

International Farm Management Association



**Hands-On Farm Reports
October 2021**

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Note:

All the authors of the reports are resident within the relevant Country and directly involved with Farm Management.

IFMA Council Members 2021

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Council

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Scandinavia and 23 rd Congress:	Brian Jacobsen	Denmark
South America:	Dr. Mariana de Aragão Pereira	Brazil
UK and Ireland	Tim Brigstocke	UK
22 nd Congress 2019:	David Armstrong	Tasmania

Introduction

I picked up a car sticker at the IFMA conference in Tasmania which said, *'Thank a Farmer for your next meal'*. Agriculture and agri-food systems have a huge role to play in ending poverty in all its forms, eradicating hunger, achieving food security, improving nutrition, and reducing inequalities. It is also the ultimate source of our food, feed and fuel, and for millions of farmers, including 500 million smallholder farmers worldwide. Thanking a Farmer was therefore a statement which I felt genuinely showed appreciation for the agricultural industry.

Yet according to the European Commission and the UN's Food and Agriculture Office, agriculture was responsible for 34% of greenhouse gas emissions in 2015. *'Treating beef like coal would make a big dent in greenhouse – gas emissions'* and *'How much would giving up meat help the environment?'* are two titles from recent articles in the Economist, both with full supporting statistics.

Farmers seem to have gone from being the good guys, to the bad guys in the space of a few years. It seems the car sticker message of today has changed to *'Thank a Farmer for Climate Change'*. Statistics, as we know, can be found to support most sides of an argument and as food producers, we will fight our respective corners to best promote our products with climate friendly messages such as *'Eat meat, grow grass and save the planet'*

Agriculture is what we do and enjoy and the reason IFMA members are so interested in these 'Hands On' farm reports. From the local and global issues you face and the way you respond, to the way you develop your people who then make up the teams that fine tune your enterprises and position them in their marketplaces.

Whilst it is always pleasing to report and read about new emerging opportunities being grasped with both hands, it is much harder to report and read about things that haven't gone quite so well. IFMA has been there for me on the 'highs and lows' of my agricultural career. It is a wonderful network of people that fully understand the agricultural roller coaster ride. They genuinely want to help and provide support for those who need a shoulder to lean on, just for a while whilst a better perspective comes into view.

On a social front, amongst our contributors, we only have one wedding to report from the UK that I am aware of. On behalf of IFMA, we pass on our warm congratulations and future happiness.

I thank all the contributors for their time in producing these farming insights. Whether it's an up, or a down, they allow the reader to learn a little bit more about agriculture and somewhere down the line, that extra bit of knowledge quietly becomes a small piece of fine tuning in a farm business plan.

Finally, wearing my consumer hat, I remain thankful to you all, for my next meal.

Trevor Atkinson – IFMA President

International Farm Management Association (IFMA)

IFMA is a society for people who are involved directly or indirectly in the agricultural process and who have an interest in the agriculture of parts of the world other than their own, exchange of knowledge and best practice.

This includes the whole spectrum of individual and corporate producers, farmers, managers, advisors, researchers, teachers, policymakers, suppliers, farming and marketing organizations and agribusiness companies associated with agriculture, horticulture and rural enterprise.

IFMA has members in over 50 countries is organised and co-ordinated by a Council, with members drawn from around the world.

The objective of the Association is to further the knowledge and understanding of farming and farm business management and to exchange ideas and information about farm management theory and practice throughout the world.

- **IFMA International Congresses:**

These are organised every other year in countries around the world. They are organised locally, usually last for 6 days, which together with additional pre- and post-congress tours, provide not only an occasion to discuss farm management and agriculture in a global context, but also to learn a great deal about the host country's farming structure and its people. They are a totally unique experience.

The 2022 IFMA Congress which is the 23rd International Farm Management Conference will be hosted by the University of Copenhagen.

- **19th to the 25th June 2022 - Pre tour** http://ifma23.org/download/pretour_web.pdf

The pre congress tour covers Norway and Sweden starting in and arriving in Copenhagen ready for the Congress on the 26th of June 2021 which is midsummer day.

- **25th to the 26th June 2022 – Next Gen Program**

This is a special programme which is being developed by the congress organisers for the next generation of farm managers and professionals and builds on the very successful one that took place in Tasmania in 2019.

- **26th June to the 1st July 2022 – Congress** <http://ifma23.org/index.html>

This will be the 23rd IFMA Congress whilst it follows a well proven format allowing delegates and speakers to exchange best practice its also allows the organisers to bring a flavour of the host country Agriculture management style and culture.

- **1st to the 9th July 2022 – Post Congress Tour** http://ifma23.org/files/20200409_Post-Congress_hjemmeside_compress.pdf

The post congress will allow the participants to gain a full understanding of modern farming practices in Denmark whilst taking in the culture and history of the country.

Argentina (Santa Fe)



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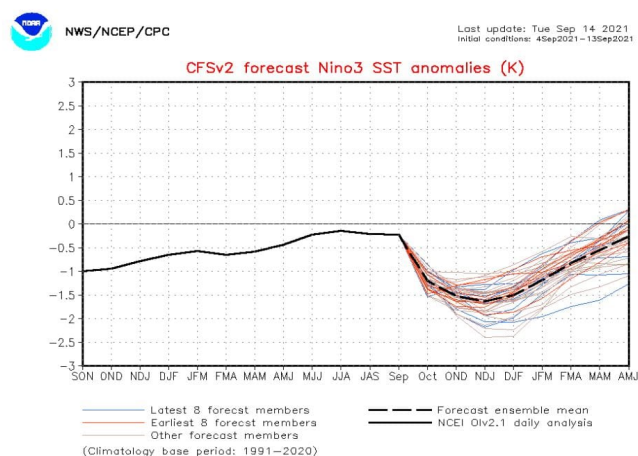


Farm Overview

Climate	Farm Area	Arable	Livestock	Soils
Rainfall 2021 570 mm	Grassland 520ha Arable: 3,270 ha	Wheat-Barley Soya- Corn Sorghum	800 head of cattle. Raising and rearing. All Aberdeen Angus	Class 1 ,2 and 3: 80%, Agriculture apitude, and then class 4, 5, 6 and 7, cattle raising and rearing apitude.

Seasonal Challenges

This winter was very dry. But the worst thing is that we come from the last year with poor rain. So, there's no enough moisture in the soil. Wheat and barley are well for now, no symptoms of drought, but this is because temperatures haven't risen yet.

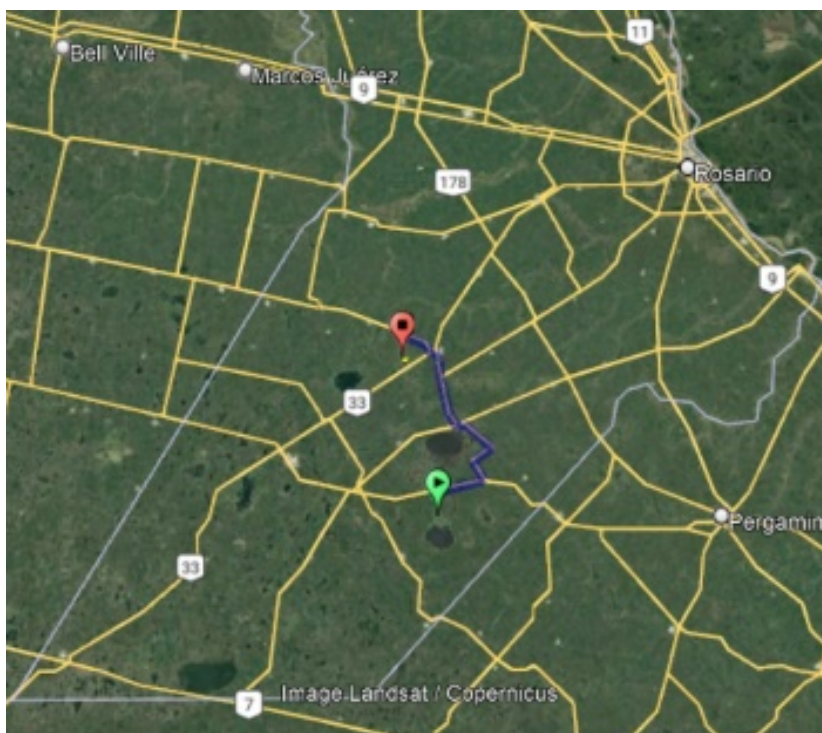


This year is predicted to be NIÑA. To the right is a chart that shows an average of different forecasts for the Pacific temperature. It is seen that the temperature is below $-0,5$ degrees Celsius. When this happens, what is expected is that the summer is dry.

For this reason, we have lowered the expected yields of wheat and Barley in our budgets, and we have also adjusted the Nitrogen fertilization to what we think the yields will be.

We are currently in the middle of the summer crop season. In one of the fields, where it has started to rain rather than normally in September, we have already finished all the fumigation work prior to planting corn, and we have also finished planting corn as well.

Despite this, the farm which is located 75 km to the south, looks like it's in the center of drought. Because it hasn't rained almost anything since autumn. Thus, we haven't sown anything but corn seed under irrigation.



Right here in September we have finished a work of burying the irrigation pipes under the ground. So, this will simplify the work of our operators.

To plant soybeans, the plan is to expect rain for at least 50-80 mm in the two fields.

For the cattle, by October 15 we will have finished all the artificial insemination work in all the rodeos.

As for the calving, that lasted from June to September, it was very good without major problems of delivery. We still do not know the calving percentage, but in principle it is good.

The alfalfa sown this year in April, began to be eaten now. But since there was a lack of water throughout this period, the achievement was not so good. The pastures still look good, but obviously it should rain.

Building chopped corn reservoir this autumn was a great decision, because if it doesn't rain, this will help us pass through the drought with more options.

The good news is that we bought a field in the province of Formosa. Which is located in the north of Argentina on the border with Paraguay. We are 3 partners. Our challenge is to reach a final number of hectares that we are going to do in stages. It is a field of mount. No development. The plan is to start investing to develop it, in a period that can go from 5 to 10 years, until you have a livestock project with excellent skills.



What's on My Plate

- Preparing to plant Soybean and Sorghum
- Planning harvest logistic (Wheat and Barley)
- Although the prices of the inputs have risen, we are buying some, before a possible devaluation, after the elections in November.
- Having said all this, the situation in Argentina is critical, economically, socially and in every sense, it is so delicate, so we are a little quiet and waiting for everything to calm down after the elections (or so we hope). Anyway, we are always searching for opportunities. Because as they always say, "a time for crisis is a time of opportunities". So, we have great challenges ahead.

Looking Ahead

- We have the challenge of renting more fields near our own fields.
- We plan an annual training program for the teams on a wide variety of topics, from the technical and specific of the activity, to motivational and personal inspiration topics.
- Continue with the plan to grow in Formosa

Key Activities Over Next 6 Months

People	Operational	Strategic
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- Training program
- Harvest logistic
- Planting summer crops
- Grow in Formosa
- Buy Inputs before the elections
- Special attention, to be ready for the opportunities.

Tasmania (Meander Valley)



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils
Average rainfall: 1,100mm Temp: min 4 deg C max 24 deg C	Total area: 820 ha Arable: 633 ha Forestry: 187ha	25 ha of Spring oats 20 ha of Nui rye grass 30 ha of Industrial Hemp	Sheep: 2,485 ewes Dairy: 340 milkers Cattle: 70 Dairy x Beef	Irrigation: There are 2 pivots on the dairy land and 3 on the homeland.

Seasonal Challenges

Winter has been quite wet but normal, and showing good signs for a plentiful Spring

Land prices are still rising here. A farm just north of Deloraine with good red soils and with water sold for \$35k per ha, a rise of 10k in 2 years. I believe it was bought by a doctor from Sydney.

This will have been a good season for us.



What's on My Plate

Dairy

We seem to be busier than ever. Mainly due to the desire to push productivity to the limit. We are busy engaging consultants, builders, supplies to build a 70 unit rotary dairy, with the view of milking 800 cows next year and 1000 cows in the future.



This will include another 2 pivot irrigators, an underpass under a road for the cows to pass through. It will be sited on the Western side of the existing 110 Ha dairy area and expand to the eastern side. An engineer is doing all the floor plans for the site including effluent disposal. The initial sub soil tests show there is a gravel layer, 2 metres down and this would not be acceptable for effluent ponds As a consequence we will have to build an above ground tank to hold 5 ml The property has a network of running streams partly man made

150 years ago to provide stock water and irrigation. The pivot irrigators cross these may times. The initial plan was to put effluent through the pivots. However, regulations will not allow effluent to be discharged over the streams or near them. Some will be spread by tanker and some through hard hose travelling irrigators.

The milking shed / parlour will be a GEA inflow with cow scout collars to enable the computer to decide if the cow is healthy. How often she eats, when she is on heat, and how well she is producing. The cows will be weighed as they go out of the dairy to measure any body weight changes.

Sheep

The sheep which have been our bread and butter for 150 years will be sold except for 100 or so. These will be needed for keeping the area around the house short and clean. They will also be very beneficial for cleaning up the calf paddocks once the calves have been weaned and moved to bigger paddocks.



Crops

Planting of 13 ha maize and 25 Ha of pea, vetch and oat mix for silage, and 20 ha of oats for hay will start at the beginning of November. 10 Ha is to be leased to a neighbour to grow potatoes.

Looking Ahead

The rapid influx of new information, new plant varieties, and technologies, plus making nutritious silage continues to keep me on my toes. The addition of a bigger 2nd hand frontend loader tractor and a new feed out wagon with digital scales has provided a faster turn around and more accurate feeding.

The Dairy Processors have relatively new infrastructure in Tasmania which they need to keep it running at capacity. This as well as having a more consistent climate is good for us. The new wave of imitation milk and meat is of concern, hopefully 'natural' will prevail over manufactured, full of additives

Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none">The paper trail is endless for building a new structure and it's mostly being done by the suppliers and consultant. Thank goodness	<ul style="list-style-type: none">We still have 2050 ewes. Lamb marking next weekThe dairy has nearly finished calving 330 cows.	<ul style="list-style-type: none">Dairy - Project managementAll the calves will be kept this year either as dairy replacements or for beef

Brazil (Matto Grosso du Sul)



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils	Other
Rainfall: 1,300- 1,400mm	Total: 1,720ha Pasture: 485 ha Arable: 810 ha	Soybean Corn Sorghum	Calves Production Finishing Cattle Total herd: 800 animals	About 35% of ARGIL medium Fertility	Lease contract for Soy
Temperature Range: 14-35°C	Permanent Preservation Area: 425 ha (24.7%)				

Seasonal Challenges

We had a challenger dry season this year. It has rained 200mm less than last year and the shortfall rain affected our plans. More than 2 months with no rain and a bad condition of pasture for cattle. It was a tough winter and we also had frost for three times in the entire area. I've never seen something like that. Despite all the challenges we have used the winter pasture as a strategy and brought us some relief.



The rain season began very well with so much rain so far. This situation is very positive for breeding season and to start planting. According to some specialists we will have a great season this crop due to the climate. We hope so.

What's on My Plate

- Budget plan for next cattle crop (profits and expenses)
- Preparing for breeding season (it's already started)
- Water mechanical system budget
- Cleaning up areas of pasture
- Pasture fertilizing budget

Looking Ahead

We need to build a water supply project in order to avoid some problems we had this year because of the shortfall rain. Some areas weren't able to use for cattle and now we must provide water in most of the farm. Besides it is necessary to fertilize some pasture and crop it in smaller areas to increase our cattle production.



Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> • Staff reviews and training 	<ul style="list-style-type: none"> • Calves attention • Pasture fertilizing • Pasture management • Water supply project 	<ul style="list-style-type: none"> • Expansion plans for soy • Lease areas for cattle

Brazil (Mato Grosso do Sul)



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils	Other
Maracaju: 20-30°C and 1,600mm rainfall	Grassland: 6,400 ha	2 crops per year: Corn: 7,800 ha	Total head: 7,500	Maracaju: high fertility soil	Premium beef (sold to meat boutiques)
Pantanal: 22-32°C and 1,200mm rainfall	Arable: 10,600 ha 2 crops per year soybean, corn, oats	Soybean: 10,100 ha	Nelore Breeding bulls	Pantanal: poor soils	
	Permanent Preservation Area: 3,200 ha	Oat: 450ha	Commercial beef herd		
		1 crop per year: Sugar cane: 450 ha			

Seasonal Challenges

2021 is being a challenging year. Our corn harvest was much below expected, less than 50% than what we had planned to harvest due to the 7 frosts in the period. On the other hand, our sugar cane had an increase in value as well as cattle price.

Besides the frosts, we suffered with the lack of rains, which led to low pasture availability. In that situation, we had to reopen our feedlot, even with high corn prices.

In Pantanal region, we were affected by the fire. Some neighbors have lost their whole farms. At our area, it was possible to control it at a small pasture. Although, many fences were destroyed, and we are now working on rebuilding it.

As October began, we started planting soybean. We have been facing few days with a lot of rain and planting isn't going as fast as planned.

Covid 19 cases come and go now, with much less strength. Although, we still must alert our team the risks of saring "terere"*. Teenagers have already been vaccinated and 3rd doses is around age 60.

**Terere* is a herbal tea, drunk cold, almost daily. It is part of Mato Grosso do Sul and Paraguay culture.

What's on My Plate

- Financial Director at a Quality Meat Association (Confraria da Carcaça Nelore)
- Installing a new managing system for the cattle
- Describing operational procedures
- Conducting cattle tracking through SISBOV (government traceability system) – on hold
- Developing a program with the next generation of employees for mindset development
- Planning a new variable remuneration program for staff
- Semi-feedlot technology with cattle individual data that will allow for screening potentially profitable animals for finishing in feedlots
- Federal University Partnership
- Carbon credits studies
- Studying sustainability Certification

Looking Ahead

Potentialize our reach through social media.

Great perspectives with new Agriculture and Pantanal managers. The picture to the left shows our pre-planting meeting, when we could talk to our Agriculture team about who we are, what are our values and pray for a great season.





Something we are challenging with, is Pantanal school. Since pandemic started, our kids where without school. On April, 2021, our partnership with a private school in São Paulo state owned by Jacto started and kids are loving it. Although, as we face schools going back to “normal”, the State is forcing us to end up the partnership, what would make the kids go back to very low-quality schools.

Since we celebrate child day in October, this year we decided to celebrate it with

our employees 'kids. We planned a whole day with activities where their parents could show a little bit of their job at the farm and the possibilities we offer. We believe it's an important step building our future team as well as citizens who value the food sector.

Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> • Training and leadership development • Finish job description • Implement variable payment plan 	<ul style="list-style-type: none"> • Soybean planting and harvesting • Improve crop planning • Reduce the breeding season extension 	<ul style="list-style-type: none"> • Improve the planning and the company professional structure

Canada (Prince Edward Island)



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils
Average rainfall 885mm	1600 acres (647 hectares)	Potatoes Sudan Sorghum	None	Sandy - Clay Loam
Average snowfall 285cm		Alfalfa		
Temperature range: 30°C to -25°C				

Seasonal Challenges

Our family has been on this piece of land since the early 1800's. I'm the sixth generation to farm. I am married to my beautiful wife Karissa, and we have 4 children: Cameron, Madeline, Cody, and Kylee!

It has been a busy summer and fall here on the farm. Keeping on track with our pest management program and managing the fertility of this year's potato crop took most of our time. I had mentioned in my last report back in the spring that the lack of frost in the ground would have issues



from a pest management point of view. Well, it was true. There was a lot of weed pressure as well as insect pressure with the Colorado potato beetle. We were able to maintain a healthy threshold for these pests, but it was something we had to watch carefully.



As for rainfall this summer and fall we received about 450 mm between June and October. This year we had just under 400 acres (162 Hectares) of potatoes and had 800 acres (324 Hectares) of rotational crops to manage. The alfalfa and sudan sorghum grew quite well which required us to mulch them three to four times depending on the field. As for our potato crop, we were very fortunate to have the growing conditions

we did this season. Harvest was just completed on October 12th, and we were one of the first in our area.

The beginning of our harvest was slow, as the temperatures were in the high 20°Celsius range, which is too warm for storing potatoes, so we changed our schedules to harvest early mornings and mostly finish up before lunch when it was starting to warm up. We had a great crew who were willing and able to get the job done!



Trying not to overwhelm things in the shop, we didn't take on any big projects this summer. Sticking to basic maintenance and harvest preparations to try and make harvest a breeze! To get our crop into storage we have a dirt eliminator and a few belts to get them in one of our 6 storage bins. There are 4 bins that hold around 2 million pounds (900 metric tons) and the remaining

two hold around 3 million pounds (1360 metric tons). After harvest was complete, we took a day to relax and then we jumped right into shipping out the crop. We have a fall contract for 1 million pounds (500 tons) that we should finish shipping in a couple of days. During harvest we had our annual Canada GAP Food Safety audit, and there are some new rules and regulations that we need to be prepared for in our next audit.

The shop will be busy prepping the fall tillage equipment to go out and start land preparations for the 2022 crop. Also doing some repairs and modifications to the harvest equipment before it gets put into storage. From a crop management point of view, we have already started to talk about projects and trials we would like to explore in the next growing season. We have some fields that we have an opportunity to



work on in terms of water and drainage, working with our local department of agriculture which will help us to better manage certain areas more productively.

Our trucking division has been busy with many infrastructure projects on the go locally; there is a high demand for aggregates. Moving agricultural products such as wheat and soybeans and coming back with the gravel. We have also been moving a significant number of new trailers for Trout River Industries around the Maritimes.

From a management point of view, we have a “wish list” of investments we would like to explore. Some of our harvest equipment could use some upgrades or possibly replacement. COVID 19 is still having an impact on the availability of some products here in our region. So that will have to be a consideration in any decisions we make from a management point of view.





What's on My Plate

- Preparing fertility program for 2022 crop
- Equipment maintenance and repairs for spring (Planter, Tractors, Tillage Equipment, etc.)
- Maintain winter potato storages (temperatures, humidity etc.)
- Wash, grade, and ship out the 2021 potato crop
- Set out our plot trials for new products/technology we are interested in
- Weekly management meetings and forward planning
- Fertilizer and small seed pricing
- Nutrient management plans for 4R (right source, right rate, right time, right place)
- Environmental Sustainability Audit (Annual)

Looking Ahead

Many would believe that once the crop goes into the storage all the hard work is done, but there is still much to be done - reflecting on the growing season challenges and going over what worked and what didn't to better prepare for the 2022 crop. We have many trials that need to be inspected and analyzed to decide if there are any practices that can go from a small trial to larger trials or be applied over the whole farm. As I mentioned above, COVID is still something that is causing a disturbance in agricultural inputs, and other aspects of our farm, so we are planning ahead to ensure that we have our inputs in place for the spring as well as any supplies ordered for any projects we plan on completing over the winter.

Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> ● Continue to meet with our team to ensure a prosperous season. ● Train new staff ● Staff party! 	<ul style="list-style-type: none"> ● Prepare equipment for storage equipment maintenance ● Maintain potato storages 	<ul style="list-style-type: none"> ● Review farm financials ● Create 2022 Business Plan (Equipment/Land etc.) ● Set 5-year goals

Canada (Alberta)



Hannah Konschuh

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Southern Alberta,

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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils	Other
Semi-arid; Average precipitation: 300mm Temperature range: 32°C to -33°C	5200 acres (2100 hectares)	Canola Wheat Barley Yellow Peas Lentils	Laying Hens	Brown and Dark Brown Chernozems	Boutique Cut Flowers

Seasonal Challenges

The 2021 growing season turned out to be a challenging one due to severe heat and drought in our part of the world in Southern Alberta, Canada. Much of the Prairies in Canada experienced above normal temperatures and lack of rainfall in the very early growing season (June). Typically, we have hot and dry conditions in July but due to the moisture deficit we had going into the 2021 growing season, coupled with the lack of snowpack and below normal rainfall, the crops were not able to withstand the extreme conditions that came on so early. Some areas were hit harder than others, but generally across the board for Western Canadian farmers, yields will have been reduced.

Canada also experienced a challenging forest fire season due to the conditions mentioned above. The smoke settled in, in our area and didn't lift for quite some time. Tragically, an entire town (Lytton, British Columbia) was lost due to fire during the peak of the season. A challenging summer for many.



What's on My Plate

It was very strange to be straight cutting canola that had mature pods on the top of the plant but that was also still flowering on the bottom third of the plant.

A nice rainfall came in September, but we will need a lot more rain and hopefully snow to set us up for success for next year. This week, I was out soil sampling, and the profile is as dry as can be down to 18-24 inches.

Looking Ahead

Looking ahead, another challenge we are facing is supply of inputs and associated costs of those inputs. We are being told to source and take our crop inputs for next year as supply is already rumoured to be affected for certain products. The price of fertilizer has also skyrocketed, as well as the price of fuel. Suppliers are often not willing to stand behind a fertilizer quote because the market is so volatile. We are also observing very high commodity prices for the crops we grow; wonderful if you have the crop to take advantage of those.

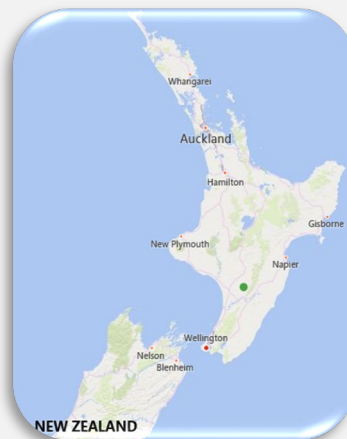
Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> • Taking a break to recharge before next year's growing season. • Wishing you all well wherever this report finds you. 	<ul style="list-style-type: none"> • Look at herbicide carryover due to dry conditions • Equipment maintenance 	<ul style="list-style-type: none"> • P Planning for next year • Being cognizant of cashflow • Input product availability and prices

New Zealand (North Island)



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New Zealand



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils	Other
Rainfall 1200- 1500mm annually Altitude 90-820m asl	1802 effective pastoral hectares 65 hectares of forestry 497 hectares of bush	Forage crops, 120 hectares spring sown, all fed in situ; re-grassing in Autumn and Spring	Sheep, Beef, and Deer breeding and finishing. Dairy, 2 split calving herds, one once-a- day milking	Free draining river flats, heavy clay, stoney soils, brown soils steep land soils and more.	Quality assurance schemes – milk lamb, beef, wool, venison, environmental

Seasonal Challenges

- We have followed the trend of last winter with good growth and dry conditions carrying through into early July. Since then, we have had a good cold snap as well as an almost 200mm of rain in September. This has not been ideal as our main ewe flock started lambing on the 10th of September.
- We flew Nitrogen onto 400 hectares of the hill in early August to try and alleviate the feed shortage we were experiencing due to the cold weather as well as a large infestation of Porina. Porina is a native soil dwelling insect that consumes pasture in large quantities when in large numbers, it was especially bad this year throughout the region.

- Feed supply has improved in October however we are still on the tighter side of supply. Our main ewe flock scanned at 180% which is a record for us, so the more feed we can grow now the better.
- The farm gate prices for prime beef is \$6.40/kg CW* and for lamb it is \$9.50/kg CW*. This time of year, historically, is when the schedule is levelling off after an early spring rise. However, beef is above its 5-year average by about 85-90 cents/kg CW and lamb is well up by 200 cents/kg CW. Our farm gate venison price is still low at (\$6.70/kg CW*), this is around 270-280 cents/kg CW down on the 5-year average. The forecast milk price is \$7.25 to \$8.75 per kg/MS. Apart from venison the current prices are nice and high. (**Prices as of the 11th of October 2021. Taken from the Farmers Weekly and Fonterra website.*)
- The low feed supply for the second half of winter has meant that we have almost used all of our conserved feed. Utilisation has been quite good so there has been less wastage but covers are low so some pastures have been opened up a bit.
- So far this winter we have planted 200 poplar and willow poles on the hill country to combat soil erosion. More than 1000 native plants on the sheep beef and deer unit on fenced off streams and waterways. As well as almost 6000 plants on the dairy farms as riparian planting around streams.



What's on My Plate

- The spring calving on the dairy farms is almost completed with only around a dozen cows to calve. Most calves from the spring calving herd have been reared. These calves are reared both on the dairy farms as well as the sheep, beef, and deer unit.
- The beef cows have almost finished calving, and the hinds are still about a month away.
- With the peak of lambing now done we will be getting into docking next week. This will be the first sign of how successful lambing has been. With a record scanning of 180% we are optimistic.
- Ongoing compliance and stock management needs to be maintained during the spring when new animals are entering or being born on the properties.
- Things are ramping up for our local catchment care group. We are organising a strategy session to make a formal plan for the future of our catchment. This is done in conjunction with the larger catchment of which we are a sub catchment. This information will be used to

apply for government funding to aid in the future protection and improvement of our river catchments ecosystem.

Looking Ahead

- Further work needs to be done to try and calculate the potential of carbon neutrality across our properties. This will be done in conjunction with central government requirements for all farmers in New Zealand to know their GHG emissions profile by the end of 2022.
- As well as looking into the GHG component of the property. Winter grazing consents are now required for forage cropping on land over 10 degrees slope. This will be a part of a whole farm environmental plan which is in development.
- We are looking into a newly developed farm quality assurance program which will hopefully overrule the others. This will hopefully be a one size fits all approach and decrease the amount of office hours maintaining current quality assurance schemes.
- We are implementing new technologies for management of stock water and will continue to see what other tech is out there to ensure our system runs smoothly.



Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> • Multiple students are doing their practical work component of their studies on the sheep, beef and deer unit over the summer. • Ensure staff are encouraged to be vaccinated against Covid-19 and ensure their safety through these times. 	<ul style="list-style-type: none"> • Balancing the feed supply with the multitude of priority animals through the spring and summer. • Monitor lamb prices and demand to ensure we are strategically selling to our benefit. 	<ul style="list-style-type: none"> • Accumulating the environmental metrics mentioned above. • The AGM for the original partnership is in December.

New Zealand (South Island)



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils
Balfour (Southland)– 250masl,	Balfour – 490ha total, 460 ha effective	Balfour - 75ha winter forage crops	Balfour – 1300 stud breeding hinds, 500 R2 and R3 stud stags,	Balfour - Heavy clay soils, underlying rotten rock which can be exposed on hills where shallower soil.
Temperate climate, 1200mm annual rainfall	Balfour contour – flat and rolling hill country. Some steeper parts but can get tractor over 95%	15ha summer/autumn forage crops	1200 MS R1 deer, 65 Angus Breeding cows and calves, 28 R1 heifer replacements	South Canterbury – 150ha alluvial river flats, (mostly irrigated),
Wet winters and often at a moisture deficit for a month somewhere in Jan, Feb, Mar.	South Canterbury, Total 800ha, 650 ha effective grazing, 130ha of forestry	South Canterbury – 85ha winter forage crop,	South Canterbury – 1450 breeding hinds wintered; 2300 breeding hinds mated with surplus sold as breeding stock.	Rest heavy clay from flat to steep hill.
South Canterbury – 200-300masl,	South Canterbury contour – 180 ha of flat land which is irrigated, rest rolling to steep hill country. Can get a	25ha summer/autumn forage crop	3500 MS R1 deer wintered, 70 Sire stags, 200 Angus Breeding cows and calves, 190 R1 cattle inc	
800mm annual rainfall, generally considered summer dry for 2-3 months				

tractor over 90% in
some capacity.

replacement
heifers, 50 ewes

Seasonal Challenges

We have taken on a new lease block 20 minutes from our existing farm in Canterbury. This block is 1500ha total of which 150ha is cultivatable and the rest being hill/high country ranging from 400masl to 1100masl. We found the property and thought it a good fit with existing property to better balance our own supply of stock meaning our expensive and productive country could focus on finishing and the new hill block could use its strengths as breeding property. We managed to source some investors to buy the property on the agreement that we would manage the development for them into deer farming on a long-term lease.

Getting our head around the new property has been a nice challenge and distraction from lockdowns etc with the full-on development starting in November after a lot of planning in the last few months.

The result of this has meant Samantha and I have shifted to the new property to accommodate new staff that we have employed to work over both businesses.

Coincidentally just after we took over the new lease block our operations manager resigned after 8 years in the business leading us to employ a new Operations Manager for the Canterbury part of the business. This was a big and exciting role that we had very good quality and quantity of applications for and have successfully employed a great couple. As usual there has been a big gap between the old one finishing and new one starting which has meant I have had to jump back into the day-to-day organisation although I've been able to mostly stay out of the hands-on work.

In South Canterbury we have had a challenging winter. It has been wet and cold with little grass growth. The animals consequently didn't do as well as they should've given how we were feeding them. Due to the challenging winter with more wastage, the winter feed ran out early meaning we had to go on to grass early. The spring has followed winters suit and been cold and wet. Due to this we have had to feed a lot more supplement in the form of wheat and peas in order to achieve our target growth rates.

Even though we have spent more the deer are on track for killing, which is finally creating a feed surplus. We will have 90% of our killing deer gone by the 10th of November. This has meant the focus has turned to getting paddocks sprayed and next years winter crop in the ground. It also means we can focus on lambs from the new lease block once the deer are dead. With the buoyancy in the lamb market this should help balance our profitability.

In Balfour – Southland, the season has been much like Canterbury in terms of weather. A tough dry autumn compounded to a cold wet winter where we had to buy and feed more bought in supplement. Again, this has flowed through to a slow spring.

We have had a few personnel changes in southland also however the senior management has been the same making the transition easy.



What's on My Plate

- Day to day oversight and organisation of the Canterbury farm in the absence of the new Operations Manager. Getting him up to speed when starts at the end of October.
- Employing new staff in conjunction with operations managers
- Putting the new seasons plans into action. Rolling with the weather and monitoring stocking options to earn extra \$
- Pricing development options and implementing for shareholders of the new lease property.
- Updating budgets for this season for the bank with new lease block and more certain pricing etc now.
- Putting a catalogue together for sale stags.
- Thinking about next year's breeding programme and strategy going forward.
- Implementing new communication strategy for the stud operation.
- Begin to talk to clients re this season's requirements for sires.
- Continuing to evaluate and tweak our farming system to become more resilient and profitable.

Looking Ahead

Working on creating a more resilient system, where we can lower costs as necessary to be able to survive the poorer years and take advantage in the better years. Also looking to reallocate our personal and financial capital for its best use.

Making sure the new system with lease farm fits this and we have the right people involved to implement it.

Constantly improving and changing the way that the farm system works to squeeze more out of it with less cost and effort. Also, to adapt to the climatic challenges and ever-changing environmental expectations and regulations.

Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none"> • Getting new staff on board with new challenges and changes 	<ul style="list-style-type: none"> • Implementing the kill programme so we can 	<ul style="list-style-type: none"> • Balance of stock numbers and classes between species and

<p>with the new lease property</p> <ul style="list-style-type: none">• Recruiting the appropriate staff to fit the team culture and skill base going forward with the new lease property• Ongoing reviews and training.• On-going rotation and recruitment of new staff	<p>best take advantage of all the stock classes.</p> <ul style="list-style-type: none">• Integrating the new farm into the farming system• Killing of yearling deer in September/October• Implementing Stag sales in a depressed market.• Assessing individual animals for sale.• Getting new pasture in on time.• Setting up next year's winter feed for good yields by getting in on time• Getting supplement made for next winter	<p>the changes of this with new property</p> <ul style="list-style-type: none">• Implementing sales strategy for this season• System analysis to be profitable• Obtaining consent to farm to secure future flexibility on both properties• Further cementing relationships for inputs and products• Growing business while venison market subdued• Targeting key staff to get on board and bring into the ownership of business, so everyone is working towards a common cause.
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United Kingdom (Northumberland)



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 UK.



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Farm Overview

Climate	Farm Area	Arable	Livestock	Soils	Other
Rainfall 600mm – 700mm	Grassland: 500ha	Wheat	Dairy Herd	Ex open cast	Farm Shop
Temperature range 2 -20 deg.C	Arable: 1,800ha	Oilseed Rape	Suckler Cows	Poorly structured soils	Open Cast
	Woodland: 100ha	Barley	Beef		Coal
		Field Beans	Turkeys		White Park Cattle
		Small Scale Veg	Laying hens		Commercial grain store

Seasonal Challenges

The busy harvest and drilling period is over for us here and for once it seems to have gone relatively smoothly this year. This was the first harvest of the new strip till drilling system, as they say the “proof is in the pudding” and I was watching the telematics on the combine like a hawk to see whether the gamble had paid off and the crop yields had stayed average or even better, improved.

We run two main farms here, one has had cover crops, organic matter etc for many years whilst the other has been more of a traditional British crop rotation where not a huge amount of goodness has been put back into the soils. The farm which has received organic matter and been cover cropped the yields were above average for winter wheat at 9-9.5t/ha. This was really pleasing especially after such a wet winter where many areas were under water. The other farm’s wheat yields were about average at 8t/ha. I think as the new system develops and we introduce more organic matter and begin to develop better soil health these yields should really improve.



Figure 1 Stockpile of wet Wheat awaiting grain drying and undercover storage

Oilseed rape yields were generally good across the farms ranging from 3-4t/ha. Prices are also strong this year hitting a peak of around £540/t.

We began drilling wheat very early this year. The past two years the rain has come in mid-September and not stopped resulting in us only getting around half the drilling finished. This year I wasn't taking any chances. Drilling conditions were favourable this year and we drilled the farms in good time. The early drilled wheat will present extra agronomic issues, but I would rather the crop in the ground and

spend a little more on crop management than have the seed still in the shed as we have done the past couple of years. The winter oilseed rape looks fantastic, too big if anything heading into the winter, but the frosts and pigeon grazing will soon pull it back.

We had three new staff members start since the last report. Staff is always one of the biggest challenges, but we are building a good team which I can rely on. The new team members are settling in well and doing a good job. There is always an element of the old and new members trying to assert themselves in the pecking order which can lead to some tension that can be very frustrating to manage.



Figure 2 Wheat harvesting & swathed straw for baling

The turkeys arrived on farm at the end of August. We have 600 again this year. Turkey rearing isn't generally too difficult but there is quite a lot of pressure getting turkeys to the desired size in time and the constant worry if there is an issue with disease that there could be a lot of disappointed customers. We will begin killing on the 13th December and let the birds hang for 5 days before gutting and packaging them for sale at the farm shop.

Fertiliser prices are the hot topic here at the moment. Urea has gone from £280/t last year to nearly £600/t. Luckily, we bought our N earlier in the year when prices were lower, but we still have grassland fertiliser to buy. Ultimately, we cannot afford to pay the high prices now so we will have to be more efficient with our N use and be smarter using our organic matter on the farm such as slurry and manures. The legume herb rich leys (pictured opposite) we are growing without the use of artificial fertiliser have grown really well. When fertiliser prices are so high, we will really see the financial benefits of such crops.



Figure 3 Legume and herb rich leys

Beef prices have been strong over the past months, currently it is sitting at £4.11/kg dead weight. All of our fat Belted Galloways have been sold to the farm shop. The dairy steers are also making good money at around £1,200 - £1,400 each fat. We have started selling our Galloway beef through beef boxes. Each box contains a mix of cuts and steaks and costs between £100-130. From one beast we can get roughly 20 boxes. They have sold well but we are running out of people we know to buy them. The next step is to begin to advertise to the wider public to gain more sales.

The constant battle with investment at the dairy continues. We have upgraded the silage clamps and invested in a calf ventilation system, but we still have the silage clamp floors to re-surface and a slurry lagoon cover to instal. The Environment Agency are controversially banning most applications of organic matter in the Autumn period which is when most is applied. This poses real issues with storage of manures and slurry meaning we could need 6 months storage capacity – currently we do not have 6 months capacity. Milk price is still around the 30pence per litre mark and cows are yielding around 8200L per lactation.

What's on My Plate

- Plan for spring fertiliser and pesticide applications.
- Winter projects to tidy up and make yards more secure
- Staff reviews to carry out before Christmas
- Turkey processing for Christmas.

Looking Ahead

- Need to look at rising input costs over the next year and see how we can use more efficiently.
- How can we add value to milk and beef products?

- Look at crop varieties that are best suited to our strip till drilling system that can be planted early and harvested early.
- Carry out a carbon audit on the farm and possibly look at selling our beef as “low carbon” or “carbon neutral.”

Key Activities Over Next 6 Months

People	Operational	Strategic
<ul style="list-style-type: none">• Staff reviews to be carried out• Put staff on training courses over the winter.	<ul style="list-style-type: none">• Service equipment over the winter• Spring work program to plan	<ul style="list-style-type: none">• Beef marketing strategy to be developed – beef boxes.• Implement stewardship scheme to reduce inorganic fertiliser.

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