



Farm Planning

September 2022

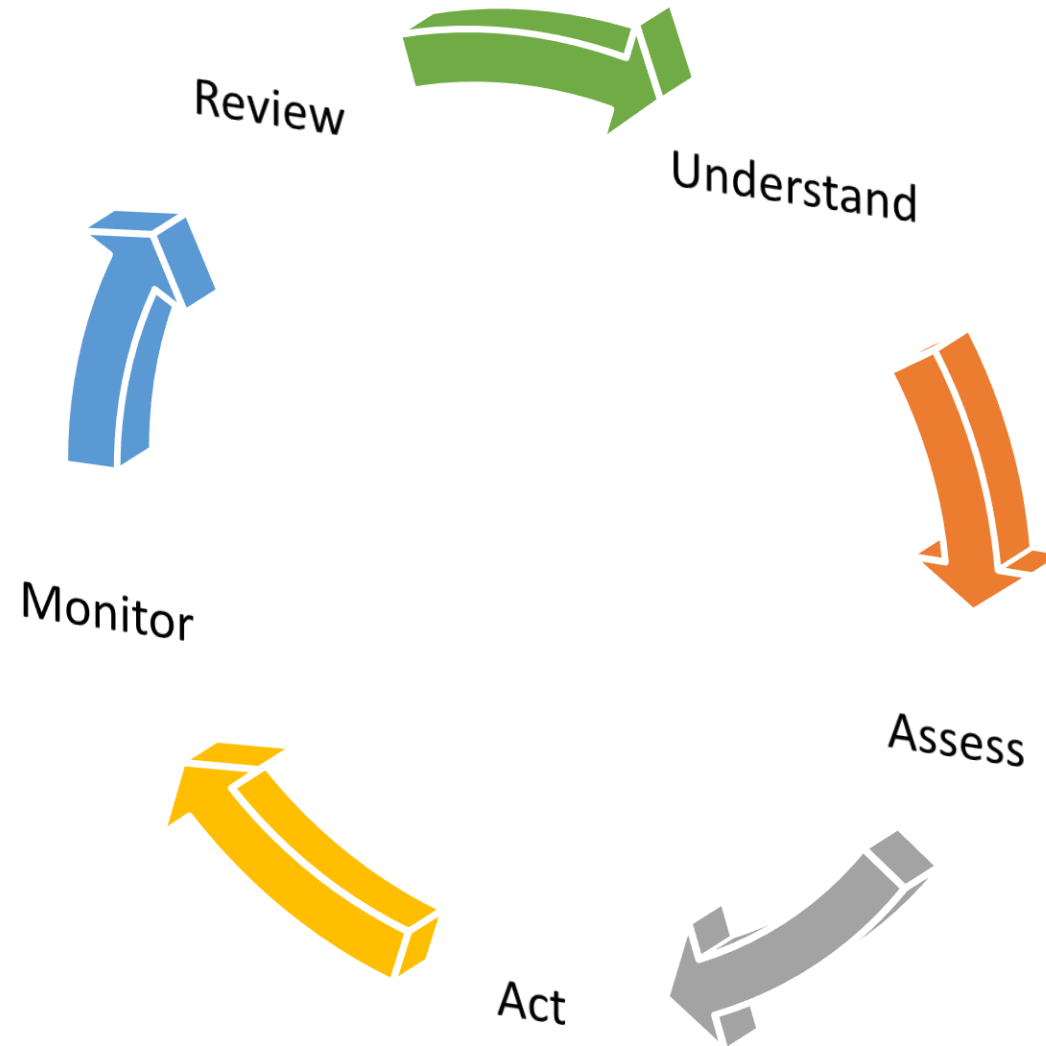


Today

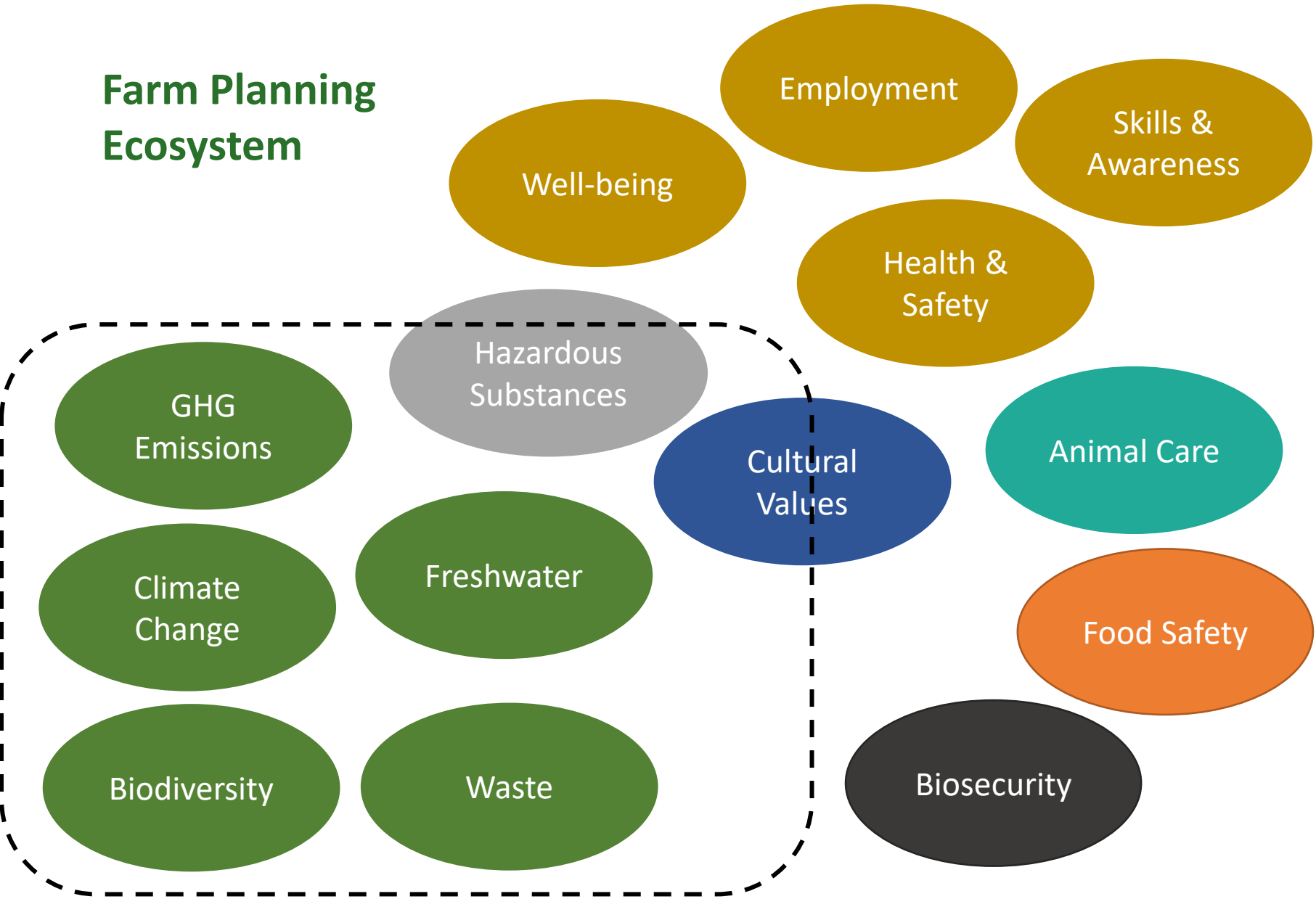
- Farm planning in the primary sector
 - a. Horticulture
 - b. Dairy
 - c. Red Meat
- Challenges and opportunities

Farm Planning

Farm business
risk management



Farm Planning Ecosystem



Horticulture

- Market-led sustainability assurance programmes with regulatory add-on's
- Content
 - Sustainable Production
 - Food Safety add-on (NZ regulatory)
 - Environment add-on (NZ regulatory)
 - Social Practice add-on (NZ regulatory)
- System
 - Independent third-party certification by conformity assessment bodies (auditors)
- Uptake approach
 - Condition of market supply – Optional add-ons



Dairy

- Processor-led market assurance programmes with market sustainability and/ or regulatory add-on's
- Content
 - Food Safety and Traceability, and Animal Welfare
 - People add-on
 - Environment add-on (NZ regulatory)
- Dairy Tomorrow – IFP with agreed minimum expectations
- Range of systems
 - Template + second- or third-party audit
 - Template + active support + second- or third-party audit
- Uptake approach
 - Condition of market supply
 - Voluntary add-ons; some use incentives



Red Meat

- Market-led assurance programme with sustainability add-on's or *voluntary template*
- Content
 - Food Safety and Traceability and Animal Welfare
 - People (add-on)
 - **Farm Natural Resource (add-on)**
 - Biosecurity (add-on)
 - ***Environmental template***
- System
 - Accredited programme with independent third-party certification by accredited conformity assessment bodies (auditors)
 - *Template only*
- Uptake approach
 - Condition of market supply with optional add-ons
 - *Voluntary*



FACTSHEET

B+LNZ farm planning

Challenges



Integrated decision-making

- Whole of farm business risk-management including financial

Efficient process

- Market, regulatory and business often have differing needs and approaches

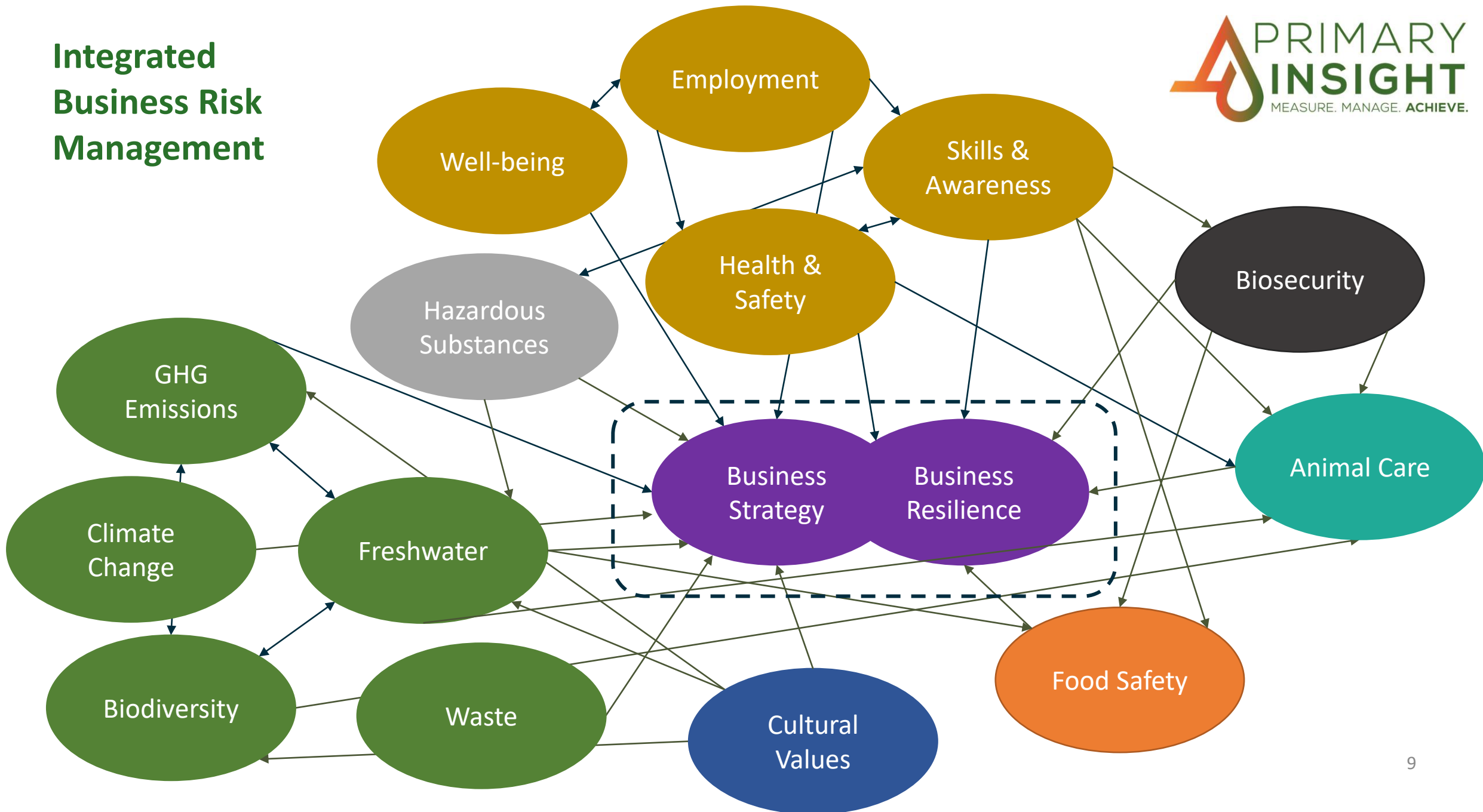
Minimum versus aspirational

- Mindset and audit challenges

Implementation

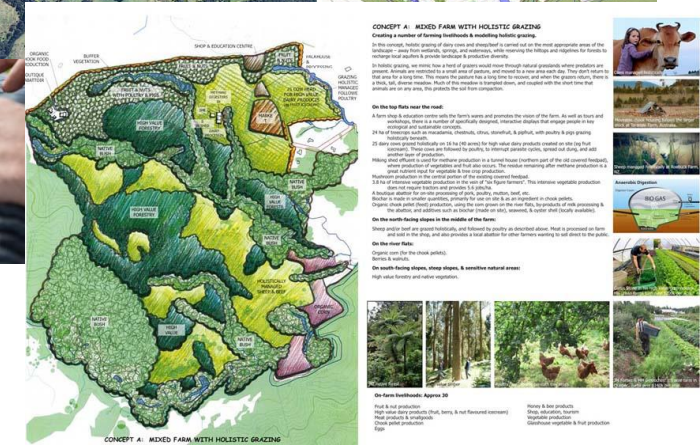
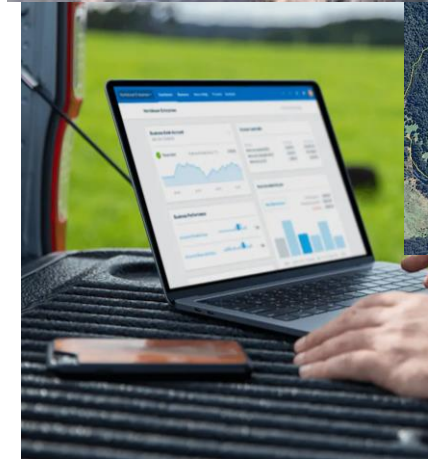
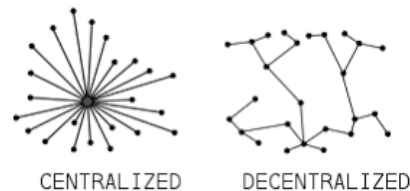
- Linking with day-to-day operation
- Minimising duplication and effort

Integrated Business Risk Management



Potential Solutions

- Embrace business strategy and financial focus to farm planning – without this outputs are a ‘wish list’ + difficult to go beyond GMP BAU
- Simplified ‘triage and treat’ approach for those embarking on the journey
- Market and regulatory reporting is a by-product of the process rather than a driver
- Decentralised approach to planning – multiple applications provide data and information for business decision-making... move beyond one tool or template thinking





Questions