

Beef + Lamb New Zealand Regional Delivery Plan 2025: Eastern North Island

Powered by your local B+LNZ Farmer Council

Your Regional Team

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 Regional Extension Manager: Angus Irvine
 ENI Farmer Council Chair: Dan Billing
 ENI Farmer Council Deputy Chair: Richard Scholefield

What we are doing

Our RDP purpose is to ensure farmers are supported and engaged in their learning to grow sustainable thriving businesses and communities.



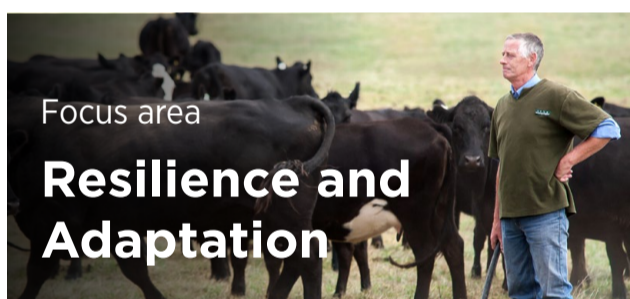
Focus area People

Why	A growth mindset allows us to navigate diversity and change. We need to support and connect a cross section of farmer voices into the work we do.
We will measure progress through	<ul style="list-style-type: none"> • Have resilient farms who create economies and communities. • Next generation keen to farm and join the business. • Farmer Confidence
Workshops	<ul style="list-style-type: none"> • Farming for Profit programme
Field Days	All field days will include time for connection and wellbeing
Focus Groups	<ul style="list-style-type: none"> • Leadership & People Management
Other Activity	<ul style="list-style-type: none"> • Generation Next Modules • Farmer showcase regional events (FOY etc) • Regional A&P Shows • Professional Development events



Focus area Financial

Why	Because strong financial performance provides options. We need to link on farm performance with financial performance, provide tools, direction and options to support farmers getting comfortable with their finances so they are confident in their business.
We will measure progress through	<ul style="list-style-type: none"> • Farmers are feeling that financial pressure can be managed through their own decision making. • Farmers feel confident taking their business into the future and understand where opportunities lie. • EBIT improvement
Workshops	<ul style="list-style-type: none"> • Farming for Profit programme • Taking ownership of your financials • Farm Focus • B+LNZ Mastering your Financials
Focus Groups	<ul style="list-style-type: none"> • Financial Management – Budgeting for Business Results • Farm Business Planning



Focus area Resilience and Adaptation

Why	Understanding threats and disrupters enables planning for mitigation and management. We need to support farmers preparedness and capability to tackle challenges and create opportunities to build resilient farms and farming businesses into the future.
We will measure progress through	<ul style="list-style-type: none"> • Farmers can deal with adverse events or impacts to the farming industry. • Farmer mindset to cope, problem solve and deal with new issues. • Environmental compliance is 100%
Workshops	<ul style="list-style-type: none"> • Farming for Profit programme
Field Days	Hub Farms <ul style="list-style-type: none"> • Technology integration • Diversification opportunities
Focus Groups	<ul style="list-style-type: none"> • Farm Business Planning
Other Activity	<ul style="list-style-type: none"> • Support Adverse Events – Drought, Flood, Cyclones etc • Catchment Groups



Focus area Production

Why	Production and performance knowledge underpins farm viability. We need to focus on the key drivers supporting efficient and effective farming businesses.
We will measure progress through	<ul style="list-style-type: none"> • Farmers embrace new technology / systems / processes that create more efficient production system. • Economic data shows improvement in production and performance measures. • Farmers engage in future focused learning opportunities.
Workshops	<ul style="list-style-type: none"> • Better beef breeding • Better sheep breeding • Ewe BCS • Feedsmart • Trees on Farms • Wormwise • Growing Great Lambs
Field Days	Hub Farms Collars for “Fenceless Farming”
Focus Groups	<ul style="list-style-type: none"> • Parasite Management • Forage Production



Focus area Management systems and Land Use

Why	Effective management systems support our ability to farm into the future. We need to assist farmer to develop systems that meet individual business financial goals and NZs regulatory goals and standards.
We will measure progress through	<ul style="list-style-type: none"> • We can weather storms (financially and practically) • Farmer confidence • Multiple pathways to succession are evident
Workshops	<ul style="list-style-type: none"> • Feed Budget Introduction • Efficient Fertiliser Use • Farm Planning – Environment
Field Days	Hub Farms
Focus Groups	<ul style="list-style-type: none"> • Farm Systems Group
Other Activity	<ul style="list-style-type: none"> • BFEA Awards Sponsorship • Farmer showcase regional events (FOY etc)

Note: Detail of planned delivery may need to change in response to seasonal events

For all event details and dates visit www.beeflambnz/events

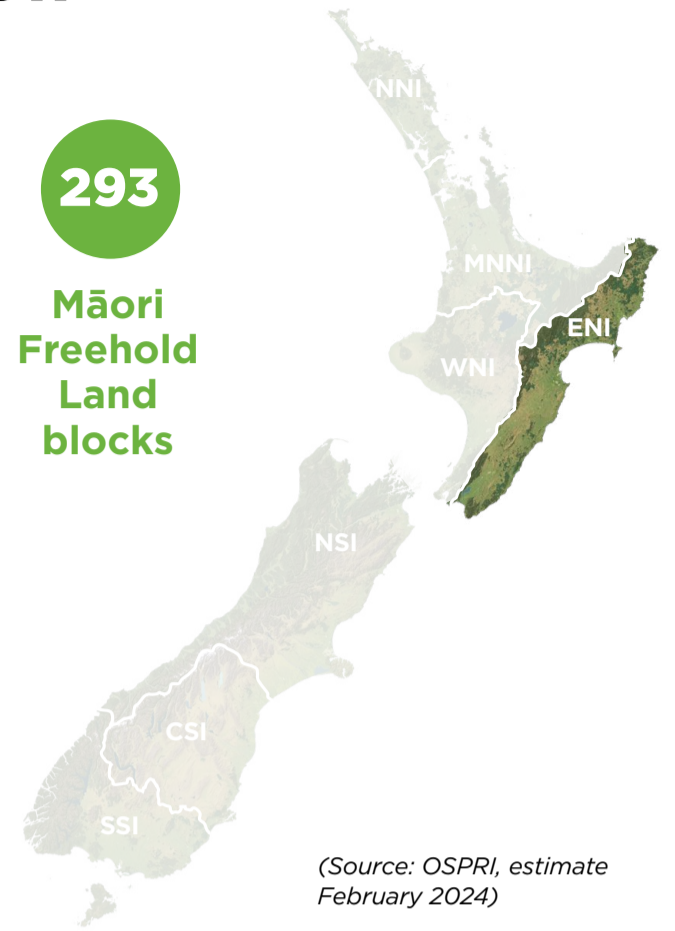


Eastern North Island Regional Overview

B+LNZ Insights Team April 2024



293
Māori Freehold Land blocks



The East Coast region has an estimated 1,795 Commercial Sheep and Beef farms. 46% are Hill Country farms.

Dairy 94,300 ha **Sheep & Beef** 1,263,700 ha
Forestry 387,700 ha **Horticulture** 26,900 ha
 (estimated Ag., Hort. and Forestry area, SNZ 2022)

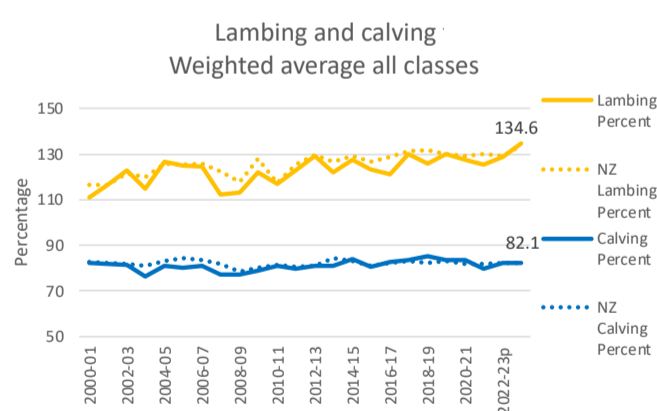
(Source: OSPRI, estimate February 2024)

Farm Characteristics by Farm Class

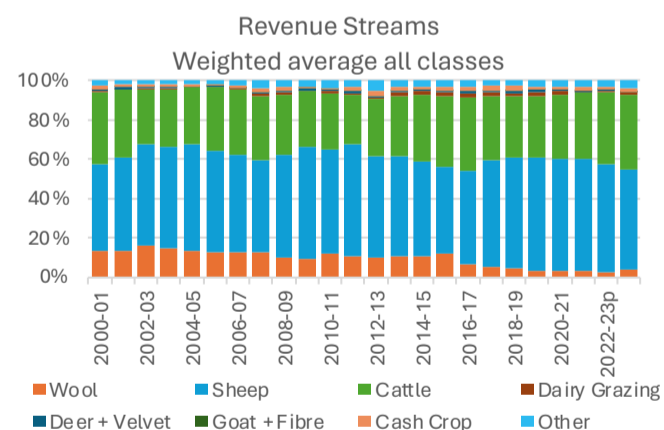
Average B+LNZ East Coast 2023-24 forecast (Sheep and Beef Farm Survey)										
	Average Farm size Total ha	Average Area Grazed +Cropped ha	Sheep At open SU	Beef Cattle At open SU	Total livestock At open SU	Stocking rate SU/ha	EBITRm \$ per Farm	EBITRm \$ per ha	Sheep: beef ratio SU	Lamb Sales Prime %
Farm Class 3	1,404	948	4,432	2,791	7,360	7.8	150,000	158	60:38	42
Farm Class 4	705	592	3,064	1,973	5,160	8.7	155,500	263	59:38	66
Farm Class 5	438	392	1,615	1,934	3,523	9.0	163,500	417	46:55	90

Area A greater proportion of farm area is ungrazed when compared to other regions. Farm Class 3 farms average 33% of total farm area ungrazed. **Stock Units** sheep stock units have decreased and been replaced by beef cattle stock units over time. The pattern of change for the East Coast is similar to NZ. The current sheep: beef ratio is estimated at 57:42 (57% sheep SU). **Profit** has trended downwards since 2021-22 with lower farm-gate prices and high expenditure. The East Coast region faces additional challenges with increased costs due to some farmers rebuilding infrastructure, and decreased stock units meaning fewer animals to sell.

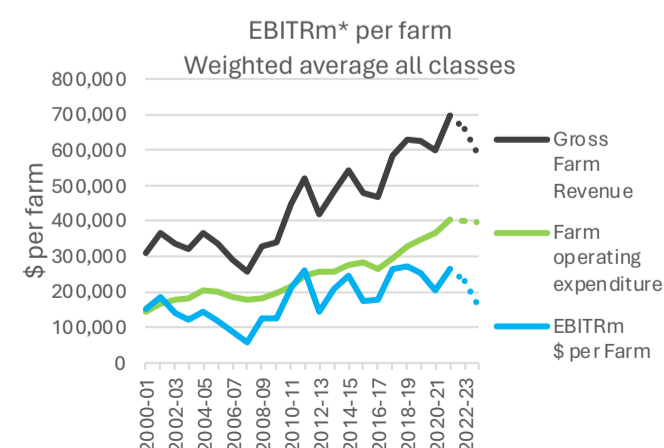
Farm performance



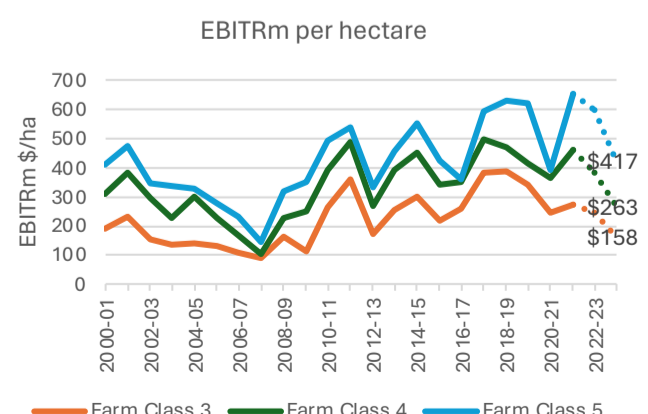
Lambing percentage has increased over time with variation between seasons. Calving has been relatively flat, like other NZ regions.



Hard Hill Country and Hill Country farms earn 95% of gross farm revenue from sheep and cattle (including wool), while Finishing farms earn around 88% from sheep and cattle and have cash crop and other revenue sources.



EBITRm per farm in 2023-24 is forecast to be \$75,000 less than last season. Farm operating expenditure (FOE) is relatively static since 2021-22 as farmers reduced the volume of farm inputs while prices increased. Interest expenditure is not included in FOE.



Forecast 2023-24 profitability, by farm class, shows a sharp drop in EBITRm/ha. Farm profitability is forecast to decrease with fewer livestock to sell this season, low farm-gate prices, and high farm expenditure.

Source: B+LNZ Sheep and Beef Farm Survey. The B+LNZ East Coast survey region is presented here as it aligns with the Eastern North Island Electoral District. * EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.