

- 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 stocktakes, 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

Re-establishment Support

The Re-establishment Program provides support to primary producers who wish to leave their farm due to a lack of potential long term profitability.

Benefits

- Ability to exit the farm while finances are in order
- Financial assistance to re-establish during your post farming period

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 / Wanilla 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 sentiments 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

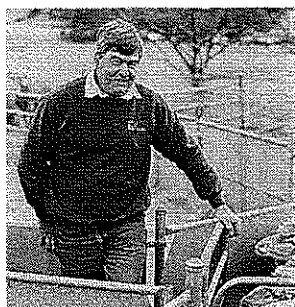
The drive and determination I need to succeed in a world championship team has stayed with me since my childhood on EP. The Region and its people gave me the basic values that I take throughout the world representing Australia.

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, Minnipa 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



Cover: Wirrulla Silos

HIGHLY

CALCAREOUS
SANDY LOAM

Farming to Land
Capability

WHEATON FAMILY ~ STREAKY BAY

Introduction

Phil and Jan Wheaton farm with Phil's parents, Ian & Elaine, 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 Scafe Bay area about 30km south of Streaky Bay. The total area farmed is 9,310ha, of which 1,820ha is leased, and about 43% is arable.

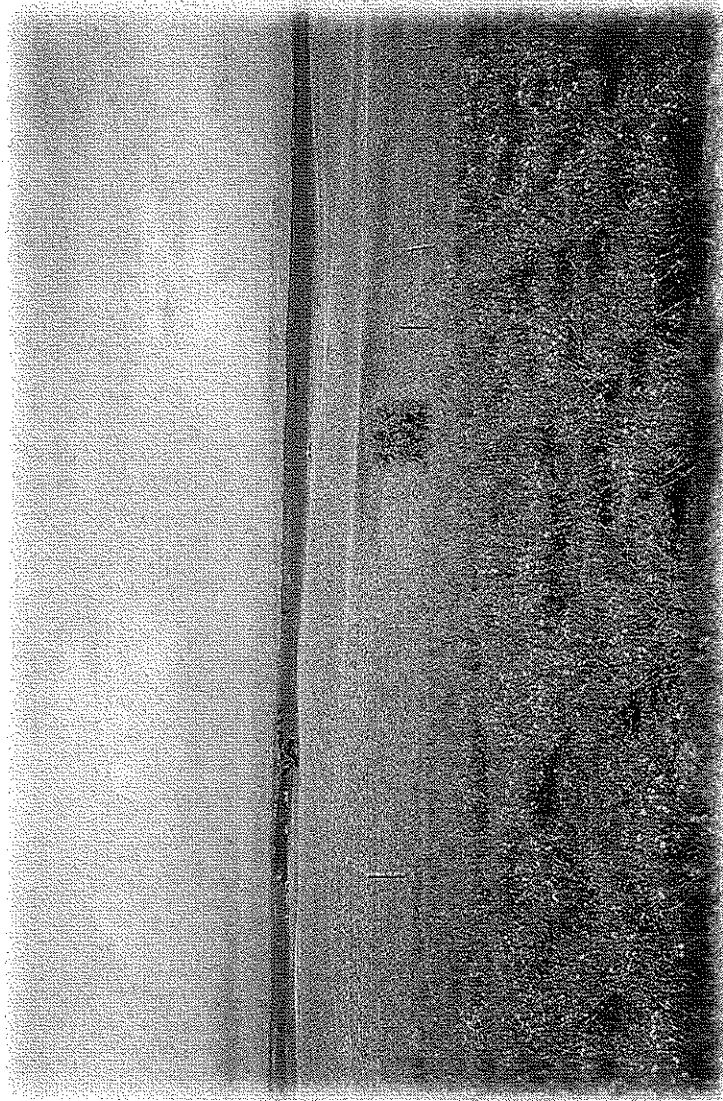
Due to its coastal location and sandy soil type the property is better suited to barley than wheat production on the cropping land, and the salt scalds require careful sheep management. A 3,200 self-replacing ewe and wether flock is also run on the grazing country.

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.



PHIL WHEATON
(IAN WHEATON NOT PICTURED)



SCENIC VIEW OF THE WHEATON PROPERTY

**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.

NATURAL RESOURCE STOCKTAKE

SOIL

BOTH PROPERTIES HAVE HIGHLY CALCAREOUS GREY SANDY SOILS, BUT THE SCAFE BAY PROPERTY ALSO HAS SALT SCALDS AND SAMPHIRE SWAMPS.

VEGETATION

MOST SUITABLE CROPPING GROUND IS CLEARED AND A REVEGETATION PROGRAM FOR SHIELDER BELLS USING NATIVE FLORA IS CURRENTLY IN PROGRESS.

WATER

MAIN WATER IS UTILISED ON THE STREAKY BAY PROPERTY AND UNDERGROUND WATER SUITABLE FOR STOCK IS USED AT THE SCAFE BAY PROPERTY.

TOPOGRAPHY

UNDULATING COUNTRY BORDERED ON ONE SIDE WITH COASTAL SAND DUNES.

RAINFALL

THE AVERAGE ANNUAL RAINFALL IS 350MM, AND THE AVERAGE APRIL TO OCTOBER RAINFALL IS 220MM.

HIGHLY CALCAREOUS SANDY LOAM

TORRES

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 scalds are managed by:

Cutting and baling cereal

straw after harvest and

spreading the straw over the

salt scalds.

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.

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.

A Description of the Solutions

Wind erosion is managed by:

Developing a tillage system

that minimised 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.

Utilising 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 Weed could be

better controlled.

The introduction of a grass

free pasture achieved through

chemical control.



AIRIAL VIEWS OF THE WHEATON PROPERTY

DEFINITIONS OF THE VARIOUS TILLAGE PRACTICES AVAILABLE TO FARMERS INCLUDE:

- CONVENTIONAL TILLAGE - WORKING THE SOIL MORE THAN ONCE PRIOR TO SOWING.
- MINIMUM TILLAGE - ONE CULTIVATION PRIOR TO SOWING.
- DIRECT DRILL - ONE PASS SEEDING WITH FULL SOIL DISTURBANCE.
- NO-TILL - ONE PASS SEEDING WHERE LESS THAN 20% OF THE SOIL IS DISTURBED USING NARROWLY SPACED POINTS OR DISCS.

Economic Impact of the Changes

While property annual

costs have increased

by about \$106,100, the

whole farm profits have also

increased by about \$68,000

given an average season and

expected commodity prices.

However, in good seasons the

profits increase by up to

\$218,450.

The investment in machinery

to handle the new farming

system has increased by

\$100,000.

Water use efficiency for

barley production has

improved from 40%

(1.05t/ha) to 46% (1.20t/ha)

which is significant in the

nutrient binding grey highly

calcareous soils.

The financial losses

experienced in the poor

seasons have decreased by

\$56,200.

Future Plans include:

A continuing emphasis on

environmental farming

Improving the use of the

SUSTAINABILITY AND TILLAGE PRACTICES

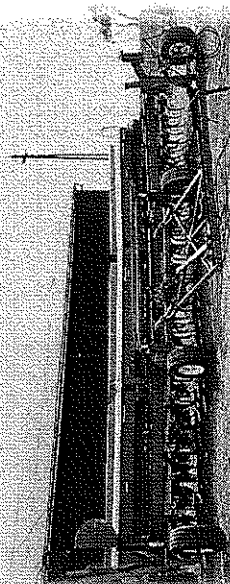
The description below compares the farming systems used in 1988 and 1998. It should be noted that the Wheatons have made numerous changes during this time. However, it was the drought of 1988 that provided the catalyst for change to improve the agronomic sustainability of the farming system.

1988 FARMING SYSTEM

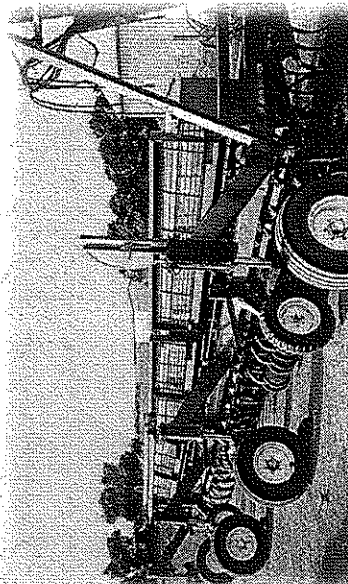
CONVENTIONAL FARMING INCLUDED TURNING, WORKING UP DRY WITH A CULTIVATOR OR DISC, WORKING BACK A NUMBER OF TIMES, SOWING AND THEN HARROWING.

1998 FARMING SYSTEM

A ONE PASS USING NO-TILL WITH KNIFEPOINTS TO ESTABLISH A CROP AFTER A CROPPING YEAR, AND MINIMUM TILLAGE TO REESTABLISH A CROP AFTER A PASTURE PHASE.



CULTIVATOR



OWNER'S ASSESSMENT OF THE OUTCOMES

The Wheatons identified the following factors with regard to the new system

ADVANTAGES

- SOIL EROSION IS BETTER CONTROLLED.

- NO MORE PROBLEMS WITH DRIFT.

- FARMING MORE TO LAND CAPABILITY AND NOT MINING THE SOIL.

- SHEEP ARE AN INTEGRATED PART OF THE SYSTEM, PROVIDING

- INCOME IN A DROUGHT AND CLEANING UP STUBBLE WHICH MINIMISES MOUSE INFESTATION.

- THE SYSTEM PROVIDES MORE OPPORTUNITY TO BE RESPONSIVE TO THE SEASONAL AND COMMODITY PRICE CHANGES.

- THERE IS A SENSE OF BEING BETTER MANAGERS OF THEIR OWN DESTINY.

- SOIL FERTILITY, STRUCTURE, AND PRODUCTIVITY ARE ALL MEASURABLE AND IMPROVING.

DISADVANTAGES

- THE HIGHER COST OF CROPPING INCREASES THE FINANCIAL ENDSURE.

- AN INCREASE IN MANAGEMENT STRESS AS OPERATIONS NEED TO BE COMPLETED ON TIME AND THE

- SMALL WINDOW OF OPPORTUNITY AT SEEDING IS CRITICAL.

Time Line of Management Developments

Tillage system:

- Burn
- Work-up dry
- Work-back
- Sow
- Rotation: 2.5 crops in 5 years. A self-replacing merino flock used.
- Root disease identified as presenting a cropping problem. Rhizoctonia. Take all and CCN.

- Trifluralin is used with a knock down herbicide in front of the seeding equipment.

- Slashing has replaced burning and use of the prickly chain starts. A new header is purchased with an open front.

1987

1988

1989

1990

1991

1992

1993

1994

1995

1996

1997

1998

1999

2000

2001

2002

2003

2004

2005

2006

2007

2008

2009

2010

2011

2012

2013

2014

2015

2016

2017

2018

2019

2020

2021

2022

2023

2024

2025

2026

2027

2028

2029

2030

2031

2032

2033

2034

2035

2036

2037

2038

2039

2040

2041

2042

2043

2044

2045

2046

2047

2048

2049

2050

2051

2052

2053

2054

2055

2056

2057

2058

2059

2060

2061

2062

2063

2064

2065

2066

2067

2068

2069

2070

2071

2072

2073

2074

2075

2076

2077

2078

2079

2080

2081

2082

2083

2084

2085

2086

2087

2088

2089

2090

2091

2092

2093

2094

2095

2096

2097

2098

2099

2100

2101

2102

2103

2104

2105

2106

2107

2108

2109

2110

2111

2112

2113

2114

2115

2116

2117

2118

2119

2120

2121

2122

2123

2124

2125

2126

2127

2128

2129

2130

2131

2132

2133

2134

2135

2136

2137

2138

2139

2140

2141

2142

2143

2144

2145

2146

2147

2148

2149

2150

2151

2152

2153

2154

2155

2156

2157

2158

2159

2160

2161

2162

2163

2164

2165

2166

2167

2168

2169

2170

2171

2172

2173

2174

2175

2176

2177

2178

2179

2180

2181

2182

2183

2184

2185

2186

2187

2188

2189

2190

2191

2192

2193

2194

2195

2196

2197

2198

2199

2200

2201

2202

2203

2204

2205

2206

2207

2208

2209

2210

2211

2212

2213

2214

2215

2216

2217

2218

2219

2220

2221

2222

2223

2224

2225

2226

2227

2228

2229

2230

2231

2232

2233

2234

2235

2236

2237

2238

2239

2240

2241

2242

2243

2244

2245

2246

2247

2248

HIGHLY CALCAREOUS SANDY LOAM

Farming to Land Capability

• 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 farm 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 Soil Conservation and Land Care Act 1989 recognised that the land and its soil, vegetation and water constitute the most important natural resource of the state and that conservation of that resource is crucial to the state's welfare. It recognised that government, industry and community needed to work together to prevent or minimise further degradation and rehabilitate degraded land. Consequently, 27 soil boards were established within South Australia. A major milestone for soil boards in recent years has been the development of district plans.

Contact details for Soil Boards on Eyre Peninsula

EASTERN EYRE SOIL BOARD
Ms Lorraine Deakin
Kielpa SA 5642
Phone 8620 4035
Fax 8620 4028

WESTERN EYRE SOIL BOARD
Mr Peter Kuhlmann
RMD 77, Streaky Bay SA 5680
Phone 8625 8032
Fax 8625 8030

LOWER EYRE SOIL BOARD
Mr Trevor Koch
Phone 8688 5053
Fax 8688 5053

FAR WEST COAST SOIL BOARD
Mr Allen Stott
PMB 7, Ceduna SA 5690
Phone 8625 6116
Fax 8625 6196

CENTRAL EYRE SOIL BOARD
Roger Scholz
Box 223, Wudinna SA 5652
Phone 8680 2148
Fax 8680 2148

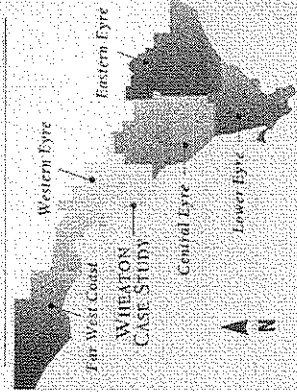
HIGHLY CALCAREOUS SANDY LOAM

Farming to Land Capability

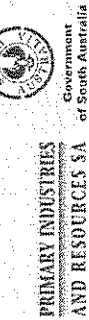
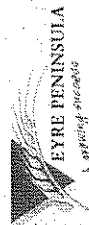
The role of Soil Boards is to:

- 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.

EYRE PENINSULA



Case studies compiled by Alice Kruttschnitt of Applied Economic Solutions Pty Ltd.
Design by Jane Cameron, Design. Printed on Australian 100% Recycled Paper.



Encouraging land management
practices and uses 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 ADFP 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 Flaxley 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.

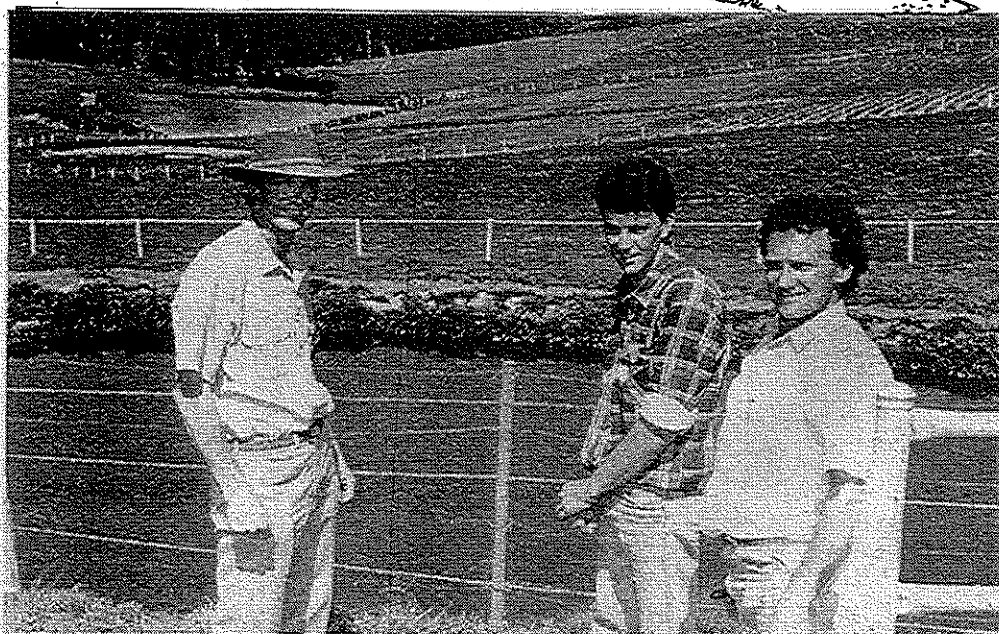
The process of PMP: The process of planning the management of our property, has given us skills and confidence in every dimension of our life, commitment to each other, our family and business and a more useful understanding of our land, our total productivity and our options for the future.

Who knows where the future will take us, but we are more prepared for that journey than we were five years ago.

Appendix 8. Some press articles, PMP Campaign 1993 – 1996.



Across the Paddock



Farm planning officer Richard Williams (left) and soils officer Greg Cook (right) discuss the storage and utilization of dairy washdown water with Echunga farmer Graeme Pitchford.

Cut risk, increase profit with better planning

Coping with drought has been the focus of farm management during the last two years in the Eastern States.

South Australia's turn will come again, although thankfully it seems to have been avoided in 1993.

The Federal Government's new policy on drought is not to support stricken farmers directly, but to help them manage their farms to be more drought resistant.

That largely means better planning, of soil and water, the farm enterprises and the farm business.

That's why the Government has directed money under its National Drought Strategy into the National Landcare Program to run a National Property Management Planning Campaign.

A very national program indeed, but only of any effect when implemented at a local level.

New appointments

To help do that, Property Management Planning Officers have been appointed throughout the country — five in SA.

My new position being the one for the Hills and Fleurieu Districts.

All five are linked to the Property Planning Centre at Clare for program development and co-ordination.

The Property Management Planning Campaign (PMP for short) does not set out to plan farmers' farms for them —

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 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.

Workshops

The delivery will be in a series of about eight workshop sessions for six to 10 farms at a time.

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

Farmers that 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 as much as they wish.

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

PMP workshops will enable farmers to prepare a plan for their farms that combines the management of the natural resources, crops, pastures and livestock, and finances into an overall

planning

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.

In 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 productivity of their land.

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

Examples are grazing management and effluent disposal on dairy farms, both issues that cause dairy farmers to take the opportunity of PMP.

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

An aerial photograph of the property, \$70 for materials and manual, and time and effort is the total outlay.

I am happy to come and tell groups of landholders, Landcare groups, bureaux, discussion groups more about the PMP workshops.

Ring me on (08) 391 0155.

Tungkillo Landcare Group field day

The Tungkillo Landcare Group is holding a field day near Mt Torrens on Saturday.

The theme of the day will be property management planning.

Participants will first inspect a tall wheat grass and puccinellia trial on a waterlogged, saline site at Harold Meier's property before moving to Paul and Michelle Edwards' Murrayview property.

There they will discuss the removal of subdivisional fencing, and some of the features of the Edwards' property management plan.

A proposed wildlife corridor between the Meiers' and Edwards' properties and Roskhill scrub will also be discussed.

Participants are invited to bring a sample of water from their home properties for salinity testing.

For more information call Bruce Munday on (085) 387 075.

MAKE THE JOB EASIER. HOP ON A DEERE

Compare the features and the ease of operation of John Deere's new SRX 75. With exclusive speed pedal control, you can keep both hands on the wheel and your eyes on the mowing area.

SRX 75 RIDING MOWER • Powerful 6.7kW (9 h.p.) engine • Foot controlled variator with automatic feel for two handed steering and greater safety • Shift on the go without clutching • High performance 30" mower • Outstanding 14" turning radius • Optional 2 bag grass catcher.



Nothing Runs Like a Deere



PAECH MOTORS
OAKBANK
Phone 388-4111

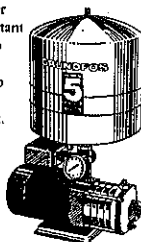
HIGH PRESSURE PUMPS, LOW PRESSURE PRICES

The Grundfos range of water pressure systems provide a constant supply of high pressure water to your home.

Each pump carries a full two year warranty on the pump and motor and five years on the tank.

And you'll be pleasantly surprised at how little the best will cost.

Give us a call now - we're your local Authorised Grundfos Dealer.



Mt Barker Pump Sales and Service

Lot 2 Mt Barker Road, Mt Barker, SA 5251 Ph: 398 2450 Fax: 398 2450

GRUNDFOS
Legendary Pumps

BETTER PUMPS AT BETTER PRICES.

Gorse eradication cont. from page 24

flowers are produced in early spring.

The root system is mostly shallow but each plant has a few deep roots and no well-developed taproot.

The main undesirable feature of gorse is its obnoxious spines. Young seedlings, which do not have stiff spines, are readily grazed by sheep and rabbits.

Mature plants are rarely grazed and, if left unchecked, gorse can form dense spiny thickets that exclude pasture and native species and restrict movement and access of animals or people.

Gorse bushes provide excellent harbor for vermin such as rabbits. Gorse burns readily and dense patches are a considerable fire hazard.

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

The heat of the sun bursts 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 seeds, many of which are hardcoated, have a high viability and 85% 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, remove bushes, destroy re-growth and seedlings, and re-establish desirable ground cover.

The Mid Hills Animal and Plant Control Board conducts an annual inspection and control program to reduce the incidence of gorse in the board area.

The 1993-94 program is now in its early stages. Landholders should contact their local authorised officer for further information or assistance concerning gorse control.

FOR ALL YOUR PRINTING
Phone 391-1388

BILL EPPS and COLIN CLEMENTS

Agricultural and Light Earthmoving Contractors

SLASHING (heavy or light)
PASTURE SEEDING
FERTILISER SPREADING
& LIME
ROTARY HOEING
PLOUGHING

TIPPER HIRE
DRIVEWAYS GRADED
FRONT END LOADER
RUBBISH REMOVED

PHONE 390-1940

WOOL

Cash Buyers ~ Any Quantity
Bales, Butts, Bags or Loose
BURNS WOOL

31 Murray St. Thebarton ~ Phone (08) 352 3866

2.00 Womans World
2.30 Family Matters
3.00 The Young and The Restless
4.00 Hey Dad
4.30 Totally Wild
5.00 Sale of the Century
5.30 Neighbours
6.00 Regional News and Weather
6.30 National Nine News
7.00 A Current Affair
7.30 Home Improvement
8.00 Grace under Fire
8.30 X Lotto Extra Draw
8.35 Movie: Danielle Steel's
"Star" (Drama — 1993)
10.30 Sport Special: "1994 Wim-
bledon" **Live**
3.30 1994 World Cup Soccer
4.30 Epilogue
4.38 Station Close

TUESDAY CHANNEL 1

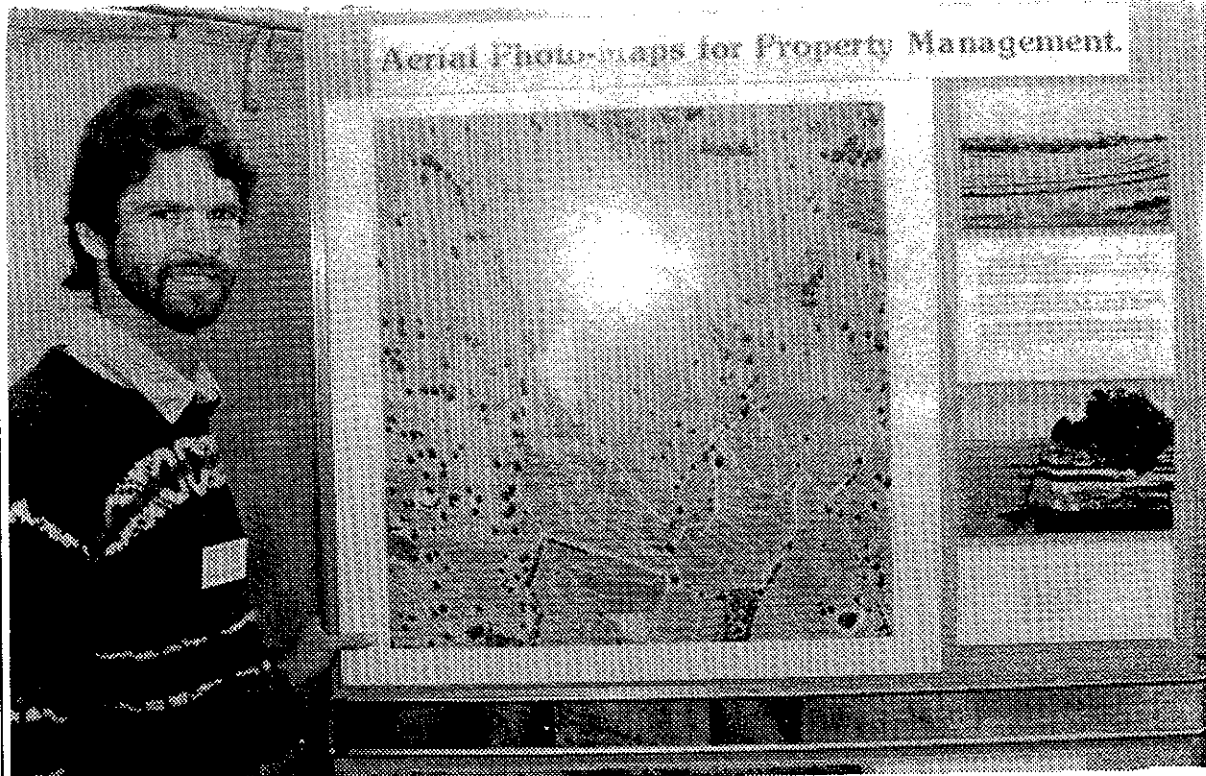
4.00 Open Learning, 6.30 Australia Television International News, 7.00 1st Edition, 7.30 Open Learning, 8.30 Sesame Street, 9.25 Bananas in Pyjamas, 9.30 Play School, 10.00 Puddle Lane, 10.15 Two by Two, 10.30 Kaboodle, 10.55 Henry's Cat, 11.00 Kevin and Co, 11.25 Bananaman, 11.30 Country Boy, 11.55 Roger Ramjet, 12.00 The World At Noon, 12.30 Lateline, 1.00 Four Corners, 1.45 Media Watch, 2.00 Parliament Question Time, 3.00 Sesame Street, 3.55 Paddington Bear, 4.00 Play School, 4.30 Madeline, 4.55 Philbert Frog, 5.00 Captain Planet and the Planeteers, 5.23 Superted, 5.30 Vidiot.

6.00 Homes James!
6.25 Roger Ramjet
6.30 Susan Mitchell with...
7.00 ABC News
7.30 The 7.30 Report
8.00 The Investigators
8.28 News Up-date
8.30 G.P.
9.20 Backchat
9.28 News Up-date
9.30 Foreign Correspondent
10.30 Lateline
11.05 American College Football with Don Lane
12.30 Australia Television International News
1.00 Parliament Question Time
2.00 Movie: Little Friend (1934)
3.30 Abbott and Costello Cartoon Show

CHANNEL 8

6.30 Today
8.30 Here's Humphrey
9.00 Aerobics Oz Style
9.30 Wheel of Fortune
10.00 Evening Shade
10.30 Eleven AM
11.30 Midday with Derryn Hinch
1.00 Days Of Our Lives
2.00 Womans World
2.30 Family Matters
3.00 The Young And The Restless
4.00 Hey Dad
4.30 Totally Wild
5.00 Sale of the Century
5.30 Neighbours
6.00 Regional News and Weather
6.30 National Nine News
7.00 A Current Affair
7.30 Blue Heelers
8.30 Oz Lotto Draw
8.35 Between the Lines
10.30 Sport Special: "1994 Wim-
bledon" **Live**
3.30 1994 World Cup Soccer
4.30 Epilogue
4.38 Station Closer

HIGHLIGHTS



SE property management planning officer Tony Craddock with an aerial photograph of a property which is one of the tools used to determine land capability.

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 Wil-
lalooka, Bordertown, Tintinara and Coonalpyn.

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 farms.

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 farm's 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 properties 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.

Fresh Red Potatoes

10kg \$5, 20kg \$8
Delivered

Eric and Lyn Plane
Phone 621579

37-MTP

FOR REAL STRENGTH
IN REAL ESTATE

Elders

REAL ESTATE

OVER 400 OFFICES
ACROSS AUSTRALIA

INVEST IN YOUR FUTURE — BUY A HOME WITH ELDERS

PADTHAWAY



QUALITY HOME ON 20 ACRES

★ 4y.o. hardiplank home in a delightful position, to appreciate the magnificent panoramic views ★ 3 bedrooms, with B.I.R's ★ Main bedroom with ensuite, plus bath ★ Modern appointed kitchen ★ Features raked ceilings

AUCTION

116 JENKINS TCE.

HOME FOR FAMILY LIVING

SUBSTANTIAL STONE HOME, OFFERING COMFORT AND SPACE, AND OLD-STYLE CHARM. Comprising formal lounge, formal dining and family room, kitchen with auto stove and dishwasher, walk-in pantry, 3 bedrooms — main very large with B.I. robes, renovated bathroom. Plus detached room, lined and carpeted approx. 16'x12'. Outside offers a private backyard, carport, stone garage and separate workshop.

AUCTION: FRIDAY, 1ST JULY, 1994
AT 12.00 NOON ON SITE

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, given them goals to strive for, given them more confidence in dealing with bankers and accountants and given them more motivation to continue, particularly in tough times.

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

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

In 1989, 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 refence 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 far greater business perspective on running the farm - we want to make every dollar that we spend count for something."

Jo said the couple took a stock take of everything on the farm - soil test results, fencing, watering points, 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 meant we could graze more efficiently," he said.

"We can move sheep around to ensure we get a spring flush of clovers 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 cuts have increased by 1 lb/year due to improved feed availability, improved breeding, and extra culling.

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

Jo said smaller areas of unarable land had been planted with nearly 2000 trees during the past five years as windbreaks, 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 soundly," she said.

Jo said the property management planning process involves a lot of hard 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 M to achieve the Australian Wheat get of 2 by 2 by 2000, according based district agronomist Rich Richard says the average grow rainfall at Loxton is about 180 calculated yield potential for 1.4 tonne/ha.

"Our wheat proteins are generally average, and to some extent quality helps to boost the state said. "Realistically, we should 12 by 2000 program."

"When we achieve that our wheat itself and the returns to me be very rewarding."

N600 trials

Farmers involved in the N600 have been encouraged to do trials or enter to determine the effect of rates of fertiliser on crop yield Primary Industries SA Clare-bi agronomist Tom Yeatman said would form a basis for field data.

The trials will be harvested separately results will be collated by Prim SA staff. Tom says the N600 project has been an outstanding success. "as many workshops as we initiate farmers really see the fertiliser something they have to come to."

Landcare conference

The 1994 State Landcare Conference held at Naracoorte on July 18-19.

Hart Field Day

Plans are underway for this year's Hart Field Day, which will be held on September 1. This popular event is organised by Primary Industries SA Clare office Hummocks Soil Conservation Society. Each year the field day, which is an opportunity to see many demonstrations, attracts about 1000 people throughout Australia.

TreeFest 1995

A feast of vegetation and revegetation promised by organisers of TreeFest, a national event to be held in the Hills on March 31, April 1 and 2. Primary Industries SA revegetation Wayne Brown is co-ordinating the event. Wayne is co-ordinating the soil board personnel, private arborists, revegetators and government who have taken on the responsibility for TreeFest. The event has been held in NSW. In 1990 people attended.

For details, contact Wayne Brown on (08) 841 1111.

\$1,000 CASH BACK

ON ENTIRE NAVARA RANGE PLUS PATROL CAB CHASSIS

NAVARA CAB CHASSIS

\$20,404

FARM TREE PLANTING

FARM TREE PLANTING

by David Heinjus

Topics include: Preliminary Planning; Project Tree Establishment Techniques; Maintenance Monitoring; Salinity and Soil Construction; use of trees; Commercial Products; Amenity and Wildlife.

\$27.50 INCLUDES POSTAGE & HANDLING

Please forward me.....copies of FARM TREE PLANTING

Enclosed is my remittance of \$..... or charge my ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

Name..... Address..... P/code..... Phone.....

The Stock Journal Book

uable source

refer- on a cool day, and baling in the moisture of the next morning."

straw Bruce said straw was best on as fed in the feedlot type situation, as sheep with access to before a paddock feed may walk all over a paddock looking for and roughage in preference to fine to baled straw in the corner of big in- the paddock. he

Most producers feed straw ad-lib to stock.

"To reduce spoilage, the straw can be placed within a weld mesh ring (round bales) or withing four panels (square bales)," he said.

"Stock with horns need to be watched closely."

Sheep will consume 1-2 kg of straw a week when fed ad-lib in feedlots.

The following rates of either barley or lupins can be fed ad-lib with straw (kg/head/week): Good quality straw, 2 ad-lib barley, 1.6 lupins; Poor quality straw 2.5 ad-lib barley, 2.3 lupins.

No matter what is being fed to the sheep, their condition should be monitored carefully by condition scoring and weighing and adjusting the ration according to their weight and condition.

Further information is available in a recently released bulletin "Feeding Sheep" from Primary Industries SA offices.

Stock Journal
22.12.94

on tunities

n Initiative

program was announced in Working Nation. We are now

practical experience and people to be eligible for the unemployment allowances program aims to assist their skills and their ally in rural and remote

Consultative Committees y, unions, community and Committees will promote ise on project proposals.

employers within the organisations wishing to be financially viable, able to cal experience and assist

ended include care of the storator of war memorials

Trialling fertiliser placement



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

The experiments, managed by research engineer Rohan Rainbow, are 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 different 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 below 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 loamy sand, one on sand.

Rohan says the top yielding plots at Blyth yielded over 3.8 tonne/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 seeding. Any post-seeding 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 Copeville, Sedan-Cambrai, Loxton, and Brown's Well areas."

John said the workshops examined a number of areas of the farm business which could have important impli-

cations 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 \$120 required for an aerial photograph of your property.

For details contact John Squares, Loxton (085) 859147.



COMMONWEALTH DEPARTMENT OF
PRIMARY INDUSTRIES AND ENERGY



Agribusiness Programs



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 farms 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.

THE FACE
of Farming

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 Huczko, 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
1.6.95

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 Erkelenz, 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 a property management plan for their north-east 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 our first tasks was to, individually, write down our goals or visions for the property and business," Dalene said.

"We then came back and swapped our notes, to see what each other had written.

"This was very worthwhile. It was obvious everyone looked at the property from a different angle and each had skills to contribute."

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 produce practical solutions.

David said grazing management, further property infrastructure developments 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.

"Like most pastoralists, we have a keen interest in the on-property conservation of our native flora and fauna.

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

David said a number of surveys of the native flora and fauna were currently under way 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 gaps in their knowledge 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



Property management planning officer Paul Erkelenz, David and Dalene Brook, Birdsville, Queensland, and S Kidman and Co landcare manager Greg Campbell.

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 herd and production figures to get an idea of the branding-marking rate, breeder-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 a 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 Erkelenz 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 take pastoral families 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.

Through 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 encouraged, 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 out-back clients.

For example, the Mallee-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 Erkelenz (086) 485172.



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 Heinjuss, 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 80 per cent of the nation's farmers to the course by 2000.

"We are ahead of target," said Mr Heinjuss. By the end of 1996, PISA had set a target of 12 per cent of the State's 14,000 dry-land farmers, but Mr Heinjuss 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 will 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 course had "sharpened up" his approach to farming.

He and wife Dianne started the course late last year and have already changed some of their plans for their 930ha property on which they run cattle and sheep and grow wheat, oats, barley, lupen, 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 capacity 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.

"That is probably the big thing that I wanted out of it," 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."

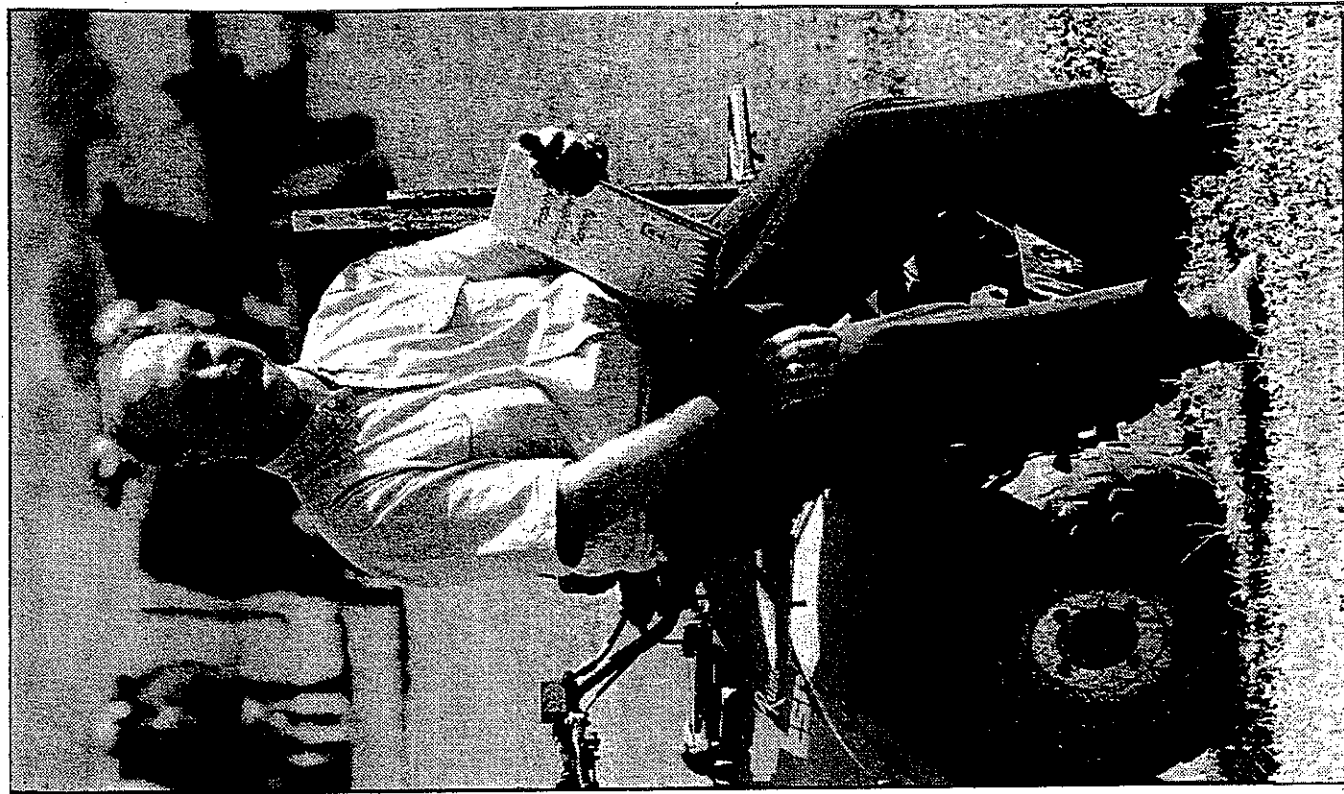
And farmers are finding that a business plan may even lead to lower interest rates on loans.

The rural economist with BankSA, Ms Trudy Hucsko, 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."



□ Kapunda farmer Mr Robert Tilley ... "sharpened up".

Sm regi

By SALLY GIBB

Support for smaller companies is emerging with analysts saying that the potential for well and extremely attractive and relative value

"The under-performing smaller companies the leaders has led to a differential that has been seen for several years," says Rothchild's Australian analyst, Mr Boag, said yesterday.

"In absolute terms, the market has bottomed out and is gently trending upwards," Mr Boag said.

The State manager Warburg, Mr Tony agreed. "We are seeing a number of institutions and if there is to be an acquisition and likely to be centred

"Should, as we have seen, the economy re-emerge into 1996, then it's likely that will provide age," Mr Hawkins said.

Smaller companies are likely to be centred on the late 1993 and early 1994, when the sector's discount has been widened over months as it bore the economic weakness.

However, in the meantime, the small companies have outperformed the sharemarket by 51 per cent.

The sector returned to the June quarter in a 9.8 per cent rise, while the year to June, 1996, has seen a 10 per cent return for the

cent return for the

By Rachel Robertson

THE Federal Government has pledged \$5 million over three years to help tackle a range of long-term rural adjustment and land management issues on Eyre Peninsula.

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

The announcement followed a submission from the community-based Eyre Peninsula Strategic Task Force, which has been operating since April this year, and on-going discussions between the Commonwealth and South Australian governments.

Federal Primary Industries Minister Bob Collins said Eyre Peninsula had been identified by both governments as a priority area for regional adjustment initiatives. Mr Collins said the Task Force was

formed to develop a strategic approach to economic, social and natural resource 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 provisions, planning

and improved management practices in the region."

State Primary Industries Minister Dale Baker 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 Baker 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.



• Lock farmer David Foster talks with Prime Minister Paul Keating with Labor candidate for Grey Dennis Crisp about farming concerns in a cereal rye crop on Tuesday.

Drought lessons learnt

PRIME Minister Paul Keating visited Lock and Wudinna on Tuesday amid speculation of an early election.

However, Mr Keating denied the visit to the marginal seat of Grey was the first day on the election campaign trail.

The Prime Minister made a quick but productive visit to 'Kingaroo' at Lock before travelling to Wudinna.

He spoke to members of the Lock Property Management Planning Group.

Mr Keating also received a report from the federal Land Management Task Force recommending extending the Lock project to the year 2000 and introducing it to other remote areas of Australia.

The Property Management Planning scheme involves farmers developing and individually looking at aspects of farming such as soil use, land management, human resources and risk management.

• Cont Page 3

Land management report released

AUSTRALIAN farmers can cope with varying economic and environmental factors by adopting long term property management planning, according to findings of the Land Management Task Force.

The Land Management Task Force 165-page report, established by the Prime Minister Paul Keating in November last year, was released on Tuesday during his visit to Lock.

Mr Keating met with producers in Lock who had already adopted property management planning following the completion of a series of workshops.

The report noted a significant demand for workshops

in South Australia and other states.

The Task Force received 90 submissions from across Australia and met with interested parties from all parts of the private sector, levels of Government and rural communities.

Property management planning provides an integrated framework for producers to make decisions for both the near and long term health of operations.

Sustainable agriculture, the report stated, required more than improved on-farm management skills.

Further action on Landcare and regional development, improving Australia's distribution system and developing additional markets were also required.

AUSTRALIAN Prime Minister, Paul Keating looked comfortable 'down on the farm' when visiting the Lock property of 'Kingaroo' on Tuesday.

His relaxed demeanour perhaps gave away a sign of what is to come — the handshaking and baby kissing of a leader campaigning for votes is just around the corner.

But the Man at the Top brushed aside media questions about the po-



• Prime Minister Paul Keating received the Land Management Task Force report, from members of the federal Task Force, during his visit to the Lock property of 'Kingaroo' on Tuesday.

litical nature of the visit to the marginal seat of Grey, a seat which Labor had held for a decade before losing it to Liberal Barry Wakelin at the last election.

The tour set Lock abuzz with excitement and nerves — a visit from the Prime Minister is not an everyday occurrence, especially when the chequebook was out with \$5 million earmarked for Eyre Peninsula farmers.

• Cont Page 3



Prime Minister's visit to Lock, Wudinna Face to face talk positive

By Rachel Robertson

LOCK farmers were given the rare opportunity to discuss rural issues face-to-face with Prime Minister Paul Keating on Tuesday.

Lock farmer David Foster, 27, said the meeting with the Prime Minister gave Lock Property Management Planning members the opportunity to voice their opinions and concerns regarding the current issues faced by farmers.

Mr Foster said the Prime Minister seemed to have a genuine interest and grasp of farming and landcare issues.

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

"Farmers are starting to use different technology and research work is being adapted.

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

"The drought last year made the Federal Government sit up and take notice and a lot of positive aspects have come out of the drought.

"Last year was the toughest drought and while friends were making a regular income each week, farmers had to tough it out which left me feeling despondent.

"Farmers that are still farming after the drought are the 'die hards', the ones that want to make a real go of it.

Mr Foster said during the eight months he had been involved in the Property Management Planning Group, he had developed business goals that have provided him with a positive attitude toward farming.

"The group has been able to bounce ideas off each other, providing the opportunity to listen to what other farmers have to say," Mr Foster said.

"The information transfer is a lot quicker with a large group.

"The members met five times and have now gone their separate ways to put these ideas into practice.

"The group will occasionally meet when a guest speaker is organised."

Third generation Lock farmer Lindsay Elliott believed the meeting with Paul Keating was successful, enabling him to discuss freight concerns with a relaxed and approachable Prime Minister.

Mr Elliott said the only market for his livestock was Adelaide which left him with high freight charges.

"It costs \$3 to \$4 per sheep in freight expenses sending the stock to the city and when they arrive in Adelaide I do not know what condition they arrive in," Mr Elliott said.

"The sheep are not fed for 24-hours so they arrive in Adelaide thinner than when they leave, therefore decreasing their saleability value.

"It would be less expensive if livestock could be sent to Port Lincoln because I could cart them down myself allowing the livestock to arrive in better condition."

Mr Elliott said the Property Management Planning Group had found areas for better production including the importance of keeping farm records to monitor financial matters.

"I am now using a computer to store data and a lot of farmers, including myself, never thought to use computers before, basically because a lot of farmers were scared of them and believed they were not necessary," Mr Elliott said.

"In the long run the hard work will pay off but it will be a long time before the benefits will be seen.

"Trees that have been planted to decrease wind erosion will take five years before they grow to maturity."

David Foster said he had begun re-vegetating areas, taking non-productive land and planting trees to make it productive in a few years.

Mr Foster said the involvement in the management planning group had made him a conservative farmer, cropping for quality instead of quantity.

"I now farm more sheep because they will produce whether it rains or not, and the drought last year has taught me this," Mr Foster said.

"A lot of city people do not understand the issues in rural areas and the social standing of farmers in the city is held in pretty low regard.

"Doctors are healing people but farmers are producing food and fibre to clothe and feed the people of the world, and so farmers should be held in the same regard because we are the backbone of the country."



• Lock farmer and member of the Lock Property Management Planning Group, David Foster in a wheat crop that is benefiting from his new positive ideas towards farming.

Lesson learnt

• From Page 1

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

"Plans are being made to preserve human resources through the layout of farm land, grazing methods with an interest in drought proofing farms," Mr Keating said.

"The Lock Property Management Planning enables farm families the opportunity to try a few new ideas other farming generations had not tried before.

"Farming families have been the backbone of Australian agriculture for years and it is important that the support continues," Mr Keating said.

"Natural resources are no longer being used up without planning from farmers because many are coming from the aftermath of drought.

"Younger farmers have new ideas and are enthusiastic about their prospects while older farmers have the experience."

Morning tea

• From Page 1

Morning tea with the locals enabled Mr Keating to enjoy the spread of home-made cakes, sandwiches, sausage rolls and scones provided by the local ladies rostered to bring a plate of food.

The Prime Minister was quickly whisked off with a long parade of cars following, to continue on to Wudinna.

The cloud of dust from the cars, dirty dishes and excited conversation, the only reminder of his arrival and quick departure.

Waxflower industry group mooted

Waxflower growers from across the State will investigate setting up an organisation to co-ordinate the industry, following a meeting at Murray Bridge last Tuesday.

Around 50 growers attended the meeting held in the Imperial Football Club and organised by Murraylands Regional Development Board (MRDB).

Simon Wright, MRDB manager of industry development, said the benefits of forming a co-ordinated industry group included access to research funding to look at new varieties of waxflowers, and the chance to address waxflower growing problems.

Mr Wright also said having a single organisation would enable overseas buyers to link with local people to obtain the quality and

quantity of product they required.

An interim executive group of five growers was nominated to meet and discuss the forming of an organisation. Initial meetings will be facilitated by Mr Wright.

Chairman of MRDB, Peter Dabinett opened the meeting and said

the event was a reaction to planning in the region which identified floriculture as having great potential.

"Waxflowers are well suited to this part of SA because of the availability of water, low cost sandy soils and closeness to markets and transport infrastructure," he said.

Rural succession planning forum at Mannum

Mis-information within the local area on rural succession planning has caused Murraylands rural counsellor 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 7pm



Property management planning officer Simon Read (left), Bowman Manser director Trevor Gilbert, Bow Hill farmer Ross Hermann and Lower South East counsellor 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 TAPE, Rural Counselling and the Australian Farm Management Society, had been run.

RELIABLE SERVICE FOR RURAL PRODUCERS

SPECIAL REPORT



DEPARTMENT OF PRIMARY INDUSTRIES AND ENERGY

MANAGING FOR THE FUTURE

The Land Management Task Force recently provided its 155-page report, *Managing for the Future*, to the Prime Minister, Mr Keating, and to the nation's peak farming organisations.

Established at the end of 1994, the Task Force was asked to examine the situation of Australian farmers and their ability to manage their businesses in a rapidly changing environment.

The commissioning of the report is one of a number of initiatives introduced by the Government in consultation with the nation's farmers to further develop directions under the National Landcare Program and to promote the principles of sustainable agriculture.

The Task Force travelled the length and breadth of Australia, met with interested people from rural communities, the private sector and all levels of government, and also received 90 submissions.

It found the mood amongst Australia's rural communities was mixed.

Many producers are making healthy returns, particularly where they have been able to arrest the decline in their resource base and focus their businesses on emerging market opportunities, most notably in Asia.

This success reflected an ability to embrace change and take a long-term strategic approach to their operations. Others were found to be in real financial difficulty.

In many cases drought in eastern Australia has made a difficult situation much worse. In addition, land degradation has become severe in what were frequently very prosperous areas.

The Task Force's report maps out how individual producers can improve their ability to manage their business and embrace change through the adoption of property management planning (PMP).

The Minister for Primary Industries and Energy, Senator Bob Collins, said PMP was one of the most important risk management tools available to primary producers.

"The Federal Government believes enhanced management skills are fundamental to continued improvement in farm profitability, international competitiveness and natural resource management," he added.

"PMP is one technique I would urge all primary producers to add to their skills base.

"It's a proven technique which allows land managers to identify their personal goals and develop a management program to fulfill those goals and objectives through the application of business and risk management, financial planning and

control, marketing and personal and staff management.

"It is apparent that farmers who adopt a planning approach to farm management tend to be more self-reliant, responsive to market demands, better prepared to cope with the inherent risks associated with farming and value and maintain their resource base."

The Government and the National Farmers' Federation believe PMP provides an integrated framework for individual producers to make decisions for the near- and long-term health of their operations.

The President of the National Farmers' Federation, Mr Donald McGauchie, said PMP will play an important role in ensuring that Australian agriculture is sustainable in the 21st century.

"Property management planning is an important education and training process that enables Australian farmers to continue to improve their economic and environmental management skills and become more self-reliant," he said.

"Formal NFF policy supports voluntary property management planning by all Australian farmers to ensure that we have sustainable rural communities and vibrant regional economies.

"We believe that farm organisations have an important role to play in encouraging property management planning by conducting training courses and helping members prepare farm plans.

"The Commonwealth and State Governments, local government and other institutions such as banks, input suppliers, rural marketing organisations and processing companies also have a role to play by supporting farmers who have proven themselves to be good managers."

It is important to note that PMP is not a rigid model, developed once and then ignored.

It is a tool that will evolve as the individual producer plans and incorporates new information relevant to his or her circumstances.

Many producers recognise it is desirable to adopt a more systematic approach to planning as well as addressing present needs concerning their natural resources and the demands of changing markets.

The Task Force felt that all producers would benefit from the early adoption of an integrated approach to planning and saw the challenge was to achieve a cultural shift throughout rural Australia where PMP is used regularly and on a widespread basis.

If this shift could be achieved, the benefits in terms of moving Australia towards more sustainable agriculture systems would be substantial.

What is Property Management Planning?

To manage their farm business well, producers need a wide range of skills, 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 to tap into 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 terms.

Active involvement in the process by all partners in the family farm is just as important as the production of written plans.

As part of a national strategy, each State and Territory has progressively developed their 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 relating to aspects of PMP from which producers can pick and choose.

The Land Management Task Force found the two approaches complementary and has combined them in its own preferred model - a series of group-based 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's emphasis on 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.

Its integrated approach can expose strengths and weaknesses in the business that might otherwise have been missed.

It can also enable a clear 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, enhanced 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 family teams. These 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.

The Task Force recommended that key elements of the workshops include:

- personal, family and business goal setting;
- natural resource stocktakes and alignment of farm practices with natural resource capabilities and environmental values;
- human resource stocktakes and skill development needs analysis;
- business structure (including succession planning);
- 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.

BENEFITS IN DETAILED PLANNING

All producers plan. This is a simple reflection of the nature of farming where the rewards from effort are often seen well into the future.

However, the planning that takes place usually meets short-term requirements such as preparing an annual budget for the bank or for crop planting in the coming season.

An Australian Bureau of Agricultural and Resource Economics survey in 1992-93 found that only 11 per cent of broadacre producers in Australia planned their operations in any detail.

The survey found a strong association between more detailed planning and sustainable farm practices such as minimum tillage, direct drilling, tree

planting, regular soil testing and destocking degraded areas.

Those producers who had detailed rather than basic plans were more likely to be members of Landcare groups. It was also found that producers with detailed plans had average interest rates almost one per cent below those producers who did not plan.

The Task Force found that producers respond positively to planning where their involvement is clearly voluntary, they have a strong sense of ownership of the process, there is flexibility and variety in associated adult learning arrangements, there are demonstrable benefits in participating, and where appropriate financial support is available.

More information

The full report of the Land Management Task Force can be purchased for \$9.99 plus postage through the Department of Primary Industries and Energy's Shopfront on 1800 020 157. Details about local PMP groups in your area can be obtained through DPIE's Countryside on 1800 026 222.

PMP in SA

In South Australia the campaign is known as the Property Management Planning Program. It is defined as 'a total farm management process that integrates personal goals with enterprise production, economics, marketing and natural management'.

Staff from the Department of Primary Industries in South Australia (PISA) facilitate workshops, with technical assistance provided from within PISA and other specialists within each district.

The South Australian PMP workshop program is delivered to many groups including Landcare, Agriculture Bureau, farm management, crop monitoring, sheep production, horticultural production, dairy production and irrigation groups.

In addition, the PMP program has been delivered to Aboriginal communities, soil conservation boards, Farmers' Federation branches, agribusiness consultants, banking representatives and ecumenical groups.

The PMP program is an introductory program that enables family farming teams to record their plans, strategies and concepts in a structured manner.

The principal objective is to improve the business and risk management skills of farmers by progressing through the planning process. It is also recognised that the property plan will only be effective if everyone involved in the business has their say and makes a contribution to the development of plans.

PMP workshops involve small groups of family farming teams progressing through all seven workshops.

Workshops are based on a 'learning by doing' model, where participants are encouraged to learn about the concepts of PMP by working through exercises directly related to their own farms or involving real problem situations.

After completing the core program, many participants progress onto other specialised training activities with TAFE or private organisations.

The workshop program covers the seven core topics of Setting Goals and Vision, Human Resource and Business Position, Enterprise Evaluation, Enterprise Planning, Business Planning, Natural Resource Stocktake and Property Layout.

Additional workshops are conducted by PISA and other specialists to address other specific needs, for example, irrigation management.

To support the program, the South Australian PMP team has developed a PMP Extension Resource Manual. This resource provides a consistent delivery methodology that produces a high-quality workshop program to assist producers to develop effective property management plans.

Participants build their PMP plan during the workshop program, usually consisting of a set of maps and a report.

PMP facilitators undertake a range of training activities. These include facilitation techniques, farm business management and 'train-the-trainer'. However, the most significant training approach has been through 'learning by doing', using peer review to assess performance.

Partnerships have been developed with major trading banks, rural counsellors, church ministers, accountants, South Australian Farmers' Federation, agricultural consultants, marketing authorities, other departments, rural merchandise outlets and the Australian Farm Management Society.

To assist in the promotion and delivery of the program, the program team is developing many partnerships with groups and organisations operating outside of PISA. Promotion material includes a video, booklet and pamphlet.

Over the past year there has been an increase in both the profile and farmer acceptance of PMP. Forty-two farmer groups involving 546 properties have completed the program, 64 farmer groups representing 832 properties are currently involved, and 23 new groups covering another 299 properties are currently commencing the program.

A one-off Farmplan grant of \$3,000 funded by the Rural Adjustment Scheme can be used to fund attendance at a PMP workshop or the employment of a consultant to help develop and implement specific elements of that plan.

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 some cases, these groups have progressed from origins within Landcare groups such as the Taroom Shire Landcare Association.

The Apple and Pear Growers Association and the Land and Water Research and Development Corporation have indicated that industry organisations have a role in facilitating both establishment of groups and delivery of property management planning courses.

The Bureau of Sugar Experimental Stations has recently inquired about having its own PMP officers.

Two Soil Boards in South Australia have asked the federal Department of Primary Industries for a facilitator, one having already formed seven groups of around 10 producers each.

The Fullers Road Landcare Group in the Riverina, NSW, has requested and is trialling the South Australian model of delivering PMP through ongoing group learning.

The Taroom Shire Property Planning and Development Project commenced in January 1992. The community employed a full-time project officer to coordinate its activities and by the end of June last year around 160 producers and 190 properties had obtained a resource management kit.

These kits are accompanied by an on-farm visit by the project officer and a series of workshops.

The initial stage of the PMP program, resource mapping, is well underway. It is considered that the participation of 70 to 80 per cent of producers in the next four years is a feasible target.

The next stage of the project, business risk management and farm business planning, has commenced.

The Riverland Rural Counselling Service in South Australia has noticed that most of their clients do not have property management plans.

They consider financial problems are caused by a lack of planning and are the reason why property management plans are not done.

The South Australian Department of Primary Industries (PISA), as part of its marketing exercise, offers two-day courses to all counsellors to explain what the PMP program entails.

Both PISA and the Riverland Service recognise the value of the PMP process to the clients in gaining a better understanding of their businesses and better control of their future.

BEYOND THE INTRODUCTORY PMP WORKSHOPS

The potential benefits from PMP will only flow through its regular use in day-to-day decision-making both on-farm and in the producer's dealings with the various stakeholders.

Effective PMP will enable producers to review, assess and modify their operations as new circumstances arise.

Many producers who have completed the introductory workshops, will want to continue improving their management skills and further develop their planning processes.

This could be through both group and individual activities to enhance and 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 that a stronger 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 suppliers of educational services, such as TAFEs, agricultural colleges and universities, should provide courses which meet the needs of farming families and enable them to readily participate.

Some States currently provide specialised training courses under their PMP programs which meet some of the further learning needs, but there is also a need for better targeting of follow-up courses provided by the various educational institutions.

Record keeping and reviews of progress will be fundamental in effective planning over a period of time. Learning groups, as a vehicle for regular benchmarking, can provide not only information on farm performance but also ideas and approaches to better that performance.



Prime Minister Paul Keating with Eyre Peninsula farmer David Forester inspecting a rye crop. (picture courtesy of Port Lincoln Times).

PMP leaders and facilitators

The involvement of producers as advocates of PMP and in networking to form learning groups is essential to increase participation.

Facilitators employed by State Government agencies also have a central role to play in generating interest in 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 producer, industry or community groups be able to engage facilitators to complement those employed by State agencies.

An example of this arrangement is the Taroom Shire Landcare Association in Queensland which has engaged a facilitator with funding provided directly from the National Landcare Program.

The Rural Counselling Program which funds the employment of rural counsellors 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 high-quality workshop presentation. Facilitators play an important role in relation to these workshops and accordingly the Task Force has emphasised the need for facilitators to be properly trained.



COMMONWEALTH DEPARTMENT OF
PRIMARY INDUSTRIES AND ENERGY

WHAT PRODUCERS THINK ABOUT PMP?

Producers who have participated in the PMP program since its commencement in 1992 have been enthusiastic.

One member of the Land Management Task Force, Queensland farmer Jock Douglas, has had personal experience with PMP.

'My family and I started the property management planning process with us all around the table having a good talk about our personal aims and how we would like to see our piece of good land in 20 or 30 years' time,' he said.

'This family talk brought a clarity and focus to each of our aims and aspirations and it was interesting to note that neither my wife, Mina, nor I had taken part in such a family discussion when we were young.'

'This in itself is something I can recommend to every family.'

'As a family, we feel we have much better control over our future and are, therefore, more relaxed about it. In fact, we reckon that property management planning has improved our lifestyle.'

The PMP concept has been embraced widely by producers, agribusiness and government in South Australia, whose property management planning model has been endorsed by the Land Management Task Force.

By 1996, it is expected that 12 per cent of the State's farms will have been involved in the program.

Following are some South Australian producers' thoughts on PMP.

Andrew and Tracie Heinrich, of Kangaroo Island, said they heard about the PMP workshops while at a contour bank field day.

'We saw a series of maps produced by other Kangaroo Island farmers at a PMP course held on the Island,' they said.

'After talking to other farmers about the PMP workshops we got the local PISA soils officer to put us on the list for the next course. We got some good ideas on layout and fencing changes for our property.'

'It was valuable to hear 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.'

'It really stimulated us to view decision making in a much more positive way, especially decisions about the future directions of the business.'

Ben, Ray and Lyn Marshman, of 'Pine Creek', Balaklava, said the workshops gave them, as a family, the motivation to focus on the communication side of their business.

'We've now discussed our individual goals together. We also think much more long term now, rather than just thinking as far as the next harvest,' they said.

Chris and Shirley Palin, of Maitland, found the first workshop session inspiring and immediately began to think about their personal goals as well as those of the business.

'The workshop sessions allowed us to sit down with a committed group of people from our own industry who held a wide range of views on farming and business practices and sometimes did things differently from us, sometimes better. We learnt from them and they from us,' they said.

'It is hard to list all the technical issues we examined. We looked at identifying soil types, combating soil erosion, planning paddocks, locating watering points and fence lines and applying herbicides.'

'We investigated diversifying and learnt how to determine whether a diversification project would be viable. For the first time we were able to calculate our business equity, and were introduced to succession planning, so important in ensuring our comfortable retirement and the continued well-being of our property when we are no longer in charge.'

'The participation of whole families, and particularly husbands and wives, in the sessions was invaluable. In our case, husband and wife were able to examine all the issues that affected the property rather than limit themselves to those that had previously been a separate responsibility.'

Ted and Janette Ridgway, of 'Kesteven', Wolsely, said they came to realise that the process of planning and learning was never-ending, but necessary to cope with the changing agricultural environment they operate in.

'While it is now three years since the initial workshops, our group is still alive. Only recently we held a workshop on climate variation to investigate possible responses to the type of weather patterns we have had to face this year,' they said.

PMP CAN HELP YOU

Property management planning is a challenge for all parties involved in agricultural production.

Many producers have already found it an invaluable tool that has enabled them to be better placed to manage their businesses more effectively and profitably. They are convinced that it can help other producers in the same way.

You do not need to be a professional in all aspects of the PMP process. There are facilitators and your fellow producers there to help you develop the knowledge, skills and contacts needed to manage your property better. Government financial assistance will ease your participation.

PMP is a voluntary activity but one that governments, farming organisations and participating producers are convinced will benefit you, your community and your industry.

For information on property management planning, and contacts in your local area, call the Commonwealth Department of Primary Industries and Energy's free Countryside telephone service on 008 026 222.

To purchase a copy of the Task Force's full report, *Managing for the Future*, call the DPIE Shopfront on 1800 020 157.

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

(Adelaide Hills, Fleurieu & KI edition)

❖ Planning Links ❖

Property Management Planning News

JUL. 95

Issue 2

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 position, 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 its 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 Vales, 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 horticulturalists (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 specialties, 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 Grazer 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 Threlfall (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



Pertinent Points for Past, Present and Potential Pastoral Property Management Planning People

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 TRUER 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 (eg 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 (ie the gains exceed the losses) then it is economically worthwhile to make the change. Note that the impact of the change on capital requirements (ie 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.

REASONS FOR NOT FORMALLY PLANNING

Reason No: 824

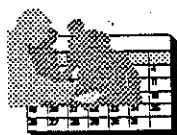
"I don't own the place; I'm just the manager."

A significant proportion of pastoral businesses in South Australia employ a manager and staff to operate the property. Because they don't own the business, the manager may feel that it's not their place or responsibility to be actively involved in developing a formal plan for the property and business.

In today's business environment, the skills, knowledge and ideas of all people involved in the business need to be utilised fully, if the owners are to achieve their goals. This includes actively involving the manager in planning for the business, so that the goals are realistic and the most effective means of achieving them are chosen. Managers also need to continually update and expand their skills and information base if they are to remain successful.

Property Management Planning provides an ideal opportunity for owners and managers of pastoral properties to work together and set a clear and achievable direction for the property and business. It can also be an excellent means for both to improve their knowledge and skills, in the company of other like-minded people, without compromising confidentiality.

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

(management accountant) and a financier.

Quorn

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

North East Pastoral

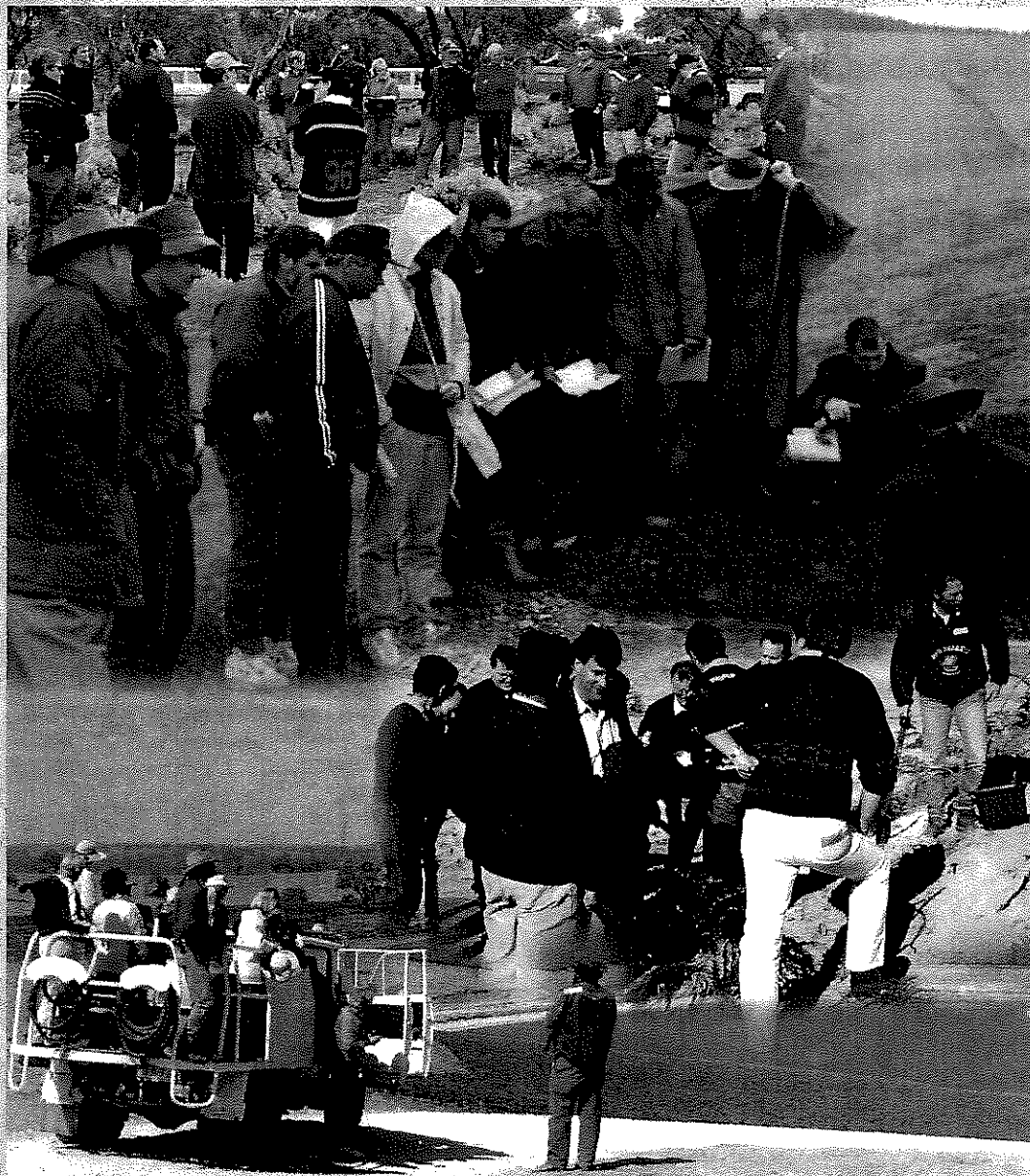
Next Meeting: Enterprise Planning, Late February '97, venue to be confirmed. Looking to do a session on wool marketing and price risk management.

Marla - Oodnadatta

Next Meeting: Natural Resources and Property Layout, 17 - 18/3/97 at "Tieyon" 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 Districts Pastoral Group looking at land systems and land condition.

Soil pit inspection by the Meadows Dairy Group at Bull Creek. Natural Resource Stocktake.

Bank SA Managers Workshop '95.

The Williamstown/Lyndoch PMP group considering wine grapes as an alternative enterprise at Eden Valley. Enterprise Planning farm visit.