



## What's happening on your farm?

- Lambing. Now, finished, soon to start?
- Seeding or finished or stopped for the moment?
- Big issues facing your sheep enterprise at the moment?

## Poor seasons happen incrementally

- Things don't turn bad overnight
- The key is to recognise the signs / trigger points
- And take timely action- Make a decision
- Reducing stocking rate / grazing pressure in a structured way is a key component

## 4 Problem Solving Questions

- 1 What is the Problem?
- 2 What is the **Cause** of the Problem?
- 3 What are the **Possible** Solutions?
- 4 What are the **Best Possible** Solutions?

## The exit strategy

- Determine potential stocking rate for a range of seasons
- List the available tactics to be used
- List when they will be employed
- List the action required and who will do it
- List when it has to be completed by
- Every year follow the list and review and revise as necessary

Date	Potential Stocking Rate	Planned SR	Tactic	Action
14 <sup>th</sup> May	6	6	Reduce stocking rate	Sell half of dry ewes
21 <sup>st</sup> May	5	5	Reduce grazing pressure Reduce stocking rate	Increase feed by 60g/h/day (Buy 50t more lupins) Sell remaining dry ewes
28 <sup>th</sup> May	4	4	Reduce grazing pressure and farm SR	Agistment for wethers
4 <sup>th</sup> June	4	4	Reduce grazing pressure	Review cropping program- grazing crops? Purchase hay and add to diet
11 <sup>th</sup> June	3.5	3.5	Reduce grazing pressure and increase pasture growth	Nitrogen application to grassy pastures
18 <sup>th</sup> June	3	3	Reduce grazing pressure	Feedlot weaners

John Milton -0427 346 727  
Feed Test- 1300 655 474

### Infrastructure for flexibility

- Having appropriate infrastructure to deal with 'uncommon' events is important
- Containment areas have a range of applications and can allow significant savings
- Things to consider
  - Ideally put them on a gentle slope
  - With shade and shelter to minimise feed requirements
  - 5m<sup>2</sup> per dry sheep, 25m<sup>2</sup> for lambing sheep
  - Vaccinate before they enter and feed a balanced diet



### Management skills and practices

- Condition scoring is a handy skill in good seasons and a critical skill in poor ones



### Michael Chaney- NAB Director GFC

.I focus on the task at hand," he says. "No one has ever been able to predict what shareholders' returns will be ... because you don't know what is going to happen in the economy. The main thing is to ensure your organisation is in good shape in terms of its costs, its structures and its balance sheet, and then do your best.