

# Gra\$\$ to Dollars

Based on the highly successful Prograze® course

**VENUE:** Scone Region NSW  
**DATE:** 15 November 2024  
**PRICE:** Between \$2,500 and \$3,500 inc GST  
(including the MLA subsidy)

**DELIVERED BY:** Nikki Henderson  
0448 865 040

With the support of MLA's Profitable Grazing Systems program (PGS), the participation cost for red meat producers has been subsidised.

## Program overview

This program is applicable to permanent pastures in the Western and Southern Australian temperate rainfall zones and takes 11–12 months to complete. During this time, each participant will be encouraged to take messages from the program and apply them to their own farm, review the success (and failures of these), observe what has worked/not worked and discuss this with other participants to work through possible solutions.

## You will learn

- how much an animal can eat, how to measure it and determine whether it is sufficient
- how much pasture can be grown and how to improve it
- how to maximise pasture profitability and meat and/or wool production

This package is delivered over eight half day on-farm sessions accompanied by half a day of individual coaching.

Each half day session will include a theory component and paddock inspection to assess:

- pasture feed on offer
- feed quality
- animal performance from pasture, grazing management and feed budgeting planning.

Each business/participant will receive a comprehensive workbook.

## Deliverer

This will be delivered by Nikki Henderson from Henderson Livestock Consulting.

## How to participate

Delivery locations will be determined based on participant interest. With the support of MLA's Profitable Grazing Systems program, this course is subsidised for producers. Participation cost per participant is between \$2,500 and \$3,500 (including the MLA subsidy) depending on numbers.



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## Course monthly\* outline

### Sheep profit drivers

You will learn about critical management stages over the breeding year for sheep:

- joining
- mid and late pregnancy
- lambing
- lactation.

Condition score targets to maximise productivity and reduce supplementary feed and animal health costs will also be covered.

### Cattle profit drivers

This month will focus on cattle. You will learn about critical management stages over the breeding year:

- joining
- mid and late pregnancy
- lambing
- lactation.

Condition score targets to maximise productivity and reduce supplementary feed and animal health costs will also be covered.

### Profit, production and sustainability, and pasture assessment principles

This month will focus on managing water and making a profit. We will also look at the link between sustainability and profit.

We will also cover:

- visual pasture assessment (why and how)
- an introduction to assessing pasture quantity (herbage mass) and quality (digestibility and how to conduct a visual measurement).

### Livestock production from pasture

Here we will have a detailed look at pasture quality and quantity and how these interact with:

- sustainability
- water use
- animal intake and subsequent animal production.

### Pasture production

Next, you will learn about:

- managing pastures for optimal production and persistence
- managing weeds with grazing
- pasture benchmarks for sustainability and animal production
- matching pasture quality and quantity with livestock and soil requirements
- the importance of legumes in pasture
- grazing management for specific pasture species (perennial grasses, lucerne, clovers and medics, and annual grasses)
- management of pastures in winter, spring, summer and autumn.

### Grazing management

Different grazing systems will be then discussed. Other topics covered will include:

- set stocking
- rotational grazing
- techno grazing
- cell grazing
- grazing to leaf stage
- building a winter feed wedge
- paddock subdivision
- grazing of sheep and cattle for worm control
- other animal health issues
- maintenance of ground cover.

### Feed budgeting

This month we will look at grazing plans incorporating flexibility and sustainability. We will lookat:

- grazing plans that incorporate flexibility and sustainability
- setting stocking rate
- managing grazing intensity and duration
- preparing and monitoring a feed budget
- matching feed demand to pasture growth.

### Individual on-farm coaching session

Here we will discuss what has and hasn't work and the reasons why. We will then work out what can be done to solve any problems.

### Production targets, tools and course wrap up

The final month will cover topics including:

- setting production targets for both livestock and pastures
- using a computer program (GrazFeed®) to predict livestock production from pastures and calculate supplementary feed requirements
- paddock, grazing and stock recording programs
- tools and calculators.

\*Gra\$\$ to Dollars is structured to commence in February, although it can be changed to suit a later/earlier commencement.

