• Improved decision making confidence
• Improved total resource management
• A critical overview of your business
• Assistance to gather vital information
• Clear identification of your strengths and weaknesses
• Increased skills in natural resource stocktake, property layouts, human resources and business

Farming to Land Capability
This project encourages land management practices and uses which are in tune with the capability of the land on the Eyre Peninsula. This recognises that land has differing capabilities and needs to be treated differently to operate viably and sustainably.

Benefits
• Better cropping options
• Effective use of soil suitability
• Less erosion
• Improved farming systems
• Better land management

Managing Soil Erosion
This program provides information on managing soil erosion on the Eyre Peninsula by investigating and promoting appropriate zero and minimum tillage systems for cereal cropping.

Benefits
• Ideas and information through workshops on converting farm machines to minimum tillage
• Ideas and information from demonstration of best management practices in fragile soils
• Information on the effectiveness, advantages and disadvantages of various zero and minimum tillage techniques

Interest Rate Subsidies
This program offers financial support of up to 75% of the interest cost on loans taken out through commercial or private sources.
Subsidies through the program are paid twelve months in advance and cannot exceed $30,000 per farm per year.
To be eligible, farmers must demonstrate that they have a plan to increase productivity.

Benefits
• Improved productivity through various measures eg: land and water rehabilitation
• Adoption of minimum tillage practices
• Refencing to soil types
• Clay spreading on non-wetting sand

Skills Audit and Training
Assistance is available for groups and individual primary producers to undertake training in the following areas:
• Drought and risk management
• Financial and business management
• Leadership skills
• Marketing strategies
• Crop productivity
• Technical skills
• Minimum tillage

Benefits:
• Enhancement of your skills
• Increased self reliance
• Ensuring you achieve optimum results in operating farming businesses
• Increased productivity and profitability
• Increased knowledge of new farming techniques

OTHER PROJECTS
The Eyre Peninsula Regional Strategy also encompasses projects which support the EP community as a whole.

Cummins / Warilla Basin Project
This project covers the physical, social and economic issues caused by dryland salinity and coordinates current activities of landholders in the area.

Benefits:
• Development of a catchment plan by the community to address the problem of waterlogging and dryland salinity
• Implementation and coordination of on ground works to facilitate improved drainage
• Repair of the degraded natural drainage system

Desalination Project
It has been identified that the limited availability of water on EP is a limiting factor in regional development.
Desalination (where salt is removed from water) is one of the options to remedy the problem.

Benefits:
• Increased awareness via seminars and publications
• Assessment of desalination options for Eyre Peninsula
• Establishment of a Desalination Information Centre at Streaky Bay
• Development of a proposal for Streaky Bay townwater supply
• Increased use of desalination across Eyre Peninsula for household, business, community, agriculture and industry uses

Better Business Centres
A joint Eyre Peninsula Regional Strategy and Eyre Regional Development Board initiative.
This project has established a network of integrated business centres across EP. Housed in District Council offices, the centres will provide an effective information, advisory and support service to potential and existing businesses.
Our Eyre Peninsula Supporters

The Eyre Peninsula is not only a great place to live and work, but it's also a growing success. These are the achievements of the Eyre Peninsula's own achievers Jenny Borlase, Shaun Rehn, Andrew Polkinghorne and Jeff Pearson. They are succeeding in their fields and are keen to see the Eyre Peninsula do the same!

Jenny Borlase
World Champion Netballer

The drive and determination I need to succeed in a world championship team has stayed with me since my childhood on EP. The Region and its people gave me the basic values that I take throughout the world representing Australia.

I encourage you to be a player in the growing success of the Eyre Peninsula Regional Strategy.

Jeff Pearson
Chair, Eyre Peninsula Regional Strategy

Eyre Peninsula has huge potential far and away above what we currently experience and the Strategy offers a guide and some financial support and incentives to achieve this.

Andrew Polkinghorne
Chair, Meningie Research Centre Committee

I believe the Strategy provides a focus for residents of Eyre Peninsula to further develop and strengthen their farms and businesses and also to initiate new enterprises which will enhance and sustain their communities.

Shaun Rehn
AFL Champion Footballer

As someone who was born and bred on Eyre Peninsula, I understand the importance of the Region.

It gave me my start in life and taught me something that you believe in is worth sticking at. Just as it shaped my future Eyre Peninsula offers a growing success for everyone.

I encourage you to pick up the ball and run with the Eyre Peninsula Regional Strategy.

To participate in the Eyre Peninsula Regional Strategy

simply contact 1800 240 260. Internet http://www.pir.sa.gov.au
PO Box 1783 Port Lincoln South Australia 5606
Introduction

Phil and Jan Wheaton farm with their parents, Jim & Neville, and Phil's brother, Nigel, and his wife Brooke. The farm is in two sections, one located about 10km west of Streaky Bay; the other is located in the Granite Ranges about 30km north of Streaky Bay. The total area farmed is 9,310ha, of which 1,820ha is leased, and about 43% is arable.

Due to its coastal location and sandy soil type, the property is better suited to barley than wheat production on the cropping land, and the salt flats require careful sheep management. A 3,200 self-replacing ewe and wether flock is also run on the grazing country.

Continual experimentation has been a key to the success of this rural business. The Wheatons have a policy of paddock trialing an idea for three seasons using farm machinery, and use field weighing scales for measuring results at harvest. If the idea proves itself after three years, it is adopted. A feature of their property is farming to land capability.

They closely monitor each paddock and treat each on its merits. This could mean more intensive cropping if cereal root diseases are under control, or a rut of pasture years if the paddock is having too many weed problems. Minimum tillage is used to establish crops after pasture, and direct drill when establishing crops after a cropping year.

Setting Directions

Goals and Visions

The Wheatons' future goals are to:
- Continue to fine-tune farming for sustainability in both an agronomic and economic context.
- Minimise the need for off-farm income.
- Continue to push and find the limits of the system.

The Changes that Occurred

The major changes that have occurred over the last 10 years are indicated in

Time Line of Management Resources table overleaf.
Highly Calcareous Sandy Loam

A Description of the Solutions

Wind erosion is managed by:
Developing a tillage system that minimized the risk of wind erosion. No-till with narrow points and press wheels are used to establish crops following a crop, and minimum tillage is used to establish crops that follow a pasture phase.

Utilizing the non-arable land to relieve the grazing pressure on the arable country.

 Weed control is managed by:
Experimenting with various chemical combinations so that Lincoln Uni could be better controlled.

The introduction of a grass free pasture achieved through chemical control.

Soil fertility is managed by:
Using the example set by the TOPCROP program and maintaining a high degree of monitoring on all cropping paddocks.

Productivity and profitability is managed by:
Increasing both the cropped area and productivity through break crops, improved timing of sowing through no-till and improved seed germination with press wheels.

Off-farm income also plays an important role.

Salt scales are managed by:
Cutting and baling cereal straw after harvest and spreading the straw over the salt scales.

Record keeping is managed by:
A computer based paddock recording system that assists with the management of herbicide resistance.

A computer based financial management system that assists with taxation, cash flow and management accounting.

Future Plans Include:
A continuing emphasis on environmental farming.

Improving the use of the
**Owner's Assessment of the Outcomes**

The Vickers identified the following factors in response to the new system:

**Advantages**
- Soil erosion is better controlled.
- No more problems with drift.
- Terracing gives additional capability and not losing the soil.
- Sheep are an integral part of the system, providing income in drought and cleaning up stubble which supports good fertilization.
- The system provides more opportunity for sensitive and commodity price changes.

**Disadvantages**
- The higher cost of cropping increases the financial exposure.
- An increase in crop management stress at operations need to be considered in near and the small window of opportunity at seeding is critical.

**Whole Farm Profits**

<table>
<thead>
<tr>
<th>1988 System</th>
<th>1998 System</th>
</tr>
</thead>
<tbody>
<tr>
<td>Poor</td>
<td>Average</td>
</tr>
</tbody>
</table>

**Farm Financial Results**

<table>
<thead>
<tr>
<th>1988 System</th>
<th>1998 System</th>
</tr>
</thead>
<tbody>
<tr>
<td>Poor</td>
<td>Average</td>
</tr>
</tbody>
</table>

- Using phosphorus in different forms.

**Time Line of Management Developments**

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1997</td>
<td>Minimum till used to establish crops following a crop. Minimum till used when establishing a crop after pasture.</td>
</tr>
<tr>
<td>1996</td>
<td>Press whirler also being used.</td>
</tr>
<tr>
<td>1995</td>
<td>Wheat is introduced to the property.</td>
</tr>
<tr>
<td>1994</td>
<td>Zinc and manganese sprays with a foliar application.</td>
</tr>
<tr>
<td>1993</td>
<td>The interactions are further aided by clover and grass legumes are being experimented with as break crops.</td>
</tr>
<tr>
<td>1992</td>
<td>Top drop monitoring commenced.</td>
</tr>
<tr>
<td>1991</td>
<td>A new headspace purchased with an oven front.</td>
</tr>
<tr>
<td>1990</td>
<td>Stacking has reduced burning and use of the preskimming equipment.</td>
</tr>
<tr>
<td>1989</td>
<td>Irrigation is used with a knapsack mixer on the loading equipment.</td>
</tr>
<tr>
<td>1988</td>
<td>Intensive use of chaff chaser harvester in front of the loading equipment.</td>
</tr>
<tr>
<td>1987</td>
<td>The drought.</td>
</tr>
</tbody>
</table>

- Trash handled with six rows, with narrow points, and begin to use the pass spray. | fontsize=12 |

**Tillage Systems**

- Burn
- Whirl
- Weak back
- No till
- Replant
- 2.5 crop at 9 years. A soil reclamation work post-used. | fontsize=12 |
The Farming to Land Capability Project is a component of the Eyre Peninsula Regional Strategy. It is identifying the issues and opportunities that exist to modify and improve farming practices by farming to land capability on Eyre Peninsula and extending this information to farmers, to further accelerate the rate of change.

The Eyre Peninsula Regional Strategy is a Rural Partnership Program funded by the Commonwealth and State Governments. The Strategy fosters the adoption of more sustainable farming systems and the development of more viable and self-reliant farming businesses on Eyre Peninsula.

The first South Australian Soil conservation boards were established in dryland agricultural districts 50 years ago. Boards are made up of community members and address the issue of soil conservation and land care through practical demonstrations, advice and awareness raising.

The role of Soil Boards is to:
- develop an awareness and understanding of land conservation issues
- develop and support programs for carrying out measures for land conservation and rehabilitation
- implement and enforce the Soil Conservation Act
- provide advice and assistance on land conservation and rehabilitation.

Contact details for Soil Boards on Eyre Peninsula:

**Eastern Eyre Soil Board**
Ms Lorraine Deakin
RMB 86, Kalgan SA 5642
Phone 8620 4035
Fax 8620 4028

**Western Eyre Soil Board**
Mr Peter Kuhlmann
RMB 77, Strathalbyn SA 5258
Phone 8625 8032
Fax 8625 8030

**Lower Eyre Soil Board**
Mr Trevor Roch
Phone 8688 5073
Fax 8688 5073

**Far West Coast Soil Board**
Mr Allen Scott
PMB 7, Ceduna SA 5690
Phone 8625 6116
Fax 8625 6196

Central Eyre Soil Board
Roger Scholtz
Box 233, Wudinna SA 5652
Phone 8680 2148
Fax 8680 2148

Encouraging land management practices that exist which are in tune with the capability of the land on Eyre Peninsula.
Appendix 6. PMP Client Case Study – Kuchel Family, Flaxley.

From "Taking Control" published by the National Farmers Federation.
Case study prepared by Marie O'Dea (SAFF)
Note: David and Wendy point out that although not mentioned in this case study, natural resource management is an essential part of their whole farm management and planning. A 10 year plan of revegetation and resource protection was in place before the PMP group started at Meadows in April 1995. During the workshop program they reviewed priorities and reinforced their plan. An added feature was a new dairy laneway to one half of the farm, constructed in 1996.
“farmers need to get other ideas
and look at the broader picture”

DAVID AND WENDY KUCHEL
‘WATERGATE’
FLAXLEY – SOUTH AUSTRALIA

“Farmers need to realise that they need to take time to get off farm to look at other farming systems, get other ideas and look at the broader picture. When you bring some of these things back to the farm you will save more time than you supposedly lost off farm”.

This is the advice of David Kuchel, dairyfarmer of Flaxley in the Adelaide Hills in SA. David went through a dairy specific PMP program in 1996 and is still with the dairy discussion group that evolved from that initial program.

Starting his farming career working for his father and then in partnership with his parents, David has seen a few changes in agri-business over the years.

In the early days the home farm of 48 hectares, Watergate, and a runoff block at Macclesfield, ran a dairy, some sheep and potatoes. At the time of his marriage a new house was built on the property and the decision was made to invest 100 per cent in dairy as it was the more profitable option. Some property decisions were made in the mid 80’s when David’s father retired to nearby Mt Barker and an adjoining block was purchased and the Macclesfield block was sold.

Some important events in bringing David, Wendy and their family to their current position were the establishment of the Flaxley Research Centre in the late 1980’s and being chosen in 1992 as SA representatives on the ADFF study tour to New Zealand. The research centre brought a greater focus and interest in dairy farming and the trip made them realise that things were not just going to happen, and drifting would not do. The enthusiasm of New Zealand dairyfarmers inspired them.

The final driving force for taking on PMP was David’s son Daniel’s decision to sharefarm with them and buy a block of land in his own right. At the time the decision was being made about PMP, Daniel had left school and had been working for some time for other dairy farmers, the research centre and other local businesses.

If Daniel was to come home they needed to make preparations.
PMP provided them with a better appreciation of their business and an opportunity to stand ‘outside’ and assess strengths and weaknesses.

Although David attended the formal program alone, he came home and discussed plans with the other family members. The materials used are a valuable resource to the farm and the original vision is often referred to as a check on progress.

Daniel came home initially on a wage, but now sharefarms with David and Wendy and purchased 43 hectares about 15 km from Watergate in his own right, through a young farmers’ interest subsidy scheme operating in SA. The block is used to agist dry stock, (which the farm pays for) and Daniel now owns about 30 per cent of the herd. Decisions about succession are kept open with David and Wendy and 22 year old Daniel wanting to have as many options for the future as possible.

Whilst the current milking of 140 cows is a little behind where they planned to be, David and Wendy are not too concerned, as they have exceeded production budgets each year since completing PMP. Milk production is 7000 litres per cow, with butterfat of 4.2 per cent and protein at 3.1 per cent, and pasture utilisation has improved from 5000 kg dry matter per hectare to 7000kg. Upgrading has occurred on the yards and a new milk vat has been installed.

With a ten unit herringbone, the dairy and land available are limiting factors. Options may be to upgrade the dairy and lease land, but with uncertainty over deregulation and its impact, caution prevails. David believes there is also less risk in small incremental changes, as you can adjust your management accordingly.

Apart from his involvement on the farm, David is a member of the Hills Central Branch of the SA Dairyfarmers Association, vice-chairman of Dairy SA (research body with funding through DRDC) and chairman of the Flassley Farmlets Management Committee. (The farmlets project compares different farming systems on small herds run side by side.)

With uncertainty over what deregulation will mean for dairy farmers, David believes it is an ideal time for PMP. Undertaking PMP can help people decide if they want to stay in the industry and follow up that decision.

Apart from helping to set a vision for the farm business and family, PMP can help farmers realise that they may have attitudes which inhibit their future. It can also be a useful tool to identify opportunities, not just for the farm, but also for themselves and their families.

In a final recommendation for PMP, David believes it can help farmers to better understand their business and how it runs. “When you go to the bank manager and discuss the impact of different changes on your business, you can do it with confidence and are respected for it”.

The Kuchels supply milk to National Foods and with the level of investment that they and other companies have made in SA, there looks to be a bright future for the dairy industry in this state.
Appendix 7. PMP Client Case Study – Ridgeway Family, Bordertown

Written by the Ridgeways for the National PMP Forum, Coff's harbour, March 1997
A Landholder View

Ted and Janette Ridgway

Biographical notes
The Ridgway family have farmed in the Pine Hill area near Wolseley since the 1920’s. Since leaving school in 1968 Ted has been an active member of the business. He initiated a gladiolus growing venture, which over the years has grown to a viable corn/flower production enterprise. He manages the broad acre - cropping, sheep and sand washing enterprises of the family partnership. Janette came from a farming background in Western Australia and moved to Wolseley in 1982. She currently manages the financial and business aspect of the business and works as a co-worker with Ted on the broad acre enterprise.

Abstract
The Tatiar - The Good Country - is located in the upper south east area of South Australia, about 300 kms from Adelaide.

The Ridgway family have farmed in this area for 70 plus years. Our farming business today has a very diverse base of enterprises, including cropping, sheep, washed sand and gladiolus flowers and corms. Our current management structure enables the partners to have the responsibility and authority to manage the enterprises individually.

Some years ago, with the family business facing a multitude of changes, like the family growing older and the involvement of a new generation, the need for growth in the business, the 1982 drought, interest rates, costs of farm inputs, technology changes.....we began searching.

Through our involvement in Landcare, Property Management Planning came into our life and our business five years ago.

Over the last five years we have gradually moved from where we were and close to where we want to be in our life.

The process of PMP: The process of planning the management of our property, has given us skills and confidence in every dimension of our life, commitment to each other, our family and business and a more useful understanding of our land, our total productivity and our options for the future.

Who knows where the future will take us, but we are more prepared for that journey than we were five years ago.
Cut risk, increase profit with better planning

by Richard Williams, Property Planning Officer

That's something that every farmer and his family should do for themselves.

Unfortunately they don't always do it so adequately because it is not easy and it takes time.

PMP offers a systematic method or process for farmers to work through to arrive at a clearer plan for their farm and business.

The delivery will be in a series of short workhopp sessions for six to 10 farmers at a time.

We will provide the method and the format, supported by a manual with worked examples and explanations, and farmers will do their own plans, working individually or in family groups.

Farmers who commit themselves to a PMP workshop series will be likely to stick with it right through the farm planning process.

They will find working as a group enjoyable and helpful, but only sharing and discussing much as they wish.

Subsequent reviews of plans on a regular basis will be much more effective because they will be familiar with the planning process involved.

PMP workshops will enable farmers to prepare a plan for their farms that contains the management of the farm that includes the natural resources, crops, pastures and livestock, and finances into an overall plan that achieves the farmers' objectives.

Reducing risks with respect to the weather, prices and costs will be a feature of the effective plan. So also will be the sustainability of the farm's soil, water and vegetation, and of course profits.

The hills and Fleurieu, environmental issues are very significant at the present time and probably always will be.

PMP provides a good opportunity for landowners to integrate protection of their environment with their productivity with the environment.

There are a number of problems on hills farms that will often lead landowners into considering their whole farm plan.

Examples are grazing management, efficient disposal on dairy farms, both of which can substantially increase the productivity of PMF.

PMP doesn't cost much because the taxpayer has already paid.

Additional photographs of the property, $70 for materials and manual, and time and effort is the total outlay.

I am happy to come to talk groups of landholders, Landcare groups, farmers or discuss groups more about the PMF workshops.

Ring me on (08) 391-0355.

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Legendary Pumps

Gorse eradication cont. from page 24

Gorse is speeded by seeds which are relatively large and not equipped for wind dispersal.

The heat of the sun burns the pods, ejecting seeds with considerable force.

Birds are also important in spreading seeds, and patches of gorse are often found under trees or posts where birds have perched.

Seed production is prolific and, in the vicinity of established gorse plants, the seed bank in the soil can be extremely high.

Fresh seedlings of which are hardy, have a high viability and up to 95% of 25 year old seed is still viable.

Even if all gorse seedlings are destroyed regularly, gorse will re-occur for many years and this is a major difficulty in achieving long-term control.

The steps in effective gorse control are to prevent seed production, to remove bushes, to control regeneration, and to establish desirable ground cover.

The Fleurieu and Mount Osmond Landcare Groups conduct an annual inspection and control program to reduce the incidence of gorse in the area.

The 1993-94 program is now in its early stages. Landholders should contact their local Landcare Groups or their local Landcare Officer for information.

For all your Printer's Phone 391-3858
Planning your property

MORE than 50 properties in the Upper SE were involved in property management planning programs and interest had been expressed from farmers in the Lower SE, the SE program officer Mr Tony Craddock said.

Mr Craddock, who is based at the SA Department of Primary Industries SE headquarters at Struan, said property planning management groups had been set up at Willobucka, Bordertown, Tintinara and Cooalbyin.

Interest had also been expressed from graziers and dairy producers in the Lower SE about setting up further groups.

Group members develop a business plan for their farm. The business plan covers the management of the farm's natural resources, the management of its farming enterprises and the farm's finances. It allows them to plan and assess improvements to their family business. The members use an aerial photograph of their farm to produce a land capability map. With soil and land maps, they produce an ideal layout of their property.

The participants are also taught how to prevent soil degradation and how to get the best out of the soil.

Mr Craddock coordinates the program and it is also addressed by other specialists within the SA Department of Primary Industries and from other organisations.

He said the participants gained a lot of information from discussing their plans with each other.

Most groups go through the program in about six to eight months.

Mr Craddock said the program's workshops could be fitted in with the meeting schedule of Agricultural Bureau branches and Landcare groups.

The program did not cater only to formal groups but a minimum of about eight people were needed to be involved for workshops to commence.

Meanwhile, an irrigation property management planning officer has been appointed to help local farmers who use irrigation.

Mr Steve Holden, who was formerly a regional Landcare officer, will work with groups involved in irrigation.

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Elders Real Estate
Padthaway
Farming

Management skills boost Booborowie farm profits

By Melanie Moore

Booborowie farmers Tom and Jo Bailey believe property management planning is enabling them to maximise the profitability of their Merino breeding and cropping enterprise.

The enthusiastic young couple claim the planning process has made them more business-like, giving them goals to strive for, giving them more confidence in dealing with bankers and accounants and given them more motivation to continue, particularly in tough times.

Tom said the couple had become involved in the PAP process after it shifted from a station at Tunta to the Booborowie district.

"I was frustrated that our paddocks had a mixture of arable and unarable land - when we were in crop we'd have bilumens, full of feed going to waste," Tom said.

In 1999, the pair started fencing off some arable and unarable areas, but wanted financial justification before they continued on a large scale.

Tom said the property management planning process gave them not only confidence to refine their property to land class, but gave them a new outlook on their farming business.

He said one of the initial projects undertaken was to develop gross margins and to analyse every paddock and enterprise on the property.

"From this we identified our strengths, weaknesses, and areas for improving our performance," he said.

"It has put a greater business perspective on running the farm - we want to make every dollar that we spend count for something," he said.

Jo said the couple took a stock tally of everything on the farm for the first time, including pastures, paddock histories, stock and plant inventories.

"We also looked at income, expenses, debt levels, and methods of finance," she said.

"We set about making short and long term goals, and working out how we could achieve them."

Tom said the first of their goals - the re-fencing program in their hills - was now completed.

"We split three high country paddocks into seven which we could prune more efficiently," he said.

"We can move sheep around to ensure we get a spring flush of clover and medics in some paddocks."

Tom said since they have changed their stock management, they have run extra sheep, are farming more country, and have reduced hand feeding considerably.

Wool prices have increased by 1 lb/year due to improved feed availability, improved breeding, and extra selling.

"Any re-fencing we've done has paid for itself within a year in improved stock returns," he said.

He said smaller areas of unarable land had been planted with nearly 2000 trees during the past five years as wind breaks, forests, and shade groups.

Cropping production has also increased, because more suitable land is being cropped.

Jo said the property plan has given them far greater confidence in dealing with banks, accountants and government departments, while making the farm more attractive to lending institutions.

"We have the facts and figures to argue with you," she said.

Jo said the property management planning process involves a lot of work in getting facts and figures together and drawing up plans.

"It was quite time consuming in the early stages, but it was well worth the effort."

Booborowie farmers Tom and Jo Bailey are staunch advocates of the property management planning process.

Crop diary

Melanie Moore

1.2 by 12 by 2000

It is unrealistic for Northern N to achieve the Australian Wheat grower's target of 3 by 2 by 2000, according to district agronomist Rich Richard says the average grower in Loxton is about 180 calculated yield potential for the 1.2 tonneha.

"Our wheat prices are generally more than average, and in some cases up to 50 per cent above the base," Richard said.

Realistically the 12 by 2000 program should be targeted at our wheat, with the returns to be very rewarding."

N600 trials

Farmers involved in the N600 have been encouraged to conduct trials or entries to determine the effects of fertilizer on crop yield and primary industries SA Clare area agronomist Tony Kernan said would form a basis for field day trials.

The trials would be harvested as results will then be collated by Prim SA staff. Loxton area N600 trials have been an outstanding success, with farmers using several fertilizers, and farmers are about to introduce new products they have to come in from the south.

Landcare conference

The 1994 SA Landcare Conference will be held at Naracoorte on July 19-21.

Hart Field Day

Plants are underway for this year's field day, which will be held on September 26. This popular event is organized by the SA Clare office of the Naracoorte Soil Conservation Group. Each year the field day, which offers an opportunity to see many trials, attracts about 4000 people.

Tree Fest 1995

A feast of vegetation and revegetation promised by organizers of Tree Fest 1995 to be held in the hills on March 11, April 4 and Primary industries SA agronomist Tony Kernan said we would make every day count. The event aims to provide opportunities for those interested in soil conservation, private as well as state and local government and community organizations.

FARM TREE PLANTING

by David Heinjus

Topics include: Preliminary Planning; Project Establishment Techniques; Maintaining Monitor; Monitoring; Soil Stability; Construction Use of trees; Commercial Products; Amer-enting and Wildlife.

FARM TREE PLANTING

by David Heinjus

FARM TREE PLANTING

by David Heinjus

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The Stock Journal Fold
Trialling fertiliser placement

SARDI technical officers Michael Stevens and Andrew Parkinson (left) were photographed reassessing fertiliser placement experiments near Blyth recently.

The experiment, managed by research engineer Rohan Rainbow, is part of a three-year Grains Research and Development Corporation and Hi-Fert funded project.

More than 23 plots make up the trial, looking at application rates and different placement of nitrogen and phosphorus. Rohan says while the experiment is very much preliminary research, it has already shown big improvements in nitrogen use efficiency when urea is drilled prior to sowing or sown down the seed.

As yet, the benefits of deep phosphate application and the rates of nitrogen to pre sow or deep band have not been determined. The experiment comprises two sites - one on sandy, one on sand.

Rohan says the top yielding plots at Blyth yielded over 38 tonnes/ha, which is an incredible yield for such a dry season. "It just goes to show what effective use of high fertiliser rates and the right placement can do."

Rohan says he believes farmers should apply all fertiliser needs of the crop, at or just prior to sowing. Any potash applications should be determined by rainfall later in the season.

Mallee property plan program gathers pace

Mallee farmers interested in participating in a property management planning workshop in 1995 are encouraged to contact John Squires at Loxton.

John said the property management planning program in the northern and southern Mallee had really gathered pace this year.

"In 1994 I have worked with four groups, all who will complete the workshop program in early 1995," he said.

"In 1995 I will be working with new groups at Palmer, Karoonda, and Lameroo."

There has also been some expression of interest for groups in the Copley, Seaton-Cambrai, Loxton, and Brown's Well areas.

John said the workshops examined a number of areas of the farm business which could have important implications on farm future and profitability.

"After the current situation is assessed, realistic plans can be formulated for the future," he said.

Some of the topics examined in the workshops are:

- Introduction to gross margins, including drawing up of a gross margin for farmer paddocks;
- Reviewing the fundamentals of rotations and cropping systems;
- Analysing the performance (profit, loss, equity, return to capital) of the overall business over the last production year;
- Identifying and using tools for assessing the performance of current enterprises and determining what changes might be considered;
- Evaluating alternative enterprises;
- Setting realistic goals for the people involved in the business.

- Examining issues of business structure and succession planning which can have significant implications on the business's future;
- Developing plans for the farm, which will work towards sustained utilisation of soils and vegetation;
- Assessing some of the risks that face the farm business (climatic, production, financial) and developing appropriate skills to better manage each situation.

John said group workshops were held at a convenient local venue, at a time suited to the group and facilitator.

John said the cost of workshops was $70, with another $150 required for an aerial photograph of your property.

For details contact John Squires, Loxton (093) 80947.
Ted and Janette Ridgway, Wolseley, in the Upper South-East, who became involved in the property management planning workshops through the Bordertown Landcare Group: “We came to realise that the process of planning and learning is never-ending.”

Farming couples give new skills ‘thumbs up’

Property management planning is beginning to have an impact across the state, with farmers beginning to realise the potential benefits that exposure to the program can produce.

In less than two years, the state-wide property management planning service has worked with the families of almost 1000 properties and by 1996 it is set to have involved 12 percent of the state’s farmland in the program.

And above all it seems to be making property owners think a little bit more about what they are doing.

“The skills we learned, the information we were exposed to, and the contacts we made have stimulated us to seek out more information and to further analyse and plan what we are doing,” Ted Ridgeway said.

Ted and Janette Ridgway, of Wolseley, in the Upper South-East became involved in the property management planning workshops through the Bordertown Landcare Group.

“Our farm was used as a case study property for the land capability mapping and layout planning sections of the workshop program,” Mr Ridgeway said.

“The group ended up meeting in our family room for most of the workshops,” he said.

“We came to realise that the process of planning and learning is never-ending, but necessary to cope with the changing agricultural environment we operate in.”

Andrew and Tracie Heinrich, from Parndana, on Kangaroo Island, heard about the Property Management Planning workshops while at a contour bank field day where they saw a series of maps produced by other KI farmers at a Property Management Planning course held on the Island.

“After talking to other farmers about the property management planning workshops we got the local PISA soils officer to put us on the list for the next course,” Mr Heinrich said.

“We got some good ideas on layout and fencing changes for our property,” he said.

“It was valuable to hear about how other farmers had set-up their family business structures. We also enjoyed the farm visits and being able to look at other farms and discuss problems and ideas.

“It gave us a chance to sit down and work together on plans for our farm and made us discuss things about the farm we wouldn’t normally have discussed,” Mr Heinrich said.
Back to basics for BankSA managers

By Jason Gale

Scratching around in the dirt to identify soil types is not something one normally associates with bank managers.

But, about 11 BankSA managers in the Lower South-East last week defied convention by participating in a one-day Property Management Planning workshop at Struan House, near Naracoorte.

The workshops aimed to familiarise bank managers with the PMP concept so that they could promote the scheme to their farmer-clients.

"Participants, who came from Bordertown and Keith in the north to Mt Gambier in the south, thought it was one of the best courses they had been to," Mt Gambier BankSA branch manager, Barry Griffith, said.

"It covered everything from soil testing through to irrigation. It was most enlightening."

BankSA rural economist, Trudy Huecko, said becoming involved in PMP was a good example of the bank's willingness to deepen its understanding of its rural clients.

"Property Management Planning is helping to break down the barriers between farmers and banks by helping farmers develop a whole-farm plan to present to their bank," Trudy said.

"These plans are a big benefit to banks because much of our work is already done."

"The farmers have set their goals and analysed their businesses, identifying strengths and weaknesses.

"These farmers are a step ahead when approaching the bank and are, therefore, in a good bargaining position to negotiate loans.

"The branch manager knows that the farm manager is on top of his or her business, enabling both parties to negotiate any risk margin.

"Property Management Planning, therefore, provides a win-win situation for all involved."

Last week's workshop reaffirmed the bank's support of the PMP scheme, provided by Primary Industries SA.

It follows an undertaking last year by the bank's chief manager of rural banking, Darriel Hutchinson, that the bank will promote PMP workshops through rural branches; provide facilities to conduct workshops where needed; and ensure senior staff are available to provide financial expertise at workshops.

"The bank believes PMP, with its emphasis on comprehensive business and property resource management planning, can provide major long-term benefits for farm business," Darriel said.

"PMP can provide direction through the development of clear and focused goals, enabling farmers to take control of their business, optimising the use of all available resources and managing their risks."

On the job last week were BankSA's Mt Gambier-based business development manager (South-East and Western District) Barry Griffith; Primary Industries SA's Tony Craddock; and BankSA's Mt Gambier-based commercial accounts manager Roger Babolka.

Stock Journal
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Farm management planning principles ‘the same all over’

By Melanie Kitschke

Property management planning is equally useful in the rangelands as it is in the high rainfall agricultural areas.

That was the message from Primary Industries SA property management planning officer, Paul Erkelens, at the 1995 Community Landcare Conference.

“While some of the issues and planning methods are different, the fundamentals of successful property and business management are the same everywhere,” Paul said.

He said property management planning had been taken up by both corporate and family owned-operated pastoral properties.

Birdsville graziers David and Nell Brook, and their six children, are currently working with Paul to develop property management plans for their northeast SA property, Cordillo Downs.

Speaking at the Landcare conference, their eldest daughter, Dalene, 19, said the property management planning process had really opened up the lines of communication within the family.

“We all met in Adelaide, and one of the first tasks was to, individually, write down our goals or visions for the property,” Dalene said.

“We then came back and swapped our notes, to see what each other had written,” she said.

“This was very worthwhile. It was obvious everyone looked at the property from a different angle and each had skills to contribute,” Dalene said.

David Brook said property management planning was giving his family an opportunity to look at each of the issues that impacted on property management and business practical solutions.

David said grazing management, further property infrastructure development and herd productivity were integral parts of their property management plan.

“There are also some less obvious land use issues of vital concern to us that property management planning can be useful in helping us deal with,” he said.

“I like most pastoralists, we have a keen interest in the on-farm conservation of our native flora and fauna.

“Despite misconceptions, there is a rich diversity of plants, birds, and other animals which have adapted to the harsh environment.”

David said a number of surveys of the native flora and fauna were being carried out on Cordillo Downs.

“Our main concern is to get a better understanding of the things that are here, what’s happening to them and how we need to manage them,” he said.

“Property management planning is a useful means of gathering together information that already exists, as well as identifying new know-how that could do with further investigation.”

Feral animals and plants are also a problem on Cordillo Downs.

Areas of concern would be mapped as part of the property management plan, to be used as a basis for developing control programs.

“Used in conjunction with other parts of our plan, we’ll also be better able to identify potential problems before they occur,” David said.

S Kidman and Co’s landcare manager, Greg Campbell, said property management plans had been completed for two of the Kidman properties, Innamincka and Macumba.

“We are planning to complete plans for all our sheep and cattle properties throughout Australia,” he said.

“It not only provides us with a cohesive direction, but helps explain any change in direction to shareholders.”

Greg said through the PMP process, the natural resources of the pastoral lease were mapped, so different soil and vegetation types were obvious.

“This enables better planning of new improvements and management practices,” he said.

“We also analyse historical rainfall and flood records and match this with the land type information to get a better idea of the production potential for the lease.”

“We have also analysed existing hard and production figures to get an idea of the branding marking rate, boser-ewe death rates, wool cut and quality, turn-off rates, and the general productivity of the lease as it stands. Ways of improving this are being explored.”

Greg said the PMP process also analysed financial performance so that comparisons could be made between leases, and over time, see whether or not gains were being made as a result of PMP.

“Overall, the aim is to develop clear plans with objectives and tasks so that priority issues can be addressed, and the properties be developed to be more productive, easier and safer to run, and to employ sustainable land management practices.”

Getting started on a farm plan

Once you have decided on a farm plan, your property management plan will be of benefit to your family, property, and business, there are a number of ways you can go about getting one.

Paul Erkelens is the Primary Industries SA property management planning officer based at Pt Augusta.

His role is to encourage and assist northern pastoralists develop their own property management plans, primarily through the group workshops program.

This series of six workshops is designed to exchange thoughts and managers through a simple planning process in a relaxed environment.

The workshops are: setting direction, natural resources and property layout, human resources and business position, enterprise evaluation; enterprise planning, and business position.

Throughout these workshops, participants will gradually develop their own property management plan, learning new skills as you go along, and sharing knowledge, ideas, and experience with people from other properties in your district.

While this interaction between group members is over, and benefits everyone, the process and workshops have been structured so that your plans can remain as confidential as you wish.

The logistics and timing of the workshops are tailored to meet the special needs of outback clients.

For example, the Ma-

ree Southern Birdsville Track group meet on weekends at each other’s properties. This not only encourages involvement from all partners in the business, but also provides a good opportunity for families to socialise before, during, and after the workshop session.

For details, contact Paul Erkelens (08) 485172.

Property management planning officer Paul Erkelens, David and Dalene Brook, Birdsville, Queensland, and S Kidman and Co landcare manager Greg Campbell.
Reaping rewards grows more easy

By COLIN FREARSON

A quiet revolution is occurring in the countryside where farmers are being taught to think like their city-based business cousins.

After crippling droughts, two in just over 10 years, falling rural prices and sky-high interest rates, farmers are being shown how to improve the business management of their properties in a pioneering program run by Primary Industries South Australia.

The move could help to reduce crucial financing costs for the rural sector.

"In the past, farmers have been quite reactive to external influences," the program manager of the department's Property Management Planning program, Mr David Heijnis, said.

"What we are trying to do is encourage farmers to be more proactive and seize opportunities when they come up.

In less than two years, families from almost 1000 SA properties have taken part in the course. A national task force has set a target of exposing 20 per cent of the nation's farmers to the course by 2006.

"We are ahead of target," said Mr Heijnis.

By the end of 1996, PISA had set a target of 12 per cent of the State's 16,000 dry-land farmers, but Mr Heijnis said it would probably be closer to 15 per cent.

A key part of the program was developing a business plan for the farm.

"We look at each enterprise and see how they are performing. We do not want to come up with a business plan that would degrade the farmers' natural resources.

It involved a total farm management process that integrated personal goals with enterprise production, economics, marketing and natural resource management.

And Mr Robert Tilley, a fifth-generation farmer on a property just outside Kapunda, said yesterday the program had "sharpened up" his approach to farming.

He and wife Danielle started the course last year and have already changed some of their plans for their 90ha property on which they run cattle, lamb and grain, wheat, oats, barley, lupins, peas, beans and canola.

Asian market

"It has turned farming from being a hobby into being a business," he said.

They have decided to expand their herd of cattle from about 100 breeders to a feedlot, a policy of 450 head and try to break into the Asian meat market.

"We will be looking at value adding to meat," he said.

The Tilleys are looking at growing all their own feed under a three-year plan.

Mr Tilley has also devised a new fencing pattern to get the most out of his land and minimise soil erosion.

"It is probably the biggest thing that I wanted out of it," he said.

PISA says its program is the most extensive in the nation, has covered proportionally more farmers than other States and is being used as a blueprint for property management planning workshops.

The program was a State-Federal Government partnership, and was costing about $1 million a year to run.

The idea was to build a business that was "economically and environmentally stable".

"If someone has a business plan he is going to be better equipped to cope with drought, market fluctuations and interest rates," he said.

"What you do in one part of the business has implications to every other part.

That is why you have to look at the whole farm.

And farmers are finding that a business plan may mean they have to lower interest rates on loans.

The rural economist with BankSA, Mr Trudy Hughson, said the program helped break down barriers between farmers and banks.

"A business plan is a big benefit to banks because much of the work is already done, farmers have set goals and branch managers know that farmers are on top of their business, enabling them to reduce any risk margin placed on accounts," she said.

Mr Tilley foresees that farmers who have completed the program will be more attractive to banks.

"I would imagine in a couple of years, bankers will stipulate it."
By Rachel Robertson

The Federal Government has pledged $18 million over three years to help farmers adjust and land management projects across the Eyre Peninsula.

The funding, under the Rural Partnership program, was announced by the Prime Minister, Paul Keating, during his visit to Wudinna on Tuesday.

Mr. Collins said the Task Force was formed to develop a strategic approach to economic, social and natural resources management issues.

"The report has identified the key issues of the Eyre Peninsula region in detail, allowing governments to respond in the most practical way," Mr. Collins said.

"Commonwealth and South Australian Governments are agreed on the need for adjustment concerning natural resource management measures including research, information provision, planning and improved management practices in the region."

State Primary Industries Minister Dale Baier said the Federal funding would be augmented by a State contribution of $1 million this year and further funding would be sought as the program progressed.

Mr. Baier said the Eyre Peninsula was well placed to make the most of the financial package given the likelihood of an average or above average season.

Land management report released

Australian farmers are facing economic and social challenges from changing factors including land property management and the need to meet the increased demands on land.

The Land Management Planning Committee, established by the Prime Minister, Paul Keating, in November last year, was responsible for the report during his visit to Lock.

Mr. Keating met with representatives from the Lock landholders and had already adopted property management guidelines following the completion of a related series of workshops.

The report noted a significant demand for workshops and information night meetings for farmers and landholders.

Prime Minister's visit to Lock, Wudinna

Face to face talk positive

By Rachel Robertson

Lock farmers were given the rare opportunity to discuss their issues with the Prime Minister, Paul Keating, on Tuesday.

The meeting, on Tuesday, 17th June, was held at the meeting with the Prime Minister, Lock Agriculture Management Planning Committee members were given the opportunity to voice their concerns regarding the current issues facing the Lock region.

Mr. Foster said the Prime Minister, Paul Keating, gave him a genuine interest and a free flowing discussion about farming.

The Prime Minister also spent time looking at the farming area and listening to the farmers who were present.

"Weather patterns and forces are changing, increasing costs and new technology is coming out that farmers need to be aware of," Mr. Foster said.

Farmers are starting to use digital technology and are also looking at research and research is being adapted.

"While talking with Mr. Keating, I was able to voice my concerns about climate change and the need to start farming smarter," Mr. Foster said.

The drought last year made the Federal Government sit up and take notice of the need to be involved with positive aspects of the drought.

"Lock was the toughest drought and white farmers were making a good income each week. Farmers had to tough it out and I'm feeling despondent.

"Lock farmers that are still farming after the drought are the best farmers and it's a pleasure to see a real go of it."

Ms. Foster said during the eight months he had been involved with the Lock Property Management Planning Group, he had developed strong goals tasks that he had provided him with a positive attitude towards farming.

"There is a group of farmers who have always been involved in Lock farming, it's a group that is always moving forward and we need to keep working together.

"There is a group of farmers who have always been involved in Lock farming, it's a group that is always moving forward and we need to keep working together."

Lessons learnt

From Page 1

Mr. Keating said making farming land more productive was an opportunity to learn lessons from previous droughts.

"There are many lessons that can be learned from previous droughts, such as the importance of being prepared," Mr. Keating said.

"Droughts are very difficult and farmers need to be prepared to cope with the challenges they may face."

"It is important to ensure that farmers are able to maintain their land and their livelihoods during drought, and if necessary, to seek assistance from other sources."
Waxflower industry group mooted

Growers from the South East, Adelaide Hills, Riverland, midnorth and local regions attended the meeting, which featured speakers from the interstate waxflower industries and floriculture companies.

Brenton Zurbrinich, a grower from Port Augusta, said he found Philip Watkins from Sunglow Flowers WA particularly helpful as he discussed the different "breeds" of waxflowers being propagated.

"We have very alkaline soils and it was helpful to know there are breeds of waxflowers that can handle that. Waxflowers are used as a "filler" in floral arrangements, and currently Australia exports them to Japan, Israel, Indonesia and the US."

Property management planning officer Simon Read (left), Bowman Manser director Trevor Gilbert, Bow Hill farmer Ross Hermann and Lower South East councillor Valerie Monaghan were among about 60 people who took part in the "Big Deals, Big Wheels, Where to now?" seminar, held in Murray Bridge.

Farmers learn how to manage cash flow effectively at seminar

Following Australia's recent big harvest season, a financial planning seminar was held in Murray Bridge to help farmers effectively manage their cash flow situation.

Called "Big Deals, Big Wheels, Where to now?", the seminar dealt with a range of issues from goal setting to farm investment.

About 60 farmers from the Murraylands region attended the seminar, held in the Local Government Centre in Murray Bridge, on March 7.

Professional advisors, bankers, accountants and financial planners were among a list of guest speakers at the seminar, which visited Murray Bridge as part of a eight-seminar series across the State.

A workshop gave the group an opportunity to put into practice some of the information given in the morning presentations.

Property management planning officer Simon Read said the response from the Murraylands region was excellent, especially considering it was the first time the seminar, held in conjunction with TAFE, Rural Counselling and the Australian Farm Management Society, had been run.

Rural succession planning forum at Mannum

Misinformation within the local area on rural-succession planning has caused Murraylands rural councillor Rick Henke to facilitate an independent seminar on the issue.

"Most rural people do not appreciate that given the current government policies all producers should have their transfer of the farm retirement planning, family trusts for farmers, Stamp Duty exemptions and planning for a pension."

"I often see families struggling to access information and I believe that this is the first time that all the areas of succession planning have been brought together," Mr Henke said.

The three-hour program starts at 7am.
What is Property Management Planning?

To manage their farm business well, producers need a wide range of skills and knowledge, although it is not necessary for them to be expert in all areas or to spend an inordinate amount of time in planning. Property management planning helps producers develop the skills and knowledge necessary to appropriate information or advice. This requires effective links to be established between farm businesses and the different sources of information and advice.

In short, PMP is an ongoing, voluntary process for the total management of a farm business. It helps farming families to identify goals, in conjunction with the information and advice they need for long-term planning. It can assist producers to improve their profitability and achieve more sustainable natural resource use.

The outcome of the PMP process is not a static plan, but an integrated and ongoing approach for managing the business in the short, medium, and long term. Active involvement in the process by all producers in the farm industry is just as important as the production of written plans. As part of a national strategy, each State and Territory has progressively developed its own PMP campaign based around workshops.

South Australia and Tasmania provide introductory workshops over a period of several months in which the full scope of PMP is covered. The other States provide specific courses relative to aspects of PMP from which producers can pick and choose. The Land Management Task Force found the two approaches complimentary and has combined them in its own preferred model to provide workshops and introductory workshops followed by advanced courses for individuals or groups.

This "active" learning approach involves producers using their own properties as case studies, and allows them to exchange information and compare experiences with other producers.

PMP, on a whole systems analysis of the farm business, taking into account personal goals, provides an alternative framework to traditional planning approaches which may not pay adequate attention to the management of change and risk.

An integrated approach can expose strengths and weaknesses in the business that might otherwise have been missed. It can also assist the articulation of personal or family objectives, including the succession of the farm business, and result in bottom-line profitability.

Improved profitability may arise from, for example, the development of new or more efficient relationships with financial institutions resulting in savings in financing costs, and a better framework for making longer term investment decisions aimed at sustaining natural resources.

INTRODUCTORY PMP WORKSHOPS

The Land Management Task Force's preferred model for PMP introductory workshops involves small groups of farming families. Workshops lead to the development of an initial business plan consisting of a report and a set of maps. The workshops assist families to develop their plans in a structured manner: they improve communication between family members and provide direction to the business. The planning process can also assist communication with bank managers and accountants.

In each group, key elements of the workshops include:

- personal, family and business goal setting;
- natural resource stocktake and alignment of farm practices with natural resource capabilities and environmental values;
- human resource stocktake and skill development needs analysis; business structure (including training needs); quality assurance and marketing; production systems planning and management;
- enterprise evaluation, planning and performance monitoring; risk management, including preparing for and managing drought;
- financial planning, budgeting and control;
- record keeping and information management; business plan preparation which integrates financial, natural resources (including nature conservation), human resource, capital and enterprise plans; and linkage of property management planning to broader issues affecting the industries, catchments, regions and the agricultural sector.

More information

The full report of the Land Management Task Force can be purchased for $59.99 plus postage through the Department of Primary Industries and Energy's Shopfront on 1800 026 222.

Additional details about PMP groups in your area can be obtained through DPIE's Countrylink on 1800 026 222.
PMP in SA

The potential benefits from PMP will only accrue through regular site visits in day-to-day decision-making both on farm and in the processor's dealings with the various stakeholders. Effective PMP will enable producers to review, assess and modify their operations as new circumstances demand.

Many producers who have completed the introductory PMP workshops continue improving their management skills and further develop their planning process.

This could be through both group and individual activities to expand the information collected in the introductory workshops and to engage in other learning activities that may have been identified by the producers during and after these workshops.

Moreover, the Task Force found that it is important to maintain a strong culture of adult education and continuing professional development be established in our rural communities. Maintaining group activities beyond the introductory workshops is most important.

In addition, the supplies of educational services, such as TAFEs, agricultural colleges and universities, should provide courses which meet the needs of farming families and enable them to respond to PMP's recommendations.

Some States currently provide specialised training courses or workshops that meet some of the learning needs, but there is also a need for better targeting of follow-up courses and the establishment of a more generalised educational institutions.

Record keeping, a key component of PMP will be fundamental in effective planning over a period of years, and the implementation of this benchmarking, can provide not only information on farm performance but also ideas and approaches to better than performance.

BeyonD THE INTroDUCToRY PMP WORKSHOPS

PMP can help you

Purpose: PMP is a planning tool designed to improve the effectiveness of management and decision-making to help farmers and processors achieve their business objectives.

Advantages: PMP helps farmers and processors to:
- identify strengths and weaknesses
- set goals and objectives
- prioritise actions
- develop strategies
- monitor progress

Application: PMP can be applied to any agriculture or business operation, from farm level to regional or national level.

Benefits:
- Improved decision-making
- Increased profitability
- Better resource management
- Improved customer service
- Reduced risk

Resources:
- PMP workshops
- PMP training courses
- PMP software

Implementation:
- Establish a planning committee
- Identify key issues and objectives
- Develop action plans
- Monitor and review progress

Conclusion: PMP is a powerful tool that can help farmers and processors achieve their business goals and objectives.

WHAT PRODUCERS THINK ABOUT PMP?

Producers who have participated in the PMP program say it has had a positive impact on their businesses.

One producer said, "The PMP program helped me to identify areas for improvement and develop strategies to address them. I have seen a significant improvement in my business since participating." Another said, "The program has given me the tools to plan for the future and anticipate challenges, which has helped me to make more informed decisions." Many others have also reported increased efficiency, better resource management, and improved profitability.

In summary, the PMP program has been highly regarded by participating farmers, with many reporting significant benefits to their businesses.

Demand for PMP

There has been heightened interest among community and industry groups in obtaining financial and material assistance from State agencies to provide PMP courses.

In particular, several groups have expressed interest in obtaining PMP workshops from within their State, including farmers associations, local councils, and rural extension services.

Prime Minister Paul Keating with Ayrshire Farmer David Whitaker (picture courtesy of Port Lincoln Times).

PMP: Leaders and facilitators

The involvement of producers is advocated in PMP and it is important to ensure that the process is user-friendly. To ensure an effective participation, it is essential to increase participation.

Government agencies also have a central role to play in promoting PMP and arranging workshops. Overall, the level of producer participation should be boosted by increasing the number of facilitators and, hence, the availability of workshops.

In order to enhance local ownership of the process, the Task Force proposed that local producers, industry or community groups be able to organise PMP workshops under the auspices of State agencies.

An example of this arrangement is the Taroom Shire Landcare Association in Queensland which has organised a number of PMP workshops directly from the National Landcare Program.

The Rural Landcare Program which funds the activities of rural landcare groups by community groups provides a similar model for the management and funding of PMP facilitators.

The success of the PMP campaign is dependent on maintaining a high level of participation. Facilitators play an important role in relation to these aspects. The Task Force recommended that PMP has emphasised the need for facilitators to be properly trained.

Commonwealth Department of Primary Industries and Energy

To purchase a copy of the Task Force's full report, Managing for the Future, please phone 08 026 222.

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Appendix 9. Early issue of “Planning Links” – PMP newsletter to PISA staff

(Adelaide Hills, Fleurieu & KI edition)
July is the start of another financial year. It is also the time when most of our groups around the State will re-commence workshops. This follows a very good break to the season and hopefully a problem-free seeding.

The seeding break has been useful for the PMP team. It has allowed a break from workshop organising and delivery. A catch-up of paperwork, filing, budgets and holidays has been possible.

Staff Movements
Tony Craddock recently took up a position as District Agronomist at Nuriootpa, and we wish him all the best. This marks the end of a successful time for him at Naracoorte. There has been a great deal of activity in the South East as a direct result of Tony’s efforts. Chris Scheid (former livestock officer) has been appointed to this postion, and we welcome him to the team.

Peter Wilmott has taken up the position of Agronomist/PMP officer at Kangaroo Island. Peter previously worked in the Farm Chemicals branch in Adelaide.

Tractor Logbook
The Tractor Logbook was recently reprinted. This follows a sell-out of the original version. The new revised version has been selling well at $15.00. The Logbook is a valuable base data source for paddock management systems.

The canvas Farmbag, manufactured by Jo Bailey of Booborowie, has also been selling well. At $20.00, it is a good way of protecting the Tractor Logbook out in the paddock.

Both items are available through PISA offices, from PMP staff, or through the Stock Journal.

Prime Minister’s Task Force
What is it you may well ask? It is a group formed by the Prime Minister’s office to improve the adoption and success of PMP across Australia. The group will review the way each State handles property management planning and recommend the “best recipe” to the Prime Minister.

The South Australian program was reviewed in May. It was highly rated, receiving good comments from Task Force members.

Spreading the word
A two day training session for clergy was held at Coomandook in early March. The aim was to inform clergy about programs on offer in their rural congregations. It also helped clergy determine ways in which they might have input into the PMP program eg. referral, presenting sessions, workshop support. The feedback has been very positive.

Around the traps
“I’ve learnt to listen because opportunity sometimes knocks very softly”

“I’ve learnt that many a wise word is spoken through false teeth.”

Pita Alexander, Farm Accountant NZ

Links With The AFMS
Links between PMP and the Australian Farm Management Society have been strengthened. “Making Plans”, a one page newsletter about PMP, is now a regular insert into the AFMS magazine "Grow”.

In addition, David Heinjus has begun a term on the AFMS executive.

This link will give more farmers access to the excellent material in "Grow" and the AFMS seminars. It also offers PMP the ability to expand it’s current client base.
PROPERTY MANAGEMENT PLANNING
IRRIGATION

Property Management Planning for irrigation farmers is up and running in South Australia. The main difference between the irrigation program and the dryland program (besides obvious differences in enterprise evaluation) is that we include some workshops on irrigation management.

In the central region of the state, I have groups operating in the Southern Valleys, Langhorne Creek, Adelaide Hills and the Barossa Valley. If you know of a group of irrigators that may be interested in PMP or if you have a message you would like to extend to a group of keen horticulturists (mainly viticulturalists), please contact me.

Property Management Planning for irrigation groups has also started in the Riverland and the South East. Louise Aujard and Steve Holden are the PMP officers to contact if you would like to be involved with irrigator groups in those areas.

Susan Sweeney
Property Management Planning - Irrigation
Lenswood Centre

PMP NEWS FROM KANGAROO ISLAND

Property Management Planning on Kangaroo Island is going ahead in leaps and bounds following the appointment of Peter Willmott earlier this year. He is in the ideal position of being both the District Agronomist and the Property Management Planning Officer,... able to blend the importance of Property Management Planning with his agronomic specialities, and pronouncing improved pasture production and crop yields as a result of a polished Property Management Plan. (Also able to leap tall buildings in a single bound).

A new group has started at Penneshaw, and Peter is assisting Richard Williams with two groups which have almost finished the workshop series.

Many of the landholders on KI have some form of property plan in their heads, some on paper. Most farms also have aerial photos, and have been using these to plan stock movements.

Many comments received about PMP on the island refer to the usefulness of the course in providing a logical format within which to organise the many thoughts and plans for their farms, and consequently develop strategies to implement their plans.

PMP NEWS FROM THE HILLS

The two Harrogate groups (Graziers and Dairy) wound up their Programs with successful on-farm presentation/evaluation workshops in May. The Grazier group will continue with property management activities in their Landcare Group (incl. development budgeting, grazing management, time management), and the Dairy group is to keep together as a Dairy Discussion Group under the guidance of John Thriffell (Dairy Adviser).

Another group that has finished, at least for the time being, is Mt.Compass Dairy. They only did the physical planning part of the Program, which is not fulfilling one of the basic aims of the PMP program - the integration of natural resource conservation with productivity into a complete plan. However perhaps they may come back for the rest at a later date.

The other groups in progress are: Parndana, Kingscote, Spring Valley, Williamstown, Rockleigh, Tungkillo and Meadows.

Five of those groups are nearing completion which will leave space for other starters. I'm willing to come and talk to any audience about the Program - I addressed Parawa Agric. Bureau recently and a new group may start there.

We are giving the Southern Central branches of Bank SA a "training" seminar on PMP on 16th August at Victor Harbour. Bank SA (and others) are enthusiastic about their clients developing better plans for their properties.

Thanks to all of you who are giving the PMP Program in the Hills your ongoing support.

Richard Williams
Property Management Planning Officer, Hills Districts
Appendix 10. "P9" – insert to PISA’s Northern Regional Office newsletter “Across the Myalls”.

by Property Management Planning Officer P Erkelenz
WELCOME TO P9!

Has Erkelenz been finally kicked out of "Across the Myalls" or has he a secret fetish for corny titles and coloured paper? Sorry folks; no (neither are secrets)!

P9 is a result of comments and feedback I've had from a number of Property Management Planning (PMP) clients and "Across the Myalls" readers over the last three years. What I've been hearing is that people like a range of stuff, prefer articles to be brief and like a bit of humour now and then. The idea of a separate attachment such as this came up at a PMP group meeting. Gordon Litchfield suggested that I should put together some sort of regular circular, to keep them up to date with training opportunities related to PMP.

Therefore the primary aim of P9 is to provide informative and challenging reading on business management to those of you in the pastoral community who are currently, or have been previously, involved in the PMP workshop program. It's also for those of you who might be curious as to what we do in Property Management Planning.

Each edition will be comprised of a mixture of regular and feature items. Regular items planned include:

**Group Diary** - what the various PMP groups in the pastoral areas are up to. When and where they're meeting and what they're doing.

**"Reasons for Not Formally Planning"** - the epic series continues! Will appear everytime I hear a new reason for not doing PMP!

"The Toolbox" - simple practical business management tools that you can use to assist your decision making.

**Meetings/Courses/Training Opportunities** - alerting you to interesting and relevant opportunities that you may not otherwise hear about.

"Ne'er a Truer Word!" - Business oriented quotes that I've picked up on my travels, that are often humorous and contain more than an element of truth! Be careful what you say; it may end up here!

Review - sometimes I run into books, other publications etc. that may be quite useful to you. Wherever possible, I'll try and summarise what they're about and how it may be useful to your business.

As with this edition, P9 will be "piggy-backed" onto each edition of "Across the Myalls". It is hole-punched, so PMP clients can stick it straight into their PMP folders. Each edition will normally cover only two printed pages and certainly no more than three.

Any comments, suggestions, requests etc. on content or format will be happily received!

"NE'ER A TRUE WORD!"

"Computers are the biggest time wasters on farms since the invention of the welder!"  
tongue in cheek (?) comment by a farmer at the 1996 State Landcare conference, Renmark.
**THE TOOLBOX**

Partial Budgets

A partial budget is a tool which allows you to quickly work out the net change to profit as a result of a proposed change. It is particularly useful in assessing the financial impact of a change in management practice or perhaps an additional enterprise (e.g., running a few cattle in lieu of some of the sheep).

To calculate a partial budget you simply:

- **add** any new income that will result from the change
- **add** any costs saved as a result from the change
- **subtract** any income forgone as a result of the change
- **subtract** any new costs that will be incurred as a result of the change

Where the resulting net figure is positive (i.e., the gains exceed the losses) then it is economically worthwhile to make the change. Note that the impact of the change on capital requirements (i.e., do we need extra/less equipment as a result of the proposed change) need to also be considered.

Partial budgets are the classic "back of the matchbox" tool as only items that will alter due to the proposed change are included.

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**Group Update**

Flinders Pastoral
Next meeting: Enterprise Planning, 14/2/97 at Hawker. Will most likely be focussing on arid zone horticulture and marketing for small tourism enterprises.

Eastern Districts Pastoral
Next Meeting: Business Planning and Rainfall Variability, 20/2/97 at "Princess Royal", Burra. Guest speakers will include Richard Brownrigg

Quorn
Next Meeting: Enterprise Evaluation (cropping and livestock), 25/2/96 at Quorn Bowls Club.

North East Pastoral
Next Meeting: Enterprise Planning, Late February '97, venue to be confirmed. Looking to do a session on wool marketing and price risk management.

Marl - Oodnadatta
Next Meeting: Natural Resources and Property Layout, 17 - 18/3/97 at "Teyon" Station. Out in the paddock one day, into the maps the next!

Marree - Southern Birdsville Track
Completed core program in May 1996. Annual review meeting planned for May '97.
Situations clockwise from top left:
Eastern District Pastoral Group looking at land systems and land condition.
Soil pit inspection by the Meadows Dairy Group at Bull Creek, Natural Resource Stocklake.
Bank-SA Managers Workshop '95.
The Williamstown/Lyndoch PMP group considering wine grapes as an alternative enterprise at Eden Valley, Enterprise Blending Farm visit.