/ha	109.81	165.85	136.27	63.02	105.75	113.57
Lime	\$/ha	5.05	25.07	7.49	8.04	14.40	12.10
Seeds	\$/ha	5.41	11.28	2.40	8.20	8.20	7.18
Vehicles & Fuel	\$/ha	73.28	62.67	50.76	48.28	55.06	57.09
Electricity	\$/ha	9.97	7.70	10.28	9.66	9.25	9.38
Feed & Grazing	\$/ha	28.62	77.98	33.00	38.33	47.18	44.96
Cultivation/Sowing	\$/ha	1.36			7.87	10.08	4.59
Cash Crop	\$/ha						
R & M	\$/ha	102.63	124.28	103.05	66.78	114.98	102.32
Cartage	\$/ha	11.08	6.94	9.01	11.66	9.98	9.80
Administration	\$/ha	57.54	28.40	37.79	28.94	22.02	33.25
Insurance & ACC	\$/ha	28.58	28.94	26.82	24.48	16.98	24.31
Rates	\$/ha	42.11	35.25	45.08	23.36	32.50	34.99
Interest	\$/ha	87.56	101.97	54.17	61.18	116.29	86.07
Rent	\$/ha	0.51		23.52	83.84	10.09	24.66
Depreciation	\$/ha	95.13	66.33	70.58	51.17	66.20	68.60
Wages and Salaries	\$/SU	15.99	11.34	3.19	10.28	5.07	8.33
Animal Health	\$/SU	3.87	3.83	5.31	3.84	2.83	3.79
Weed and Pest	\$/SU	1.16	3.29	0.43	1.84	1.00	1.45
Shearing	\$/SU	0.95	1.53	1.94	2.33	0.58	1.39
Fertiliser	\$/SU	12.94	19.11	14.69	6.67	9.55	11.87
Lime	\$/SU	0.60	2.89	0.81	0.85	1.30	1.26
Seeds	\$/SU	0.64	1.30	0.26	0.87	0.74	0.75
Vehicles & Fuel	\$/SU	8.63	7.22	5.47	5.11	4.97	5.96
Electricity	\$/SU	1.17	0.89	1.11	1.02	0.84	0.98
Feed & Grazing	\$/SU	3.37	8.98	3.56	4.05	4.26	4.70
Cultivation/Sowing	\$/SU	0.16			0.83	0.91	0.48
Cash Crop	\$/SU						
R & M	\$/SU	12.09	14.32	11.11	7.06	10.39	10.69
Cartage	\$/SU	1.31	0.80	0.97	1.23	0.90	1.02
Administration	\$/SU	6.78	3.27	4.07	3.06	1.99	3.47
Insurance & ACC	\$/SU	3.37	3.33	2.89	2.59	1.53	2.54
Rates	\$/SU	4.96	4.06	4.86	2.47	2.94	3.66
Interest	\$/SU	10.31	11.75	5.84	6.47	10.50	8.99
Rent	\$/SU	0.06		2.54	8.87	0.91	2.58
Depreciation	\$/SU	11.21	7.64	7.61	5.41	5.98	7.17
Farm Profit Before Tax	\$	-35,001	32,520	56,999	85,931	190,050	66,698
Farm Profit Before Tax	\$/ha	-147.68	103.40	206.37	225.39	477.03	208.97
Farm Profit Before Tax	\$/SU	-17.40	11.91	22.24	23.84	43.09	21.83
EBITR	\$	-14,129	64,591	78,460	141,220	240,401	102,039
EBITR	\$/ha	-59.62	205.38	284.07	370.41	603.42	319.70
EBITR	\$/SU	-7.02	23.66	30.62	39.18	54.51	33.40
Econ Farm Surplus	\$	-70,635	-27,418	-18,693	38,826	153,803	16,000
Econ Farm Surplus	\$/ha	-298.04	-87.18	-67.68	101.84	386.05	50.13
Econ Farm Surplus	\$/SU	-35.11	-10.04	-7.30	10.77	34.87	5.24
Total Farm Capital at open	\$	3,310,395	5,199,073	5,291,451	5,790,522	4,214,583	4,697,414
Total Farm Capital at open	\$/ha	13,968	16,531	19,158	15,188	10,579	14,717
Total Farm Capital at open	\$/SU	1,645	1,905	2,065	1,606	956	1,538
Total Assets at close	\$	3,846,973	6,181,515	6,181,476	6,628,614	4,794,667	5,450,265
Current Liabilities at close	\$	52,385	79,759	75,537	97,761	123,345	85,496
Term Liabilities at close	\$	295,491	532,419	289,822	395,570	774,606	457,024
Reserves at close	\$	48,273	16,250	794,723	3,107,774	160,487	761,457
Net Worth at close	\$	3,450,824	5,553,087	5,021,394	3,027,510	3,736,228	4,146,288
Equity at close	%	89.7	89.8	81.2	45.7	77.9	76.1
RoR on TFC at open	%	-2.1	-0.5	-0.4	0.7	3.6	0.3

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