



# INFORMATION FOR PRODUCERS

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

Through Profitable Grazing Systems develop and practice skills with small groups of like minded producers to improve business performance.

Whether you want to learn about genetics and reproduction, the value chain, feedbase or managing people and the business, specialist coaches work alongside groups to share their knowledge, skills and experience.

# 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 customises and tailors industry research findings and management options to your local environment



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

# What participating producers say

130 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
- making decisions based on tangible numbers.



### Stuart and Anja Croft Heywood, Victoria

One of the top learnings from being involved in the program was the identification of loss drivers. We discovered our cattle enterprise is not economically viable because it's not the main focus of the business, but still requires infrastructure and supplementary feeding in hard times



Sam and Cassie Bassingthwaighte, Dalby Queensland

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 contact your state coordinator.

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

\* 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%.

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