

Profitable Grazing Systems: We're seeking coaches

Profitable Grazing Systems takes groups of like-minded producers – who want to improve their whole-farm performance – and match them with coaches who share their knowledge, skills and experience. Profitable Grazing Systems has modules covering genetics and reproduction, the value chain, the feedbase, and managing people and the business. It customises these topics by tailoring industry research findings and management options to local environments.

What has PGS achieved?

Profitable Grazing Systems has been delivered to 20 groups of cattle, sheep and goat producers across Australia, working with 13 coaches.

210

210 red meat producers

39%

averaged a 39% increase in profit

+2.5%

averaged a return on capital from 1.8% to 2.5%

Why should I get involved?

As a coach, you will have access to:



Quality professional development



Skilled and motivated producers



Opportunities to license training packages of your own



A network of skilled and motivated extension personnel



MLA support and promotion

What producers and coaches say



Laura Hoare
Producer
Katherine, NT

“Having the different points of view and ideas of the others in the group is extremely valuable. Having access to a coach made me feel more confident about implementing the practices because I could ring the coach with any questions.”



Jill Alexander
PGS Coach
Jandowae, QLD

“Being able to support producers through the process of applying and adapting best practice management on-property is a very satisfying and rewarding process. Seeing producers make positive changes in their business is as much a reward for you as it is for them.”

How to apply:

Applications can be made at any time. Contact your State Coordinator for more information.

INFORMATION FOR PRODUCERS

MLA's Profitable Grazing Systems program equips producers to improve their business and their bottom line.

Through Profitable Grazing Systems, small groups of producers work with high quality coaches to develop and practice skills and improve business performance.

Whether you want to learn about genetics & reproduction, the value chain, feedbase or managing people & business, specialist coaches are available to develop training courses and deliver to your specific wants and needs.

Three good reasons to get involved in Profitable Grazing Systems:



1. It takes a whole-of-farm business approach to improve business performance and drive profit. On average participating producers can expect their profit to increase by 39% *



2. It is a flexible program that enables you and your coach to develop a training package responsive to your area, your needs and your conditions.



3. You work with small groups of like-minded producers with an experienced coach to support you.

What participating producers say

210 producers have already participated in Profitable Grazing Systems and say the benefits include:

- learning new skills and applying them to their individual farming systems
- seeing and hearing what other producers are doing
- and industry research findings.



Laura Hoare Katherine, NT

Having the different points of view and ideas of the others in the group is extremely valuable. Having access to a coach made me feel more confident about implementing the practices because I could ring the coach with any questions.



Sam and Cassie Bassingthwaighte Dalby, QLD

One of the key learnings from the program was the importance of pasture identification to determine the percentage of 3P (palatable, productive, perennial) grasses. As a result of the program, we identified areas of non-palatable grasses, and destocked and strategically burned these areas to create a range of palatable grasses to encourage even grazing.

Want to know more?

For more information

Angela Hammond National PGS Coordinator | ahammond@mla.com.au | 0402921929

State Coordinators

Name	Organisation	State	Phone	Email
Jill Alexander	Applied Ag	Qld	0427764897	jillalexander@bigpond.com
Peter Schuster	Schuster Consulting Group P/L	NSW	0418 604 412	peters@schusterconsulting.com.au
Lyndon Kubeil	DEDJTR	Vic	0418 532 085	lyndon.kubeil@ecodev.vic.gov.au
Mel Rae	Macquarie Franklin	Tas	0408 137 379	mrae@macfrank.com.au
Rebecca Wallis	AgInnovate	WA	0400 681 054	Rebecca@aginnovate.com.au
Rebecca Mohr-Bell	Argyll Consulting P/L	NT / Northern WA	08 8977 0134	rebecca@argyllconsulting.com.au
Merri Tothill	Rural Solutions	SA	0428 104 867	meredith.tothill@sa.gov.au

Regular program updates will also be provided in MLA's communications channels so stay tuned.

▶ Visit www.mla.com.au/pgs

* This is based on the results from the pilot of Profitable Grazing Systems, where participating producers saw an increased return on capital from an average of 1.8% to 2.5%.