



"Making the DIFFERENCE"
DEER INDUSTRY FOCUS FARMS PROJECT
SOUTH CANTERBURY/NORTH OTAGO



PUBLIC FIELD DAY
from 12.30pm WEDNESDAY 28TH MAY

WHITE ROCK STATION, RANGITATA GORGE – ROSS & SALLY STEVENS

4 Wheel Drives Please **BYO Lunch** (tea & coffee provided)

- 1.00pm** Welcome & Introductions
Nicky Hyslop Ross & Sally Stevens
- 1.20pm** **Property Tour**
Deer Policy & Performance
- Deer Farm Expansion
 o Block decision
 o Breeding hind numbers

- Weaner Growth Rates & Grain Feeding David Stevens, AgResearch

Hill Country Development & Nitrogen David Stevens, AgResearch

Cattle & Sheep Policy: Changes Ahead
- 3.00pm** **Woolshed Discussion:**

White Rock Station 3 Year Plan Nicky Hyslop & Ross & Sally Stevens

Industry Challenges Andy Macfarlane

A Deer Farmers Story:
- Lessons Learnt Mark Acland
- Deer Farming Looking Forward David Morgan & Hayden Roberts
- 4.30pm** Informal BBQ – meat kindly donated by **Alliance Group Ltd**
Refreshments provided by **The National Bank**

In the spirit of the OCCUPATION, HEALTH AND SAFETY ACT the Owners have taken all reasonable care in making your visit to the property as safe as possible, they clearly point out, you enter the property at your own risk.

The Owners will accept no responsibility for any incident or injury to any person or property that takes place while you are visiting the property.
Ross & Sally Stevens
Nicky Hyslop

White Rock Station

**1340ha total
1300ha effective**

1.0. PROPERTY DETAILS

- 1.1. Area:** White Rock: 1340ha Total 1300ha Effective
- 1.2. Labour:** Ross & Sally Stevens + Casual
- 1.3. Rainfall:** 726 mm 29 inches
- 1.4. History:** Land owned by Bob & Mary Sierra (Americans) since Nov 2002.
Ross & Sally partners in the Farming Business.
Farming Partnership leases land from Whiterock Land Ltd.
We managed the property for 3 years previously under different ownership.

1.5. Land Use, Subdivision & Access:

Deer Farm:

24 paddocks	185 ha
3 down blocks	51 ha
4 hill blocks	<u>320 ha</u>
	556 ha

Other:

10 paddocks	66 ha
4 downs blocks	70 ha
9 hill blocks	<u>650 ha</u>
	786 ha

TOTAL 1342 ha

Access: Laneway through deer farm
Grass/dirt tracks

1.6. Water:

Hill Private Scheme
Paddocks Water sourced from Mt Peel via community Scheme

1.7. Fertiliser:

Moist hill P 15, PH 5.6
Dry hill P 15-18, PH 5.9
Most paddocks: P 30-40, PH 5.8-5.9

1.5 T/ha of Lime applied pre-development
All brassica crops sown with 250kg/ha of DAP + Bo (not applied with seed)
All new grass paddocks sown down with 200kg/ha of Crop 20

Recent Annual fertiliser policy includes use of Ammonium Sulphate

1.8. Soil Tests:

Whiterock Farming Partnership								
Name	Test Date	pH	OlsenP	QT K	S Sulph	QT Mg	QT Ca	QT Na
Deer Shed	23/08/2007	5.7	43	19	14	24	7	5
Deer Shed	5/09/2006	5.9	43	16	44	23	6	4
Deer Shed	23/08/2005	6.2	45	11	12	22	9	4
No 1 Flats	23/08/2007	5.8	28	6	3	13	7	5
No 1 Flats	23/08/2005	5.9	32	4	3	12	6	5
Beehive	23/08/2007	5.5	46	9	5	22	6	5
Beehive	5/09/2006	5.4	49	9	11	19	5	4
Long Pdk	23/08/2007	6	38	7	6	18	11	7
Long padk	23/08/2005	6	55	8	5	16	8	6
Triangle	23/08/2007	5.9	25	13	16	55	12	8
Rock	23/08/2007	5.9	38	13	9	26	8	5
Hut	23/08/2007	5.9	20	12	7	25	7	5
House	23/08/2007	6	18	17	9	22	8	5
TV Block	5/09/2006	5.5	17	7	8	25	4	4
Top Paddock	5/09/2006	5.7	32	9	14	21	7	3
Table Top	5/09/2006	6	46	15	10	20	9	3
Small Tussock	5/09/2006	6	25	11	11	29	7	3
Sallys	5/09/2006	6	48	7	14	14	6	4
Peel Tussock	5/09/2006	5.8	27	7	13	23	7	4
Middle Pdk	5/09/2006	6.1	29	12	17	31	8	4
Matts	5/09/2006	5.6	36	11	22	20	5	5
Calf	5/09/2006	5.8	83	20	18	26	8	3
Bottom Terrace	5/09/2006	5.9	16	5	9	17	5	5
Andys	5/09/2006	5.9	26	10	6	35	7	3
Round hill	23/08/2005	6	34	8	10	25	8	6
Fawn Pdk	23/08/2005	6	43	8	9	12	7	6
Coal Hill	23/08/2005	5.7	43	11	13	18	7	5

2.0. STOCK NUMBERS & STOCK UNITS

	2005	2006	2007	2008
Hinds	734	761	762	1020
R2 Hinds	110	152	142	
R1 Hinds	188	360	342	400
Velveting Stags				
R2 Stags	23	3	39	29
R1 Stags	196	360	341	400
Herd Sires	24	27	33	32
DEER STOCK UNITS	2367	2972	2991	3374
	33%	42%	44%	48%
Ewes	2285	2032	2061	1350
Ewe Hoggets	584	728	598	
Ram/Wether Hoggets				
Rams	42	38	33	
SHEEP STOCK UNITS	2319	2062	2087	1350
	32%	29%	30%	19%
Breeding Cows	226	207	206	229
R2 Heifers	49	50	49	60
R1 Heifers	70	70	50	100
R2 Steers	5			
R1 Steers	119	34		20
Sire Bulls	9	10	6	6
CATTLE STOCK UNITS	2560	2045	1766.5	2280
	35%	29%	26%	33%
TOTAL STOCK UNITS	7246	7079	6845	7004
Stock Units Per Ha	5.6	5.4	5.3	5.4

2.2. SUMMARY OF KEY PRODUCTIVITY INDICES *

Total Estimated kgDM Consumed on White Rock	=	3015 kgDM / ha
Total Estimated kg produced on White Rock	=	79kg product / ha
Total kgDM Eaten per KG produced on White Rock	=	38kgDM / kg product
Sheep kgDM Eaten / kg	=	28kgDM / kg
Cattle kgDM Eaten / kg	=	53kgDM / kg
Deer kgDM Eaten / kg	=	43kgDM / kg
Total Income per KG produced	=	\$3.90 / kg product
Sheep Income / kg produced	=	\$3.05 / kg
Cattle Income / kg produced	=	\$3.04 / kg
Deer Income / kg produced	=	\$5.44 / kg
Farm Working Expenses per KG produced	=	\$2.13 / kg product

* Assessed using FarMAX

3.0. Deer Policy & Performance:

3.1. Deer Policy

a) Breeding Objectives & Performance

- ½ the hinds go to a terminal sire (Wapiti)
- ½ the hinds to a Red Stag
- An AI program last year using Eastern semen from Deer Improvement resulted in 40 weaners with 50% Eastern genetics. The 20 spiker stags will be put over R2 Red hinds this year to produce 25% Eastern progeny which will be monitored for performance.
- The initial comparison of growth rates of the Eastern weaner stags vs Red or Wapiti Stags looks positive. We need to be confident that the Eastern cross Hinds still maintain a moderate mature hind weight and type (body fat) suitable for hard hill country.
- Aim to maximise number of hinds to terminal sire.
- Increase fawning %
- Increase weaner weight at weaning
- Increase weaner autumn, winter, spring liveweight gains.

Focus Farm Objectives:

	Current	Progress 07/08	Target
Fawning %	85%	91% MA Hinds 73% First Fawners 88% Overall	90%
Survival to Sale			85%
Weaner kgLW 10 th March	56 kgLW	56 kgLW	70 kgLW
Hind Efficiency *			58.5%
Weaner LWG: Autumn Winter Spring	385gms/day MA - Stags 208gms/day R2 - Stags 276gms/day MA - AI Hinds 185gms/day MA - Hinds	185gms/day Stags 157gms/day Hinds	300 gms/day 100 gms/day 400 gms/day
Av Venison Carcass Weight	54kgCW	54.2kgCW	+10%

* Hind Liveweight at Weaning / Weaner Liveweight at Weaning

b) Venison Selling Policy

- All Venison sold through Alliance.
- Prime Venison finished at 54kgCW from Oct to January
- Aim to maximise value to venison sold (maximise weaner LWG's)

3.2. 2007/08 Yearling Deer Performance

	5-Mar-08	6-Apr-08	LWG (gms/day)	9-May-08	LWG (gms/day)	Comments
Wap X Stags	68.8	74.9	191	81.2	191	On rape in autumn + grain
Wap X Hinds	66.1	72.0	184	78.2	188	On rape in autumn + grain
Red Stags	52.2	58.4	194	64.1	173	On pasture + grain
Red Hinds	49.7	54.6	153	58.0	103	On pasture + grain

3.3. Venison Kill Statistics 2007/08

Breakdown of Venison Sales						
	Number	% of total kill to date	CW	Price	Growth Rates \$/kg	Comments
				Total		
Oct	98	24%	55.50	\$ 363	276 \$ 6.53	Actual
Nov	141	58%	53.26	\$ 347	238 \$ 6.51	Actual
Dec	30	66%	52.90	\$ 333	224 \$ 6.30	Actual
Jan	114	94%	54.50	\$ 338	214 \$ 6.19	Actual
Sub-Total	383		54.2	\$347	240 \$ 6.41	
Feb	26					<i>Forecast</i>
Total	409					

3.4. Animal Health

a) Annual Program

Weaners/R1 Deer:

- Receive 4gm copper bullet at weaning + Oxfen drench.
- Cydectin drench + 1st Yersinosis 28 days later.
- Cydectin drench + 2nd Yersinosis 28 days later.

3.5. Deer Farm Expansion

- Ross & Sally have been concerned over the reality of being overstocked with ewes in the last two years - they were considering selling 300 ewes regardless of change in stock ratios.
- If 300 ewes were dropped prior to the 2007/08 season, then effectively more hind stock units would be run than sheep stock units on the same country – i.e. swapping ewe nos for deer hind nos.
- The return on capital of deer fencing the blocks below and dropping ewe numbers and replacing with the same hind numbers is:

Costs to Proposed Deer Expansion:

Stock:	Ha	Hinds/ha*	Hinds
Fencehole	72	2.5	180
Bob, Mary's, Canyon	129ha x 70%	2.5	226
			406

Not fully stocked with hinds initially

Stock Capital	No	\$/hd	Total
Hinds Required	406	350	\$142,013
Less Ewes Sold	400	40	\$16,000
Net Stock Capital			\$126,013

Fencing:	m	\$/m	Total
Fencehole, Bob, Mary's & Canyon	9250	12.5	\$115,625

Total Capital **\$241,638**

Cost Benefit	SU	G Margin	Total
Increase in Deer Stock Units	730	\$80.4	\$58,701
Decrease in Sheep Stock Units	400	\$47.3	\$18,903
Total Increase in Income			\$39,798
			16%

Hd/Ha* *Assessed stocking rate by Ross & Sally based on planned utilisation of blocks & cross checked by historic annual grazing numbers on blocks*

4.0. Grain Feeding Deer

- The objective is to get as much out of grain feeding as possible, so what is the best stock class and the best time to add grain?

		Red Deer	Hybrid Deer
Winter	+ LWG (gms/day)	20	90
	+ Grain (gms/day)	100	100
	+ Cost \$/hd	\$4	\$4
	+ Gross Value \$/hd	\$8.2	\$36.8
	+ Net Gain \$/hd	\$4.2	\$32.8
Autumn/Spring	+ LWG (gms/day)	80	100
	+ Grain (gms/day)	200	200
	+ Cost \$/hd	\$5	\$5
	+ Gross Value \$/hd	\$19.6	\$24.5
	+ Net Gain \$/hd	\$14.8	\$19.7
	Combined Gain \$/hd	\$19.0	\$52.5
Assumptions:			
	Grain Price	\$400	
	Net Schedule Price	\$7.3	
	Dressing %	56%	
	Winter Days	100	
	Spring Days	60	
	Prices above exclude labour, machinery etc.		
	If grain feeding combined with feeding out may not be significant		

* Information provided by David Stevens, AgResearch, Invermay.

- Experimental work that we have done showed that we can expect a greater gain from larger animals and those with elk or wapiti genes.
- The potential to grow faster is similar in both winter and spring, being about 100 g/d more for 50% Elk x Red (and scaling down as we get less Elk).
- Hybrids are more responsive to increasing feeding in both winter and spring. This 100 g/d needs about 350 g/d extra feed to achieve.
- Work with Eastern deer found that they had similar gains to reds in the winter, and were intermediate between reds and hybrids in the spring.
- The other thing to consider is shelter. Good shelter in winter may be worth 50 to 100 gm/day growth rate as the animal doesn't need to use up extra energy keeping warm. This would be much more important than extra grain.

5.0. Cattle Policy and Performance:

5.1. Cattle Policy & Breeding Objectives

- Angus herd
- Progeny kept for Five Star Beef finishing.
- Grazed on hill and deer farm paddocks.
- Maximise calving %
- Maximise weaning LW

	Calving %	Weaning LW
Historic	90%	220kgLW
Progress 07/08	92%	~230kgLW
Target	95%	240kgLW

5.2. Cattle Performance and Update

- Cows have been grazing hill country over from calving to mid-summer.
- 2008 Scanning results from MA Cows & Heifers: 4% dry overall, 0% in R3Hfrs, 3% in R2Hfrs. Great result!

6.0. Sheep Policy and Performance:

6.1. Sheep Policy & Breeding Objectives

- Romney/Texel Crossbred flock
- Typically lambs sold store
- Ewe hoggets grazed off farm on sharefarm agreement.
- Aim to maximise lambing %
- Aim to maximise lamb weaning LW
- Graze on dry steep exposed hill country (outside deer farm).

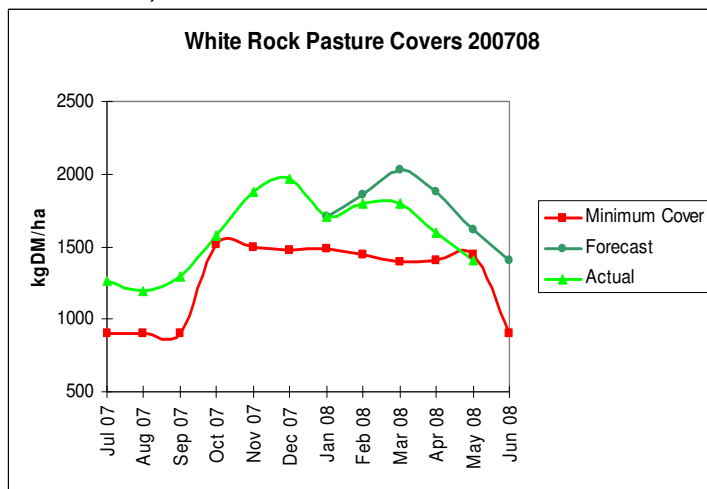
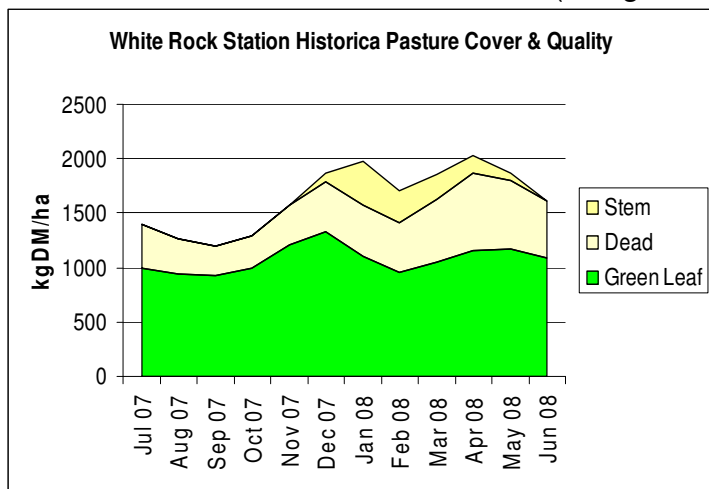
6.2. Sheep Performance

	Lambing %	Weaning LW
Historic	120%	26kgLW
200708 Progress	115%	25kgLW
Target	125%	28kgLW

- Ewes/lambs were weaned in early Feb and all but 350 small lambs sold. 245 lambs killed prime at 15.6kgCW @ \$49/hd gross, balance sold store due to excessively dry conditions Dec/Jan 07/08.
- Ross and Sally have decided to drop ewe numbers by 300head to endeavor to lift ewe performance, lamb weaning weights and focus on a store lamb market long term. The drop in ewe numbers short term may also assist in holding some small store lambs that are currently being heavily penalised on price, through to early winter or spring.
- Further decisions are being made to drop ewe numbers an additional 400head (to 1300) and replacing with 400head of hinds. The objective is to achieve a stock policy with better "fit" to White Rock's hard hill country, late spring and dry summer.

7.0. Feed Profile and Winter Feed Budget:

7.1. White Rock Feed Profile (using FarMAX software)



7.2. White Rock Winter Feed Budget

WINTER FEED BUDGET		Start	Finish	Total Days		
		1/05/2008	1/10/2008	153		
WINTER SUPPLEMENTS						
Supplements	Units	kgDM/unit	OR m3	kgWet	% DM	Total
Kale	32	5500				176000
Rape/Grass	11	4000				44000
Swedes	4	8000				32000
Tama/River Fl.	20	1500				30000
Andy's	14	1000				14000
Silage	On Hand		to 2ths, calves,			45000 50% of silage
Straw	70	250				17500
Peavine	70	350				24500
Grain						10000
Total Supplements						393000 kgDM
TOTAL FEED SUPPLY						393000 kgDM
FEED DEMAND						
Stock Class	Period	Numbers	Days	kgDM/hd/day		Total
2ths	July/Aug	450	60	1.2		32400 4ha Kale: Fawn Pdk
Twin Ewes	Post-Scan	650	50	1.5		48750 7ha Kale: House/Laneway
MA Hinds	Late Winter	600	60	2		72000 10ha Kale: R Tussock/Fa
Weaner Deer	June/July/Au	800	100	1.5		120000 Cole/Rock Hill Kale & 4ha
Weaner Cattle	June/July/Au	120	153	5		91800 11ha of Turnips/Rape + T
TOTAL DEMAND						364950 kgDM
FEED BALANCE						
Total Feed Supply						393000
Total Feed Demand						364950
Surplus/Deficit						28050

8.0. FINANCIAL PERFORMANCE

	Actual	2004/05	Actual	2005/06	Actual	2006/07	Forecast 2007/08		
	Total	\$/ su	Total	\$/ su	Total	\$/ su	Total	\$/ su	c/kgDM
Gross Farm Income									
Sheep	\$135,568	\$54.1	\$111,764	\$39.9	\$79,999	\$30.1	\$106,766	\$41.5	8.4
Cattle	\$152,363	\$61.9	\$119,510	\$42.8	\$135,412	\$54.2	\$99,620	\$50.0	9.1
Deer	\$60,592	\$33.3	\$113,250	\$49.5	\$149,406	\$51.7	\$167,514	\$53.3	10.8
Cropping		n/a		n/a		n/a		n/a	
Other	\$10,695	\$1.6	\$9,011	\$1.1	\$21,204	\$2.6		\$0.0	
TOTAL	\$359,218	\$52.9	\$353,535	\$44.8	\$386,021	\$48.0	\$373,900	\$48.5	9.5
Farm Working Expenses									
Wages & Keep (excl casual)	\$11,592	\$1.7	\$5,403	\$0.7	\$9,726	\$1.2	\$15,300	\$2.0	0.4
Animal Health	\$27,063	\$4.0	\$29,511	\$3.7	\$27,031	\$3.4	\$28,733	\$3.7	0.7
Fertiliser & Lime	\$40,325	\$5.9	\$43,681	\$5.5	\$24,446	\$3.0	\$41,642	\$5.4	1.1
Shearing	\$10,272	\$4.1	\$11,526	\$4.1	\$9,223	\$3.5	\$8,940	\$3.5	0.2
Feed & Grazing	\$18,444	\$2.7	\$18,590	\$2.4	\$56,869	\$7.1	\$69,260	\$9.0	1.8
Farm Working									0.0
- Pasture & Greenfield	\$9,900	\$1.5	\$12,726	\$1.6	\$6,486	\$0.8	\$15,044	\$2.0	0.4
- Crop Expenses	\$3,684	\$0.5	\$9,942	\$1.3		\$0.0		\$0.0	0.0
- Weed & Pest	\$17,767	\$2.6	\$15,478	\$2.0	\$10,809	\$1.3	\$18,830	\$2.4	0.5
- Electricity	\$3,463	\$0.5	\$3,863	\$0.5	\$3,723	\$0.5	\$4,000	\$0.5	0.1
- Irrigation		\$0.0		\$0.0		\$0.0		\$0.0	0.0
- Freight	\$4,070	\$0.6	\$1,516	\$0.2	\$10,234	\$1.3	\$6,570	\$0.9	0.2
- General	\$4,834	\$0.7	\$386	\$0.0	\$255	\$0.0	\$500	\$0.1	0.0
Vehicles	\$10,721	\$1.6	\$12,910	\$1.6	\$17,775	\$2.2	\$16,500	\$2.1	0.4
Repairs & Maintenance	\$6,553	\$1.0	\$12,406	\$1.6	\$7,953	\$1.0	\$12,000	\$1.6	0.3
Administration	\$9,269	\$1.4	\$8,973	\$1.1	\$7,316	\$0.9	\$8,700	\$1.1	0.2
Rates & Insurance	\$11,989	\$1.8	\$10,467	\$1.3	\$12,819	\$1.6	\$13,050	\$1.7	0.3
TOTAL	\$189,946	\$28.0	\$197,378	\$25.0	\$204,665	\$25.4	\$259,069	\$33.6	6.6
E.B.I.T.	\$169,272	\$24.9	\$156,157	\$19.8	\$181,356	\$22.5	\$114,831	\$14.9	2.9
Wages of Management	\$45,000	\$6.6	\$50,000	\$6.3	\$55,000	\$6.8	\$55,000	\$7.1	1.4
Economic Farm Surplus	\$124,272	\$18.3	\$106,157	\$13.5	\$126,356	\$15.7	\$59,831	\$7.8	1.5

9.0 BUSINESS PLAN

Vision:

To operate a sustainable, economical farm business, with “best fit” policies relative to climate, market and workload.

Objectives:

Broad targets to achieve the vision

Financial

By June 2011:

- Achieve EBIT of = \$ 233,000 or = \$32/su
- Gross Farm Income = \$467,000 = \$64/su
- Maintain costs of production at 50%

Environmental

By June 2011:

- Hill country: Retain Tussock while maximising quality of feed grown.
- Minimise overgrazing of “fragile” hill country.
- Maintain water quality.

Social

By June 2011:

- More quality time personally.

Strategies:

Financial

- Maintain stocking rate of 7300su.
- 7000kgDM/ha on paddocks/downs
4000kgDM/ha on hill country
5000kgDM/ha av pasture grown
2600kgDM/ha utilised or 52%
- 56:18:26 Deer:Sheep:Cattle
- 1400 Breeding hinds, finishing 65% of progeny.
- 250 Breeding Cows, finishing 43%.
- 1300 MA Ewes, buy in 2th replacements.

Environmental

- Investigate sustainable ways of improving pasture production on hill country
 - Extensive deer blocks.
 - Nitrogen on hill country
- Reduce sheep numbers to reduce grazing pressure on hard hill.
- Complete nutrient budget.

Social

- Ross: Train 1 horse/year
- Sally: More golf
 - Golf Lessons.
 - Handicap down to 10 or 12.
- Ross & Sally:
 - Annual holiday of 2 weeks away
 - 3 weekends away.

Action Plans

Action plans are the detailed steps that you will take to ensure that the strategies are successfully implemented.

Financial	Environmental	Social
<p>Pasture Production Targets:</p> <ul style="list-style-type: none"> • Monitor pasture growth rates on hill, downs, paddocks. • Break one deer block in the autumn to ensure recovery prior to winter. • Provide summer crop for % of breeding hinds in late summer • Have one season of silage on hand for adverse climate. <p>All Stock:</p> <ul style="list-style-type: none"> • Regular weights • Comprehensive animal health plan <p>Deer Performance:</p> <ul style="list-style-type: none"> • 90% fawning, 70kgLW weaners, • Weaner Growth Rates: Autumn 300 gms/day Winter 100 gms/day Spring 400 gms/day • Av venison carcass = 60kgCW • Review breeding program <p>Sheep & Cattle Performance:</p> <ul style="list-style-type: none"> • 125% lambing, 28kgLW weaning • 95% calving, 240kgLW weaners. <p>Financial/Costs:</p> <ul style="list-style-type: none"> • Review costs & budget biannually 	<p>Sustainability Measures:</p> <ul style="list-style-type: none"> • SFF Nitrogen on Hill Country Trial to begin 2008 • Ewe numbers reduced from 2000 to 1700hd. Plan to reduce further to 1300hd. • Complete nutrient budget with Ravensdown. 	<p>Ross:</p> <ul style="list-style-type: none"> • 1 hour/day x 5 days/week <p>Sally:</p> <ul style="list-style-type: none"> • 2 sessions of golf/week during winter. <p>Labour:</p> <ul style="list-style-type: none"> • Secure regular casual farm labour.

Key Performance Indicators (KPI's)

These are measures which will tell us whether we are implementing our strategies and action plans successfully.

Pasture Production

- Monthly pasture covers
- MJME and quality assessments
- Soil test results

Stock Production Records

- **Liveweights & Liveweight gains**
- **Condition Score**
- **Reproductive**
- **Wastage**
- **Kill profiles**

Animal Health:

- **Trace Element tests**
- **Worm challenges. FEC's**
- **Johne's. Elisa Test.**

- % of Tussock on hill
- MJME pasture readings on hill
- Soil nutrient balance
- Water quality test
- Soil quality test
- Farm photograph

- Horses Trained
- Golf handicap by 2011
- Days holiday per year.
- Check business plan and budgets.

The DINZ Focus Farms are funded by Deer Industry New Zealand, New Zealand Deer Farmers' Association, AgResearch and Deer Research.

The Focus Farm would also like to thank the following contributors to this field day.

Speakers:

- | | |
|-------------------|---------------------------|
| - Andy Macfarlane | Macfarlane Rural Business |
| - Mark Acland | Farmer, Mt Somers. |
| - David Stevens | AgResearch, Invermay. |
| - David Morgan | Farmer, Raincliff. |
| - Hayden Roberts | Farmer, Geraldine. |

Sponsors:

- National Bank New Zealand

We also thank the following organisations and individuals for their support and contribution during our first year of the Focus Farm:

- | | |
|-------------------------------|----------------------------------|
| - Ravensdown Fertiliser | Justin Geary & Cameron Alexander |
| - Downlands Deer | Geraldine |
| - Rural Vets South Canterbury | Noel Beatson |
| - Gordan Handy Machinery | Timaru |
| - Mark Oconnor | DINZ |
| - Environment Canterbury | Julia Laming |
| - Assure Quality | Timaru |