Beef + Lamb New Zealand

Regional Delivery Plan 2025: Western North Island

Powered by your local B+LNZ Farmer Council

Your Regional Team

WNI Extension Managers: Mikaela Greig, Kate Good
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Regional Extension Manager: Angus Irvine
WNI Farmer Council Chair: Megan Bates
WNI Farmer Council Deputy Chair: Lachlan Hopkins
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What we are doing

Our RDP purpose is to engage, educate, and motivate our farmers so we have a sustainable resilient and confident farming community.

Focus area

Farm Fundamentals

Why	There is opportunity to improve productivity by going back to basics. We need to provide tiered learning to support more profitable and sustainable farming businesses.

We will measure progress through	• More farmers are attempting change:
	  – Feed budgets
	  – Parasite/feed management
	  – Cropping
	  – SR ratio
	  – Genetics
	• We have developed and delivered a range of events to cater for all stages.
	• Farmers know their farming objectives and have a plan to work towards them which is regularly reviewed.

Workshops	• Wormwise • FeedSmart • Better Beef Breeding • Growing Great Lambs + Body Condition Scoring • Better Ram Buying
Focus Groups	• Production Group • Financial Management - Budgeting for Business Results

Focus area

Succession/Farming Pathways

Why	Financial viability and farm pathways are important. We need to support our people pipeline with skills and next steps.
We will measure progress through	• Everyone has a plan as an individual, family, or business. • Primary industry is recognised as an attractive career choice. • Farmers are certain they have a sustainable business to pass on.
Workshops	• Farm Business Planning • Farm Succession Planning
Other Activity	Generation Next

Focus area

Connection

Why	Industry pressures are having an impact on wellbeing and challenging farmers' sense of purpose. We need to bring farming communities together to lift morale and encourage positive action.
We will measure progress through	• B+LNZ farmer survey shows farmer confidence is increasing. • Larger turn out at events – allow social time at the end of an event. • Our RDP interviews with farmers will be positive and show farmers feel they have a sense of choice and control.
Workshops	Farmer to farmer Connection time provided in all workshops.
Field Days	Farmer to farmer connection time provided in all field day activities.
Other Activity	• Blokes Event • Ladies Night Out
Hub Farm	Farmer to farmer connection time provided. Farmer Case Studies and panel discussions to share learning.

Focus area

Finances

Why	Our regional data highlights there are financial challenges across the region. We need to support farmers to develop the skills and confidence to navigate through industry fluctuations.
We will measure progress through	• We have more farmers actively managing their budgets/ cashflow • Attendance at financially focused workshops • More farmers are confident in their skills to be able to improve profitability
Workshops	• Farming for Profit • Trees within Farms • Rabobank Financial Skills • B+LNZ Mastering your Farm Financials
Focus Groups	Financial Management

Focus area

Innovation

Why	Farmers are searching for potential efficiencies to solve sector challenges. We need to support farmers to adopt and implement new innovative on-farm solutions.

We will measure progress through	• Innovation event feedback:
	  – Confidence
	  – Intention to act
	• Farmers are doing their own cost/ benefit analysis
	• Farmer awareness of technology options has increased

Workshops	Farming for Profit
Field Days	Better Bulls (Dairy Beef)
Other Activity	Innovation event series Innovation Group; Solving sector challenges

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

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

beef+lamb new zealand

Western North Island Regional Overview

B+LNZ Insights Team May 2024

360 Hard Hill — Farm Class 3

740 Hill — Farm Class 4

340 Finishing — Farm Class 5

223 Māori Freehold Land blocks

(Source: OSPRI, estimate February 2024)

The Western North Island region has an estimated 1,440 commercial Sheep and Beef farms. 52% are Hill Country farms.

Dairy 434,500 ha **Sheep & Beef** 816,500 ha

Forestry 416,700 ha **Horticulture** 5,600 ha

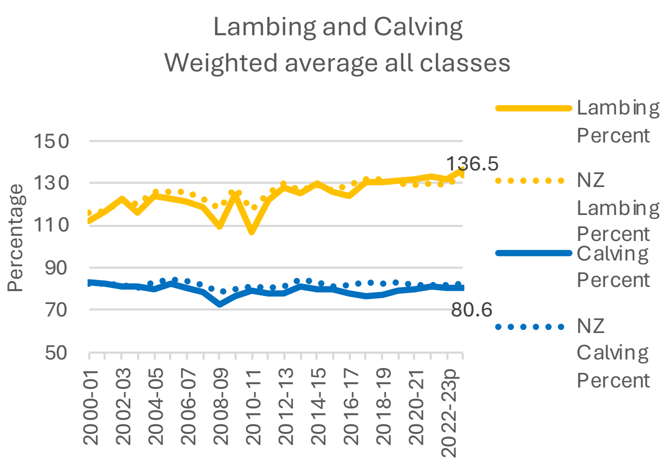
(estimated Ag., Hort. and Forestry area, SNZ 2022)

Farm Characteristics by Farm Class

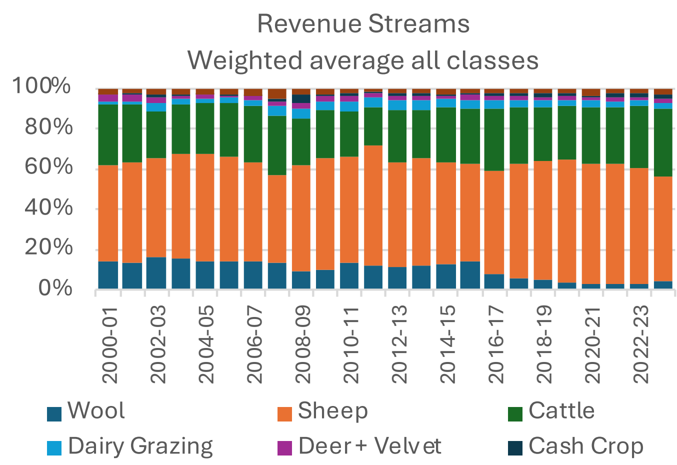
Average B+LNZ Taranaki-Manawatū* 2023-24 forecast (Sheep and Beef Farm Survey)										
	Average Farm size Total ha	Average Area Grazed +Cropped ha	Sheep At open SU	Beef Cattle At open SU	Total livestock At open SU	Stocking rate SU/ha	EBITRm $ per Farm	EBITRm $ per ha	Sheep: beef ratio SU	Lamb Sales Prime %
Farm Class 3	1,210	927	4,962	2,429	7,480	8.1	193,700	209	66:32	58
Farm Class 4	582	488	2,907	1,471	4,595	9.4	160,700	329	63:32	76
Farm Class 5	253	207	895	1,137	2,144	10.4	168,800	816	42:53	85

Area The average area of Hard Hill farms has increased since the 1990s and is around double the size of Hill Country farms. The average area of Hill Country and Finishing farms was consistent over the same period. **Stock Units** total stock units per farm has increased in the region, more so for cattle stock units in the past 10 years. The current sheep: beef ratio is estimated at 62:34 (62% sheep SU, average across all farm classes). **Profit** has trended downwards since 2021-22 with lower farm-gate prices and high expenditure.

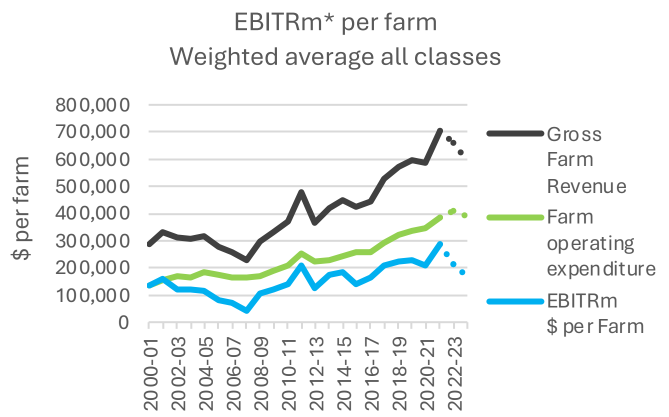
Farm performance



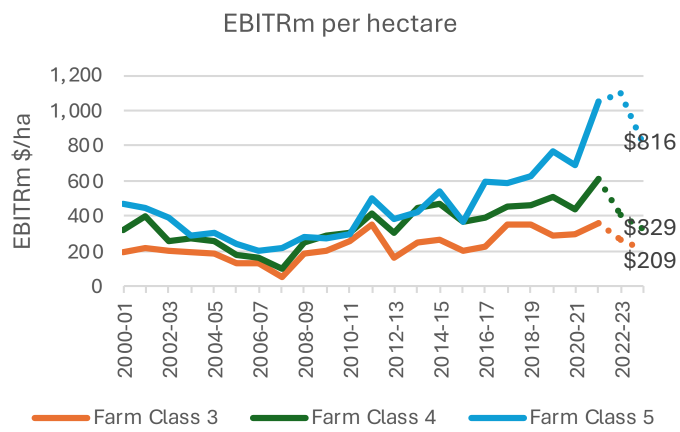
Lambing percentage has increased over time with variation between seasons. Hill Country farms have performed above the NZ average since 2012-13. Calving percentage has been relatively flat over time and was typically lower than the NZ average.



Hard Hill Country and Hill Country farms earn 90-95% of gross farm revenue from sheep and cattle (including wool), while Finishing farms earn around 80% from sheep and cattle and have cash crop, dairy grazing and other revenue sources. Dairy Grazing revenue averages ~3% of GFR (all classes average). 10% of farms had dairy grazing revenue of over $40,000 in 2021-22.



EBITRm per farm in 2023-24 is forecast to be around $46,000 less than last season. Farm operating expenditure (FOE) has decreased as farmers have cut costs with falling revenue and high farm input prices. Interest expenditure is not included in FOE.



In 2023-24, profitability is forecast to drop sharply due to lower sheep revenue and high farm expenditure. Hard Hill farms, with more sheep SU, made the largest cost cuts this season (-9% on 2022-23).

Source: B+LNZ Sheep and Beef Farm Survey. The B+LNZ Taranaki-Manawatū survey region is presented here as it largely aligns with the Western North Island electorate and is indicative of farms in the region (it excludes Taupo and Ruapehu survey farms).

** EBITRm=earnings before interest, tax, rent and management wages. It allows farms to be compared on a debt-free, freehold, owner-operator basis.*