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**Advance Party Meeting One**

**Agenda:**

1. **Passion2Profit - the deer industry productivity improvement programme.**
2. **Discuss the purpose of Advance Parties**
   1. **Including the feeding, genetics, animal health and environmental stewardship themes.**
3. **Roles and Responsibilities of Chair and Facilitator**
4. **Confirm obligations of participation**
5. **Discuss recording evidence of change, monitoring performance.**
6. **Invite discussion of productivity issues, discuss setting goals and objectives.**
7. **Election of Chair**
8. **Discuss suitable Facilitator for your Advance Party**
9. **Date of meeting two.**

**What is an Advance Party? And what does this programme entail?**

The profitability of deer farming has to stay competitive with other land use options.

Market and exchange rate fluctuations provide peaks and troughs to income beyond individual’s control. But industry wide productivity has lagged other sectors due to a lack of systems in place to drive national change. The Passion2Profit programme has been developed to drive change across the value chain.

One initiative that Deer Industry New Zealand is using to encourage change is the “Advance Party”, which centres on farmers collaborating and sharing experiences to further their own businesses.  This programme is aimed at people, or business partners (father/son, husband/wife) who want to make deer a more profitable part of their operations.

Advance Parties are different from other industry initiatives like discussion groups or monitor farms because being a member requires a commitment to make changes and to share the results of the changes. Being in an Advanced Party is not just about discussion and it is not only about those in the group either, it is also about passing on your experiences to your deer farming community, to motivate them to change based on the group learning’s.

Deer Industry New Zealand will provide guidance and expertise to help implement the changes you and your group decide upon.  But we aren’t telling you what to do, that will come from you and your group members after reviewing current practises and identifying opportunities.

The Advance Parties will meet when the group decides it can meet, it will be predominantly driven by group members with outside support and facilitation provided. Members will discuss and agree upon changes that they could make to their deer farming operations that should result in an improvement in performance.

As a member of an Advanced Party you will be asked to make changes to specific area of opportunity in your businesses, and the group will help you decide upon the changes you will be making. The process is not prescriptive and has to meet the needs of your group and the mix of its members. Most importantly you all must find value for it to be a success. You will also be expected to share the outcomes of the changes you made with the wider deer farming community.

**Funding:** Deer Industry New Zealand provides funding up to the following per Advance Party per annum:

|  |  |  |
| --- | --- | --- |
| Meeting facilitation and recording |  | $10,000 |
| Facilitator travel expenses |  | $1,500 |
| Meeting costs |  | $500 |
| Expert support |  | $2,000 |

**Advance Party Farm Information – Level One.  
*please complete prior to the meeting***

|  |  |
| --- | --- |
| **Business description** |  |
| Your name |  |
| Property name |  |
| Phone |  |
| Email |  |
| Address |  |
| Primary Business Purpose |  |
| Farm vet (company or individual name) |  |
| Do you weigh your animals? (circle one) | Yes No |
| Do you Body Condition Score your deer? | Yes No |
| Do you use a consultant? | Yes No |
| Do you scan some or all of your hinds? | Yes No |
| What is your current recording system on farm e.g. Notebook, FarmIQ etc | Yes No |

|  |  |
| --- | --- |
| **Property Description** |  |
| Total Property Area (ha) |  |
| Area Deer Fenced (ha) |  |
| Land Class (1-8)-refer to back page for detail |  |
| Rainfall (mm) |  |
| Altitude (in metres above SL) |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Stock numbers (totals) as at 30 June 20\_\_** | | | | |
| Breed | Hinds (number) | Stags -velvet | Breeding stag/trophy | Weaners |
| Red |  |  |  |  |
| Eastern |  |  |  |  |
| Hybrid (ElkX) |  |  |  |  |
| Wapiti |  |  |  |  |
| Fallow/Other |  |  |  |  |
| **Total Deer Numbers** |  |  |  |  |
| Sheep numbers |  |
| Beef numbers |  |
| Other/arable (ha) |  |

|  |  |
| --- | --- |
| **Deer for the Year ending 30 June 20\_\_ (fill in applicable information)** | |
| 1. How many hinds mated |  |
| 1. Average MA hind weight |  |
| 1. How many fawns weaned |  |
| 1. Average weaner weight at 1 March |  |
| 1. How many deer slaughtered (Total) |  |
| 1. Number of Young Deer Slaughtered (Under 2yrs old) | Stags |
| Hinds |
| 1. Avg Carcass weight   (Under 2yrs old) | Stags: Kg |
| Hinds: Kg |
| 1. Est. average age at slaughter of young deer   e.g. 384 days (or avg time on ppty before killed?) | #days on farm (the average**)** |
| 1. Number older deer slaughtered (over 2yrs old) | Stags Kg |
| Hinds Kg |
| 10. Average Carcass weight  (Deer **over 2 years** old) | Stags |
| Hinds |

|  |  |  |
| --- | --- | --- |
| Velvet Herd (numbers) | Tally Numbers | Average kgs cut across age-groups (if known) |
| Spiker |  |  |
| 2yr |  |  |
| 3yr |  |  |
| 4yr |  |  |
| 5yr |  |  |
| 6yr+ |  |  |

|  |  |  |
| --- | --- | --- |
| Velvet Grades | kgs | Average $/kg (NET figures after costs) |
| Wapiti Supreme |  |  |
| EW1 |  |  |
| EW2 |  |  |
| EW3 |  |  |
|  |  |  |
| Spiker |  |  |
| Regrowth |  |  |
| Other |  |  |
| Damaged |  |  |
| Total | kgs | $ /kg overall |

**Advance Party Goal Setting**

Describe Farming Goals:

|  |
| --- |
| 1. |
| 2. |
| 3. |

Describe Specific Deer Objectives:

|  |
| --- |
| 1. |
| 2. |
| 3. |

Describe issues getting in the way of production objectives:

|  |
| --- |
| 1. |
| 2. |
| 3. |
| 4. |
| 5. |

**Refine to the 3 that are your priority production issues:**

|  |
| --- |
| 1. |
| 2. |
| 3. |

Deer Stock Units Equivalents According to Age, Sex and Breed

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Breed | R1 | | R2 | | R3 | | M/A | | |
|  | Hind | Stag | Hind | Stag | Hind | Stag | Hinds | Velveting Stags | Breeding Stags |
| Fallow | 1.0 | 1.2 | 1.6 | 1.6 | 1.7 | 1.9 | 1.7 | 1.9 | 2.1 |
| NZ Red | 1.5 | 1.7 | 2.0 | 2.3 | 2.0 | 3.0 | 2.2 | 3.2 | 3.5 |
| European Red | 1.6 | 1.8 | 1.9 | 2.5 | 2.2 | 3.2 | 2.4 | 3.5 | 3.8 |
| Hybrid (Red x Wapiti) | Same As European type | | | | | | | | |
| Fiordland Wapiti | 1.8 | 2.0 | 2.1 | 2.7 | 2.4 | 3.5 | 2.6 | 3.8 | 4.0 |
| Canadian Wapiti | 2.0 | 2.2 | 2.4 | 2.9 | 2.7 | 3.9 | 2.8 | 4.2 | 4.8 |

Sheep su – equivalent to 1 su

Beef su – (+ 2yr age group) = 5.5su

Land Class Classifications

|  |  |
| --- | --- |
| ***LUC Class code*** | ***Description*** |
| 1 | Land with virtually no limitations for arable use and suitable for cultivated crops, pasture or forestry |
| 2 | Land with slight limitations for arable use and suitable for cultivated crops, pasture or forestry |
| 3 | Land with moderate limitations for arable use, but suitable for cultivated crops, pasture or forestry |
| 4 | Land with moderate limitations for arable use, but suitable for occasional cropping, pasture or forestry |
| 5 | High producing land unsuitable for arable use, but only slight limitations for pastoral or forestry use |
| 6 | Non-arable land with moderate limitations for use under perennial vegetation such as pasture or forest |
| 7 | Non-arable land with severe limitations to use under perennial vegetation such as pasture or forest |
| 8 | Land with very severe to extreme limitations or hazards that make it unsuitable for cropping, pasture or forestry |