



beef+lamb  
new zealand

# *FarmSmart*

2019

# FarmSmart 2019 is the Northern South Island Farmer Council's annual flagship event. It aims to provide you with tools and ideas to help build confidence in your business.

This year's theme is '**Pushing Play: How Data is Transforming Our World**'. Our speakers will cover a range of topics from using technology to drive productivity and profitability on farm, to building staff capability in our industry. The panel discussion, titled '**More Than Just Hot Air**', addresses the emissions issue facing our sector. A robust discussion is guaranteed. Feel free to question, challenge and discuss – this is a day run by farmers, for farmers.

**B+LNZ Northern South Island Director:** Phil Smith

## **B+LNZ Farmer Councillors:**

| Nelson, Marlborough | North Canterbury                 | Central Canterbury | Mid Canterbury | West Coast    |
|---------------------|----------------------------------|--------------------|----------------|---------------|
| Malcolm McConochie  | Dave Hislop                      | Mike Williams      | Bert Oliver    | Chris Stewart |
| Natasha Newport     | Hugh Dampier-Crossley (Chairman) | Peter Chamberlain  | Kerry Harmer   |               |
| Fraser Avery        | Rebecca Hyde                     | Dave Clouston      |                |               |
| Greg Crombie        |                                  | Robyn Dynes        |                |               |
| Richard Gorman      |                                  | Sandra Taylor      |                |               |

**B+LNZ Northern South Island Team:** John Ladley – General Manager – South Island, Anna Boyd – Extension Manager, Theresa Laws – Regional Coordinator and Esnes Gray – Economic Service Manager



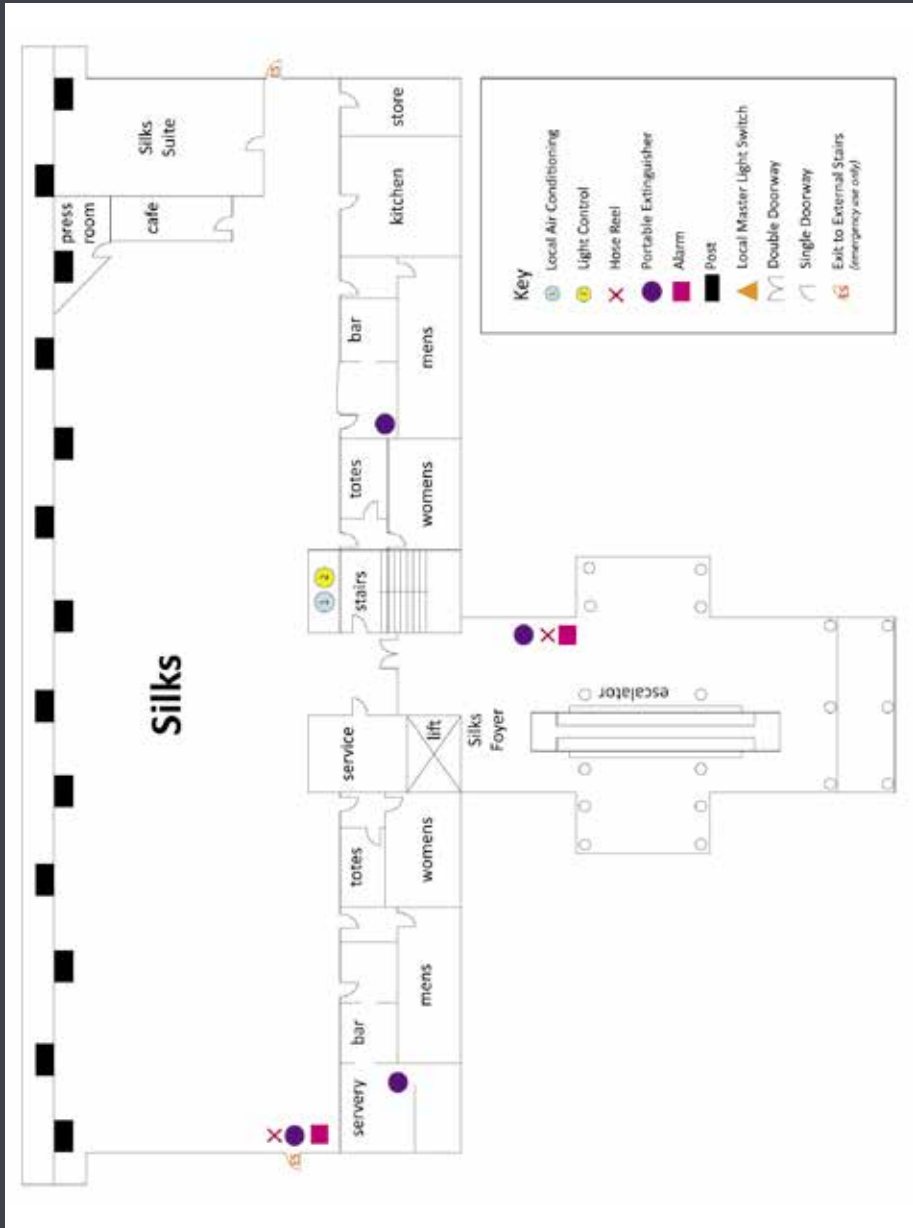
## AGENDA

|                   |   |                |
|-------------------|---|----------------|
| 11.15am - 11.55am | Registrations and light lunch   | Silks Lounge   |
| 12.00pm - 12.15pm | Welcome - Fraser Avery  | Terror to Love |
| 12.15pm - 12.55pm | Keynote speaker - Richard Scholefield   | Terror to Love |
| 1.00pm - 1.25pm   | Phil Smith, B+LNZ Northern South Island Director  | Terror to Love |
| 1.30pm - 2.10pm   | Tony Plunkett and Sarah Barr: Drafting for passion, finishing prime; aiming for an 'A' in workplace culture.      | Terror to Love |
| 1.30pm - 2.10pm   | Hamish Bielski: Regenerative farming; a path to a sustainable future.   | Blossom Lady   |
| 2.15pm - 2.35pm   | Afternoon tea   | Silks Lounge   |
| 2.40pm - 4.10pm   | Panel Discussion: 'More than just Hot Air'  | Terror to Love |
| 4.15pm - 4.55pm   | Nick Garden: Sustainable margins in an uncertain world.   | Terror to Love |
| 4.15pm - 4.55pm   | Duncan and Tina MacIntosh: Supreme Winners 2019, Canterbury Ballance Farm Environment Awards; the early adopters. | Blossom Lady   |
| 5.00pm - 5.15pm   | Wrap up and conclusion  | Terror to Love |

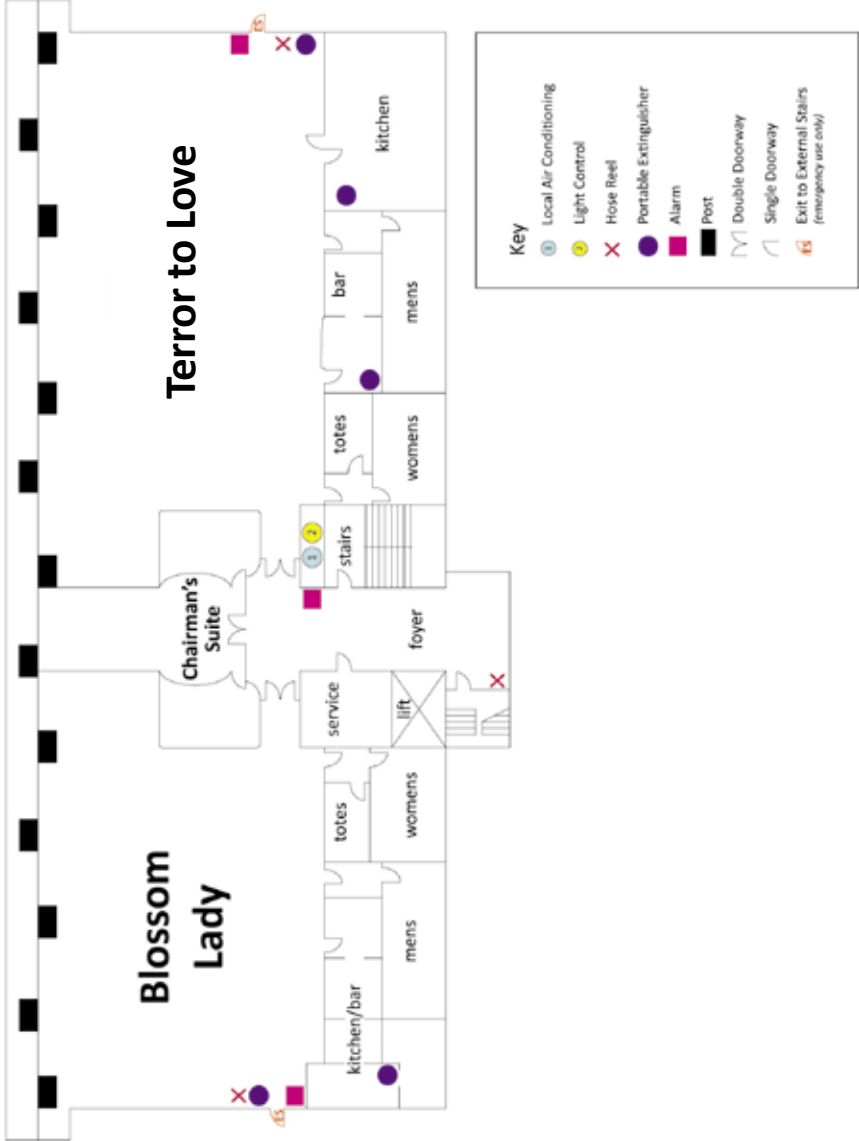
● *Concurrent session*



# VENUE MAP LEVEL 2



# VENUE MAP LEVEL 3



# 12.15PM-12.55PM TERROR TO LOVE

*Keynote Speaker*



## Richard Scholefield

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Richard has been General Manager of Whangara Farms for the past 12 years. Whangara Farms comprises around 8,500ha of Maori owned farms north of Gisborne. With 2,500 shareholders it runs 75,000 stock units comprising sheep and beef, both breeding and finishing. In 2009 Whangara Farms was the winner of the Ahuwhenua Excellence in Maori Farming Award and was a finalist 10 years later in 2019. Whangara Farms has been a Beef + Lamb New Zealand Demonstration Farm and is one of five large-scale commercial farms that are part of the Beef + Lamb New Zealand Genetics Beef Progeny Test.

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# 1.00PM-1.25PM TERROR TO LOVE



## Phil Smith

*B+LNZ Northern South Island Director*

Phil is the Northern South Island farmer elected Director of Beef + Lamb New Zealand. Phil and his wife, Sue, farm Balmoral near Culverden, North Canterbury. The 958ha property includes 140ha of irrigated flats with rolling downs rising to higher hill country. Balmoral runs Coopdale ewes, Angus beef cows, dairy grazers as well as some arable cropping.

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## **1.30PM–2.10PM TERROR TO LOVE**

*Drafting for passion, finishing prime; aiming for an 'A' in workplace culture.*



### **Sarah Barr**

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Sarah (Coach Approach Rural) works across the rural sector, assisting individuals, families and businesses to achieve their ambitions - through Business, Strategic and Succession Planning, and Leadership and Team Culture Development.

In 2013, Sarah was engaged by a forward-thinking group of South Canterbury farmers to investigate the potential of developing a Training Farm opportunity in the South Island, with the support of B+LNZ funding. This ambition was finally realised in 2016, with Coleridge Downs stepping up to the challenge.



### **Tony Plunkett**

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Tony hails from Northland and although he was not off a farm, left school at sixteen to milk cows for a year.

He worked as a shepherd in Taihape and Southland before heading to Lincoln College where he gained a Diploma in Agriculture. Tony has held various managerial positions around the South Island before he became General Manager of Rakaia Gorge's Coleridge Downs Station 10 years ago. Tony, alongside his wife Pam, manages four farms, running 43,000 stock units and employing 11 full-time staff and six cadets - as part of the Coleridge Downs Training Farm.

Tony considers himself a specialist in managing and developing large scale properties.

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## 1.30PM–2.10PM BLOSSOM LADY

*Regenerative farming - a path to a sustainable future.*



### Hamish Bielski

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Hamish, Amy and their three children farm in a joint venture on 300ha in South Otago, between Balclutha and Clinton. It is their fifth year into the venture. The land consists of gentle rolling to steeper gullies that bound the Pomahaka river.

The Bielski's were running an integrated sheep, beef and arable operation but as they are now using regenerative farming principles, they have decided to run 2,300 breeding sheep, 200 trading cattle with no cropping. Their vision is to realise the potential of the land, ecosystems, well-being and bank balance.

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## 2.40PM–4.10PM TERROR TO LOVE

### *Panel Discussion: 'More Than Just Hot Air'*

The panel addresses the biggest issues facing our sector – the Zero Carbon Bill, the Emissions Trading Scheme, and climate change. What does all this mean for our red meat producers?



### **Anders Crofoot**

Anders Crofoot, a former New Yorker with a background in investment funds analysis, farms the iconic hill country Castlepoint Station in the Wairarapa with his wife Emily. The station has 3,700 hectares of sheep, beef and forestry and runs 25,000 stock units (made up of approximately 20,000 sheep and 1,000 cattle). Castlepoint Station won the Wairarapa Sheep & Beef Farm Business of the Year in 2012.

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### **James Palmer**

James Palmer has been Chief Executive of the Hawke's Bay Regional Council since June 2017. Prior to working at the Council, James was Deputy Secretary Sector Strategy at the Ministry for the Environment, responsible for the strategic direction of NZ's environmental management system. James has been Director Strategy at both the Ministry for Primary Industries and the Ministry of Agriculture and Forestry. James is a Director of the Sustainable Seas and Deep South National Science Challenges, and a member of the Forestry Ministerial Advisory Group.

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Panel Discussion Facilitator:

## **Robyn Dynes**

AgResearch Science Impact Leader, Farm Systems and Environment - will chair this interactive session.



## **Judy Lawrence**

Dr Judy Lawrence is a Senior Research Fellow at the New Zealand Climate Change Research Institute, Victoria University of Wellington. Judy co-chaired the NZ Climate Change Adaptation Technical Working Group, co-authored the MfE Coastal Hazards and Climate Change Guidance and is Coordinating Lead Author for the Intergovernmental Panel on Climate Change (IPCC) 6th Assessment for the Australasia Chapter.

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## **Peter Ettema**

Peter Ettema has worked for the Ministry for Primary Industries (MPI) and its predecessors since 2005. He was brought up on a dairy farm in the Manawatu and has worked in the agricultural sector throughout his career, both in New Zealand and overseas. Peter is currently the manager for the International Environment team within the International Policy Directorate at MPI. Key areas of his work include climate change, resource and environmental management, and extension capability across the primary sector.

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# 4.15PM–4.55PM TERROR TO LOVE

*Sustainable margins in an uncertain world.*



## Nick Garden

Nick Garden joined the NZX in 2018 to develop the NZX Milk Price Futures and Options market.

Nick's focus is on participant education as well as supporting growth in the providers of price risk management and advisory services.

Prior to joining the NZX, Nick ran the family breeding and finishing property in Central Otago after holding roles trading dairy and electricity derivatives in NZ and the United States for Fonterra and Trustpower. Nick has also worked in business development for Centrica - British Gas in the UK.

Nick holds a Bachelor of Commerce from Otago University and is still involved in a governance capacity with the family farming business.

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# 4.15PM–4.55PM BLOSSOM LADY

*Supreme Winners 2019, Canterbury Ballance Farm Environment Awards; the early adopters.*



## Duncan and Tina Mackintosh

Duncan and Tina Mackintosh farm White Rock Mains and were the Supreme Award winners at this year's Canterbury Ballance Farm Environment Awards. They farm 1,056ha at White Rock, Rangiora, of which 750ha is effective, 82ha is in forestry, 91ha is in a QEII covenant while the remaining is ineffective.

The Mackintoshes spent three years on the Farm IQ development team and a further seven years as the Upper South Island monitor farm.

Data collection has been instrumental in driving farm performance. They aim to create a robust farming system through matching livestock policies with land class types. They see themselves as early adopters, hardworking, and strongly embrace the positive effects of a strong community.

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# FarmSmart

## Survey

**Which speakers did you listen to during the concurrent sessions?**

Sarah Barr and Tony Plunkett

Nick Garden

Hamish Bielski

Duncan and Tina Mackintosh

**What were the key messages you took home from each of the speakers you listened to?**

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**What are some techniques that you will look to implement in your own business as a result of attending FarmSmart?**

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**Was the format of the day suitable, such as start/finish time, length of sessions?**

Yes  No

**If not what could we change?**

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**Should we have more or less concurrent sessions?**

More  Less  Just Right

**If more or less, how many sessions would you like to see?**

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**Did you enjoy the panel discussion, and was it useful?**

Yes     No

**If yes, why? If no, why, and what can we do to make it better?**

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**What other topics would you like to see discussed by the panel?**

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**Did FarmSmart 2019 live up to your expectations?**

Yes     No

**If yes, what was the most enjoyable part of your day?**

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**Do you have any recommendations for future themes/speakers at FarmSmart?**

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**Any comments in general about the day?**

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**THANKS FOR COMPLETING THE SURVEY!**

Please rip out this page and place in the box on your way out.





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