



Farm Business Management

Handout 26

Production Plan Goals and Objectives

Long-term goal:		POSITIVE Increase of product	
Main strategy (how?):		Increased reproduction levels	
Short-term objectives ---Livestock			
Lambing procedures	135%		
Weaning percentage	130%		
Weaning weight	44kg		
Spring mating/Autumn Lambing – Dual-purpose sheep flock (3000 ewes – 4848 SSU)			
WHAT	ACTION	BUDGETED STANDARDS	WHEN
Testing rams	Fertility tests	Sperm mobility (>90%)	May
	Mating dexterity	Interest in ewes Mating performed with libido and success	During mating
	Ewe: ram ratio	25-30:1	June
	Replacement rams	Weaning weight index of >110	June
Selecting of ewes	During lactation	Must have milk for three months	May to August
	After weaning	25% that grew the fastest and have no physical defects	August
	Fertility	Second time not conceived	After lambing season
	Weaning weight	42-45kg when weaned	After lambing season
Selection of lambs	Growth rate	300g/day	2-5 months
Nutrition	Fodder-flow planning	3% of body weight Dry material available	August
	Planting of pastures	100ha pastures – yield 6 tons dry matter per hectare	September to March

	Purchasing programme of supplementary nutrition	<ul style="list-style-type: none"> • Winter licks (108 days) 120g/SSU/day=62,8 tons • Summer licks (215 days)30g/SSU/day=31,3 tons • Ram licks 400g/ram/day, 6 weeks prior to mating season (96 rams) = 1,6 tons • Lactating licks – 200g/ewe/day, 6 weeks during lactation = 25,2 tons 	Continuous
Health programme	Dosage	According to health programme	Feb., April,July,Sept.,Dec.
	Dipping		May
	Inoculation		Dec., July,Aug.
	Foot-dip		March, April, June, Aug.
Protection against cold spells	Build shelter in the camp where the ewes will lamb	Large enough to give protection to 3000 ewes and 4050 lambs	March
Short-term objectives - Maize			
Average yield target	4 tons per ha		
Marketing strategy	R1350/ton		
WHAT	ACTION	BUDGETED STANDARDS	WHEN
Increase yield	Identify management zones	Vary inputs according to potential-low, medium, high and very high	August
Reduce production risk	Precision agriculture	Adopt variable rate technologies	September
	El Niño predictions	Avoid pollination during expected dry period	1 st week of October

New Marketing strategy	Drawing up scenarios	Three-case scenario	September
	Sign contracts	At least 20% higher than total production cost per ton	October, January and June
	Average price	R 350/ton	