



## FARMING FOR PROFIT PROGRAMME

Marlborough



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### **Profitable Farm Development in a challenging environment**

**A focus on:**

**Developing the farm resource in a way to  
ensure a profitable return on investment is  
realised**

“Kintyre Downs”  
G & R Dowling, 7748 SH 1  
Ward

Wednesday 13<sup>th</sup> April 2016

Our sincere thanks go to Gavin and Rosie  
Dowling for sharing their information and farm

Funding for this programme has been made  
available by Beef+Lamb New Zealand through  
your levies

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## Introduction

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The objectives of this Field Day are to:

- Gain an understanding of the current farm resource and the vision for development the owners have
- Highlight the pastoral and livestock management necessary to optimise the return on investment from development expenditure
- Identify the projected returns resulting from farm development on Kintyre Downs

### Facilitator

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### Committee Members

- Richard Gorman, Chairman
- Simon Todd-Hunter
- Paul Newton
- Richard Laugesen
- Will Grigg
- Fraser Avery
- Jo Grigg

### Beef+Lamb New Zealand Extension Manager

- Sarah O'Connell

### Beef+Lamb New Zealand Farmers Council Representative

- Will Grigg, Fraser Avery, Richard Gorman

### HEALTH & SAFETY IN EMPLOYMENT ACT, (1992)

*The farm owners and manager wish to point out to all visitors to this property that this is a working livestock farm and to take extreme care when travelling over the property in vehicles, moving around yards and facilities and in handling stock. All practicable steps have been taken to ensure your visit to the property is a safe and enjoyable one.*

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## Background Information

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**Farm Owners:** Kintyre Downs Ltd. The shareholders being G & R Dowling, S & P Todhunter, Ngaio Downs Trust.

Gavin and Rosie are employed by the company as Farm Managers and are responsible for the financial and day to day management of the business. The property was purchased in March of this year.

**Property Description:** The farm business is comprised of 422 ha of which 400 ha is estimated as being effective pastoral land.

The five year average rainfall is 1000 mm.

The farming system is currently being developed and ultimately will be considered breeding and finishing.

### Business Goals

- Within five years to be wintering 3000 stock units
- For Rosie and Gavin to increase their shareholding in the business through
  - Buying shares from other family members
  - Expanding the business if the opportunity arises
- To re-invest operating surplus back into the farm to maximise the speed of development
- To have developed the infrastructure of the farm such that
  - Soil fertility is optimised on all the cultivatable country
  - To lift the level of subdivision such that the most productive land (130 ha) has an average paddock size of 3 ha. Hill country paddocks will average 10 ha
  - All paddocks are serviced by a reliable reticulated water supply
- To raise pasture production from approximately 3200 kgDM/ha to 4650 kgDm/ha

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## Livestock Policies

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### Sheep

The resident Romney flock was purchased with the property. These ewes have historically produced a pregnancy scanning rate of 160%. The flock has been increased through the purchase of an additional 240 Highlander ewes.

The basic objective of the flock is to produce as many lambs as possible for sale at weaning on contract to Greenfields.

Replacement ewes will be purchased annually as required.

The ewes are all mated from 23 March (20 August start of lambing) to Suffolk x Texel terminal sires.

It is anticipated that weaning will commence at the beginning of December with a target of 32 kgLwt (average) and 90% of the lambs being sold at this time.

If market and feed conditions are favourable some lamb trading may occur over the summer and autumn.

An 8 – 10 month shearing policy will be adopted.

## Cattle

A bull beef system is to be developed on the farm. The policy being to:

- Rear 50 calves
- Purchase 150 at 18 months of age (350 – 380 kgLwt)
- Finish bulls at 300 – 330 kgCwt at 2 – 2<sup>1/2</sup> years of age

## Livestock Reconciliation 2016

Stock Class	Current	Winter 2016	Target 2021
MA Ewes	1530	1530	1600
Rams	20	20	20
<b>Sheep Stock Units</b>	<b>1546</b>	<b>1546</b>	<b>1616</b>
R1yr Bulls	83	83	100
R2yr Bulls	44	94	190
<b>Cattle Stock Units</b>	<b>594</b>	<b>844</b>	<b>1400</b>
<b>Total Stock Units</b>	<b>2140</b>	<b>2390</b>	<b>3016</b>
<b>Stocking rate su/ha</b>	<b>5.4</b>	<b>6.0</b>	<b>7.5</b>
<b>Sheep:Cattle</b>	<b>72:28</b>	<b>64:36</b>	<b>54:46</b>

Over the next five years the owners have a target to lift the carrying capacity by 625 stock units (or by 26%). The historical winter carrying capacity has been 2250 stock units (5.6 su/ha).

## Grazing systems and Forage Cropping

A rotational grazing system will be adopted whereby the cattle will follow the ewes in mobs of 40 – 50. The rotation will be influenced by paddock size and the amount of time Gavin works off farm Shepherding.

This year the following crops have been established:

- 12 ha of Rape to mate the MA ewes on
  - Following mating, this area will be sown into green feed Oats
- 12 ha of winter Rape

In the spring these two paddocks will be established into Lucerne (24 ha). In addition a further 24 ha of Rape will be sown for the 2017 autumn and winter.

### Soil Test Results

	pH	Phosphate	Potassium	Sulphur	Org. Sulphur
Deer	5.7	10	11	8	12
Rolling	5.6	10	12	5	13
Hay	5.8	7	5	8	11
Hill	5.8	9	16	12	15

Fertiliser expenditure is focused on raising soil Phosphate levels on the most productive land first and then the more extensive hill country. Ultimately soil fertility will be optimised (based on land class) across the whole farm.

To date 300 – 400 kg/ha of Superphosphate has been applied to 120 ha by truck.

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## Farm Development

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Subdivision:

Currently the farm is subdivided into approximately 40 paddocks. Of these 12 paddocks account for 336 ha (of the 400 ha effective area) with the largest paddock being 48 ha.

Target subdivision:

- 130 ha into an average of 3 ha paddocks (43 paddocks)
- 270 ha into an average of 10 ha paddocks (27 paddocks)

Soil Fertility:

To realise optimum soil fertility based on land class. This is likely to be as follows:

	pH	Phosphate	Potassium	Sulphur	Org. Sulphur
130 ha	6.0 – 6.5	25	10 +	10+	10+
270 ha	5.8 – 6.0	18 - 20	8+	10+	10+

Stock Water Supply:

Currently stock water is reticulated to 27 of the 40 paddocks.

Long term all paddocks will be fed by a reticulated water scheme.

Pasture and Forage:

A large area of Lucerne will be established to support intensive livestock production and performance from the late spring to early autumn period.

Hill country pastures will be improved as soil fertility, subdivision and grazing management is improved.

**Notes**
