

# Profitable Grazing Systems, your pathway to success



## Information for producers

*Profitable Grazing Systems* is an investment in you, your business, and your family's future. It is a high value delivery program, which drives improved business performance outcomes for participating red meat producers with measurable impacts.

Three good reasons to get involved in *Profitable Grazing Systems*:

1. It takes a whole-of-farm business approach to improve performance and key profit drivers. On average participating producers can expect a 39% improvement in profit from their businesses\*.
2. It customises industry best practice and new research findings to local environments and farming systems
3. You get to work with small groups of like-minded producers with an experienced industry advisor to support you.

The top three benefits producers have said they received from participating in this program were:

1. Learning new skills and how to apply them to their individual farming systems
2. Seeing and hearing what other producers are doing
3. The opportunity to put tangible numbers around decision-making

Producers can choose to work through learning projects targeting business and people management, genetics and reproduction, feedbase and the value chain, relevant to different enterprises (e.g. sheep vs cattle) and regions (e.g. rangelands vs southern), or a combination of these with a systems approach.

PGS builds on MLA's best practice packages of information and tools, such as Making More from Sheep and More Beef from Pastures, with a renewed focus on encouraging producers to make change using specialist coaches who provide longer-term support and guidance.

## Built by industry for industry

Producers can be assured that this program will work for them. The *Profitable Grazing Systems* model has been piloted with 130 goat, sheep and cattle producers across Australia managing over 1.5 million hectares. Producers and service providers involved in the PGS pilot project provided input into the program design to ensure its user friendly and effective.

During the pilot, in 8/10 groups, all participants indicated they had either "made changes already" or that they "intend to make changes". Changes ranged from adoption of technologies or infrastructure improvements, to changes in grazing management practices, use of feed budgeting, condition scoring livestock, setting goals and planning, improving financial management and record keeping.

To find out more about the pilot click [here](#).

## What have other producers said?

“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” – Stuart and Anja Croft, Heywood VIC

“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” – Sam and Cassie Bassingthwaighe, Dalby QLD

## Expressions of interest

The program is currently gearing up to be rolled out nationally. Producers interested in participating should contact Julie Petty at [jpetty@mla.com.au](mailto:jpetty@mla.com.au) Regular program updates will also be provided through [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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