

GRAZING BMP
BEST MANAGEMENT PRACTICES

Expo Programme

11-12 October 2016

Blackwater International Coal Centre



www.bmpgrazing.com.au

Grazing Best Management Practices

Grazing Best Management Practice (BMP) is a voluntary online self-assessment tool designed to assist land holders improve the economic, environmental and social sustainability of their grazing enterprise.

The Grazing BMP program was developed through a partnership between Fitzroy Basin Association (FBA), AgForce, the Queensland Department of Agriculture and Fisheries (DAF) and industry; with all assessment standards within the program approved by a 'Producer Reference Group', made up of Queensland graziers.

Grazing BMP provides graziers with the opportunity to assess their current business management practises in relation to industry standards across five modules; soil health, grazing land management, animal production, animal health and welfare, and people and business.

Module Reassessment

Review your action plan

Module reassessment is an important aspect of the Grazing BMP program for both individual businesses and the wider grazing industry. Reassessment allows graziers to revisit action plans and evaluate progression. We encourage all businesses that are eligible to reassess, to do so at this event and take advantage of the assistance available from the Grazing BMP staff in attendance.



Industry report card

The aggregated, de-identified data from the reassessments provides vital industry information on the level of adoption of environmentally sustainable and ethical management practices.

Accreditation

The next step

Graziers who have completed the five Grazing BMP modules have the opportunity to become Grazing BMP Accredited producers. Accreditation is a voluntary option, lasts for three years, and is currently at no cost to the grazier. Grazing BMP Accreditation demonstrates that a business is operating at industry best practice across core standards.

Accredited producers reinforce the integrity of the data collected in the Grazing BMP program, validating the self-assessment process.



Incentives

Grazing BMP currently offers a range of financial incentives to businesses who undertake a successful Grazing BMP accreditation.

Expo Programme

Day 1

Time	Location	Topic
All day	The Hub	Grazing BMP reassessments
8.00am	Deck	Registration opens
9.00am	BMA Room	Welcome Matt Brown, <i>Department of Agriculture & Fisheries</i> Chairman: Martin Pentecost, <i>Powers Financial Group</i>
9.15am	BMA Room	Introduction to Grazing BMP Bronwyn Roberts, <i>Grazing BMP Project Manager</i>
9.25am	BMA Room	OBE Organic and Grazing BMP: premiums and profitability Dalene Wray, <i>OBE Organic</i>
9.40am	BMA Room	How to use the MSA index in your business Jarrod Lees, <i>Producer Engagement Officer, MSA</i>
10.10am	BMA Room	Reducing stress with LSS whilst increasing cashflow and profit with KLR Grahame Rees, <i>Operation Manager, KLR Marketing</i>
10.45am	Deck	Morning tea Trade displays, networking, Grazing BMP reassessments
11.45am	Cinema	Reliable establishment of legumes into sown pastures to address pasture rundown Stuart Buck, <i>Department of Agriculture & Fisheries</i>
	Clean Coal Room	Managing cattle nutrition for profit Mick Sullivan, <i>Department of Agriculture & Fisheries</i>
	Bowen Basin Room	Climate and pasture tools for past and future trends Grant Stone, <i>Department of Science, Information Technology & Innovation</i> , Terry Beutel and Neil Cliffe, <i>Department of Agriculture & Fisheries</i>
1.30pm	Deck	Lunch Trade displays, networking, Grazing BMP reassessments
2.30pm	Cinema	Strategies to improve enterprise profitability – specific focus on male and female reproductive performance Alan Laing, <i>Department of Agriculture & Fisheries</i>
	Clean Coal Room	Productive, profitable & sustainable grazing Bob Shepherd and Paul Jones, <i>Department of Agriculture & Fisheries</i>
	Bowen Basin Room	Improving productivity with property mapping Mark Leahy, <i>Phoenix Farm Management, AGDATA Australia</i>
4.15pm	Deck	Afternoon tea Trade displays, networking, Grazing BMP reassessments
4.30pm	Cinema	Grazing BMP Cleanskins information session
	The Hub	Grazing BMP reassessments



*We acknowledge the support of
Meat and Livestock Australia.*

Expo Programme

Day 2

Time	Location	Topic
All day	The Hub	Grazing BMP reassessments
7.00am	Deck	Registration FutureBeef Breakfast AuctionsPlus - Australia's Online Saleyard Tom Rookyard, <i>AuctionsPlus</i>
8.15am	BMA Room	Welcome to Day 2
8.25am	BMA Room	The role of AgForce in supporting Grazing BMP <i>AgForce</i>
8.30am	BMA Room	Grazing BMP, reef water quality and reducing gully erosion Steve Banney, <i>Steve Banney Agribusiness</i> , Christian Roth, <i>CSIRO</i> and Bernie Claussen, <i>Fitzroy Basin Association</i>
9.00am	BMA Room	Supporting NCMC members through the Grazing BMP program John Seccombe, <i>Northern Cooperative Meat Company</i>
9.15am	BMA Room	Getting motivated for fitness and life Joy McClymont, <i>Off the Track Training</i>
9.30am	BMA Room	Animal health and husbandry practices for production Steven Bliss, <i>Gray Street Veterinary Clinic</i>
10.00am	BMA Room	Playing it safe Shane Webcke, <i>Rugby League legend & Queensland Safety Ambassador</i> and Fiona O'Sullivan, <i>Workplace Health and Safety Queensland</i>
10.45am	Deck	Morning tea Trade displays, networking, Grazing BMP reassessments
11.45am	Cinema	Maximising Profit from High Prices – What do you need to do and what are the pitfalls? Terry McCosker, <i>RCS - Resource Consulting Services Pty Ltd</i>
	Clean Coal Room	Developing a biosecurity plan for your business Sarah-Jane Wilson, <i>Livestock Biosecurity Network</i> and Linda Forster, <i>Biosecurity Queensland</i>
	Bowen Basin Room	Communicating & connecting in agriculture - 2016 & beyond Nancy Rowe and JoAnn Resing, <i>Department of Agriculture & Fisheries</i>
1.30pm	Deck	Lunch Trade displays, networking, Grazing BMP reassessments
1.50pm	Deck	Productive soils in grazing Johnelle Stevens, <i>Fitzroy Basin Association</i>
	Deck	Closing address
2.30pm	The Hub	Grazing BMP reassessments



Speakers



Steve Banney, *Steve Banney Agribusiness*

Steve Banney is a private grazing consultant and was a member of the Reef Water Science Taskforce which delivered recommendations to the Queensland government on priorities to improve water quality from reef catchments. The reef is a global icon and everyone, including graziers, has their part to play in ensuring sediment, nutrient and chemical runoff into reef catchments is minimised. At the same time grazing businesses can improve their profitability and sustainability by adopting improved management practices.



Christian Roth, *CSIRO*

Dr Roth has over 30 years of research experience in tropical land and water management. Dr Roth has led several research programs and projects for CSIRO Land and Water, and the Australian Centre for International Agricultural Research. Over his career, his areas of work have included studying the impact of land use on sediment and nutrient export to the Great Barrier Reef, and reducing sediment export from grazing lands in the Burdekin. He has produced over 150 publications and research reports, mainly on soil hydrology, surface sealing, erosion processes and control, tillage and soil management.



Bernie Claussen, *Fitzroy Basin Association (FBA)*

Gully remediation is possible. Your soil is one of your greatest assets and gullies are areas in which large volumes of soil are lost every year, reducing the productivity of your land and potentially threatening infrastructure. FBA has worked with graziers in the Fitzroy Basin on a number of gully remediation projects and will share low cost, low risk measures that tackle the cause/s of gullies and aid in their rehabilitation.



Dalene Wray, *OBE Organic*

Dalene Wray is General Manager of OBE Organic, Australia's oldest organic beef marketing company. OBE Organic helps organic beef producers flourish by providing consistently high organic premiums, tools to improve producer's productivity, and support for producers to convert to organic. As part of this program to improve the profitability and sustainability of cattle producers, OBE Organic became the first corporate partner of Grazing BMP in 2015. OBE Organic is always looking for more organic cattle producers to meet booming global demand for its product. Organic producers or producers who are thinking about converting to organic production, be sure to speak to Dalene at the Grazing BMP Expo.



Jarrod Lees, *Meat Standards Australia*

Jarrod is originally from Kingaroy, QLD and grew up on a small beef cattle property. He graduated from a Bachelor of Applied Science at The University of Queensland, before going on to complete a research Honours year and enrol in a PhD. He is currently writing his thesis on Developing a new heat load index for subtropical dairy regions and is employed as the Producer Engagement Officer (Eating Quality) for Meat Standards Australia. His role at MSA involves delivering MSA workshops and working with producers to understand MSA carcass feedback, the MSA index and how to incorporate this into a production system to make changes.



Grahame Rees, *Operation Manager KLR Marketing*

Grahame is a fourth generation sheep and wool producer, who grew up on the family property at Ivanhoe in western NSW. In 1999 Grahame was able to spend some time with Bud Williams on his visit to Australia, which ignited an interest in Low Stress Stockhandling. Over the next couple of years Grahame experienced the benefits of handling livestock using Bud's methods. In 2002 Grahame joined with Jim Lindsay to deliver LSS schools right across Australia, now assisting 1,000's of livestock handlers to improve their livestock handling.

After spending three weeks visiting Bud Williams in Texas, Grahame (along with his partners Rod Knight and Jim Lindsay) spent the next 12 months developing the KLR Marketing school. Grahame is passionate about sharing both LSS and KLR Marketing because they both open up the opportunity to everyone involved in the livestock industries.



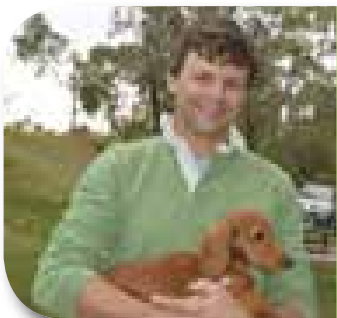
John Seccombe, Northern Cooperative Meat Company

John Seccombe was appointed to the Board of Northern Co-operative Meat Company Ltd in February 2010 and elected Chairman in February 2013. John is currently Chairman of the Board’s Nominations and Remuneration Committee. John has a strong family background in the Northern Rivers cattle industry and is currently operating a beef breeder enterprise targeting the veal market with progeny primarily being direct consigned to NCMC. John’s background provides him with a wide understanding and appreciation of the red meat and livestock industry.



Joy McClymont, Off the Track Training

Joy lives with her husband and four young children on a sheep and cattle station located 100km west of Longreach, Queensland. Joy has lived and worked in rural and regional areas for over 30 years, where she has gained extensive experience as an educator, grazier, fitness trainer and competitor. Exposure to the limitations of living in remote locations inspired Joy to develop an online health, fitness and holistic wellbeing platform for other people living in isolated parts of Australia. Joy’s motivation is focused towards improving the health and wellbeing of individuals, regardless of where they live, what their work role is or how much time and equipment they have available. Digital technologies have enabled Joy to deliver services to people without access to traditional face-to-face programs via dedicated online channels. Joy delivers programs with a focus on education, motivation and connection, with a strong emphasis on enabling people living in remote, rural and regional areas to access quality advice to improve their physical and mental wellbeing.



Steve Bliss, Gray Street Veterinary Clinic Emerald

Steve is the owner of Gray Street Veterinary Clinic and has been in Emerald since August 2009. Special veterinary interests include but not limited to Equine and small animal dentistry, beef cattle herd health improvement, orthopaedic surgery and fracture repair and all small animal surgeries. Steven will discuss benefits of vaccinations, pregnancy testing, and bull breeding soundness evaluations.



Tom Rookyard, AuctionsPlus

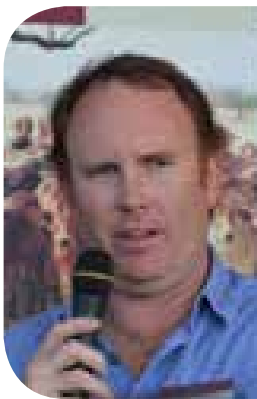
Tom Rookyard is the Market Operations Supervisor at AuctionsPlus. Originally from Berrima NSW, now based in Sydney, Tom has always had an interest in agriculture, mainly within the sheep and wool industry. His father is a wool buyer and exporter and his uncle is the third generation to be running the family farm, a mixed meat and wool growing operation. Prior to starting at AuctionsPlus, Tom graduated from Charles Sturt University Wagga with a Bachelor of Business Studies. Whilst working at AuctionsPlus Tom is also undertaking a Masters of Agribusiness by distance through Charles Sturt University at Orange.



Shane Webcke, Rugby League legend & Queensland Safety Ambassador and Fiona O’Sullivan, Workplace Health and Safety Queensland

Shane Webcke, football legend and sports presenter, is Queensland’s Safety Ambassador. Shane has a strong connection and commitment to work safety as his father was killed in a workplace incident. Farm safety is a serious topic – around 15 Queensland agricultural workers are killed each year in workplace accidents and 1 in every 35 workers will suffer a serious injury. Taking steps to address safety in the grazing business can not only help save lives, but will also help save money. Work injuries are expensive and can be very debilitating for those that are injured.

Workshops



Reliable establishment of legumes into sown pastures to address pasture rundown

Stuart Buck, Department of Agriculture & Fisheries

Sown pasture rundown, caused by a reduction in plant available soil nitrogen supply over time (or nitrogen tie-up), will cost the beef industry more than \$17billion over the next 30years. The solutions are to either increase soil nitrogen cycling through pasture disturbance, or to increase nitrogen supply to the pasture with either fertiliser or legumes. Legumes have been assessed as the most economical, long term way to address nitrogen tie-up, however there are establishment and hence production and persistence constraints that need to be addressed before legumes can contribute adequately to the pasture and boost animal productivity. In this presentation, producers will learn more about the causes, impacts and management options available to address nitrogen tie-up, how legumes work and methods to get legumes reliably established into sown grass pastures.



Managing cattle nutrition for profitability

Mick Sullivan, Department of Agriculture & Fisheries

Mick is a Beef Extension Officer with extensive experience in beef cattle breeding and genetics, nutrition, grazing management and beef business analysis. Good nutritional management is fundamental to business profitability and the primary focus must be on enabling animals to make the best use of available pasture. In the words of Patrick Durack "We are but kings in grass castles". The workshop will address:

- Key principles of ruminant nutrition
- Evaluation of diet quality
- Nutritional requirements of different classes of animals
- Cost effective supplementation strategies



Climate and Pasture tools for past and future trends

Grant Stone, Department of Science, Information Technology and Innovation, Terry Beutel & Neil Cliffe Department of Agriculture & Fisheries

The current climate and the history of land productivity can provide information about the future and how best to plan for that future. This workshop, hosted by a collaboration of three presenters, will provide an insight into key climate drivers (ENSO, MJO, and SCF products associated with forecasting the season ahead) impacting on regions, along with a suite of climate, climate change and grazing aspects (land type, cover, pasture assessments) FORAGE products. This will be an interactive workshop where producers can identify the historical land cover and vegetation changes for their property and find out how they may impact on the decisions that are made today for tomorrow.



Strategies to improve enterprise profitability – specific focus on male and female reproductive performance

Alan Laing, Department of Agriculture & Fisheries

The reproductive performance of your herd can drive profitability, and this workshop will show producers how by covering:

- Profitable beef genetics
- Significant sire effects when daughters reach puberty
- Bull Breeding Soundness Evaluation (BBSE)
- Sires with high % normal sperm produce more fertile daughters
- Bull reproduction
- BREEDPLAN explained
- Managing for reproduction



Productive soils in grazing

Johnelle Stevens, Fitzroy Basin Association

Join the Grazing BMP team and Johnelle Stevens to learn the characteristics and health indicators of soil in your grazing system. Johnelle is a Land Management Officer at Fitzroy Basin Association, based in Rockhampton and has over 10 years of experience in natural resource management, soils and erosion in grazing systems. As graziers it's important to get the most out of your pastures and to do this efficiently you need healthy and productive soils. Topics covered on the day include:

- Understanding soils
- Soil health and the grazing system
- How to assess the health of your soils and its key properties
- Soil chemical, physical and biological properties and what they mean to your grazing system



Improving productivity with property mapping

Mark Leahy, Phoenix Farm Management, AGDATA Australia

Good property mapping is fundamental to developing effective property management plans. Discover the business benefits that Phoenix Livestock, Grazing Charts and Mapping can provide to a grazing business. The Phoenix Farm Management Suite gives producers most of the answers that they will need to easily complete and maintain their Grazing Best Management Practice. The team will show producers where they can find the information they need to do this. Producers will be encouraged to make it easier for themselves by sitting in on this interactive workshop.



Maximising Profit from High Prices – What do you need to do and what are the pitfalls?

Terry McCosker, RCS - Resource Consulting Services Pty Ltd

As the cattle market blasts into uncharted territory, beef producers are presented with some wonderful opportunities... This short workshop will explore:

- The principles of business and financial management in the grazing industry,
- The relationship between price received and profit,
- The top 3 actions producers must take to maximise profits, and
- The traps that are resulting in some people missing out and how to avoid them.

Extensive benchmarking data and simple business fundamentals will form the platform for this discussion relevant to anyone who works in the rural industry.



Developing a biosecurity plan for your business

Sarah-Jane Wilson, Livestock Biosecurity Network

Every livestock producer should have their own on-farm biosecurity plan to help protect their livelihoods from the threats posed by diseases, pests and weeds. Almost anything moved onto a property can be a potential source of introduction for pests, weeds or disease for livestock and plants. An awareness of the biosecurity risks that may arise as a result of the introduction of stock, people, equipment or other farm inputs is the first step towards actions to mitigate these risks. Biosecurity practices and requirements continue through the supply chain, beyond when animals or products leave the farm gate. The ongoing commitment to these practices, keep the high level of industry biosecurity maintained in Australia. At this workshop, participants will be given an 'On Farm biosecurity plan' template and an accompanying set of guidelines for completing the plan. As part of the workshop, participants will have the opportunity to begin completing their plan and will receive ongoing support following the Expo.

Linda Forster, Biosecurity Qld, Department of Agriculture & Fisheries

The new Biosecurity Act 2014 was initiated in July 2016. Linda discusses what it means for beef producers and how Biosecurity Queensland can help you in your business.



Communicating & Connecting in Agriculture - 2016 & Beyond

Nancy Rowe & JoAnn Resing, Department of Agriculture & Fisheries

Common communication pathways for agricultural businesses and individual use will be explored in this session. Elements to be covered include identifying effective channels for connecting in the digital age, keeping information overload under control and sharing ways to make both new and old communication tools game changers for you and your business in 2016 & beyond. Nancy Rowe is an experienced facilitator and industry development officer with Department of Agriculture & Fisheries. She holds multiple professional memberships with learning organisations and is an accredited practitioner in a range of personal and professional development instruments.



JoAnn is a Sr. Industry Development officer for DAF based in Townsville. She is passionate about digital innovations that can improve the lives and businesses of North Queensland's rural and remote primary producers. She has spent over 18 years helping farmers adopt emerging digital and ICT technologies, from the advent of email to the new normal: smartphones, apps, sensor networks and drones. Currently, she works with stakeholders to ensure producers have access to a business-grade quality internet that will allow them to fully participate in the Digital economy.



Productive, profitable & sustainable grazing

Bob Shepherd & Paul Jones, Department of Agriculture & Fisheries

How to manage your greatest asset- your land - is of paramount importance for any grazing business. This workshop will cover methods of managing your grazing land and pastures to increase productivity, profitability and sustainability and improving areas of poor land condition. Bob and Paul have a wealth of knowledge in Grazing Land Management from the Fitzroy and Burdekin regions.

Trade Displays



AgForce

AgForce Qld is fighting for productivity, profitability and sustainability in agriculture. AgForce represent their members as they face challenges and maximise opportunities in the rural sector. A membership organisation, AgForce Qld will be on hand to answer queries on current agricultural issues and assist producers with a future direction. Producers are encouraged to become a member and get involved in their own industry.



Fitzroy Basin Association

Fitzroy Basin Association Incorporated (FBA) provides access to resources and arms graziers with the knowledge and skills to run a more productive, profitable and sustainable business. A broad range of workshops are offered throughout the year by FBA and our local delivery partners, including specialised training in business management, mapping, erosion repair, water efficiency and soil health as well as Grazing Best Management Practices. Graziers interested in becoming Grazing BMP accredited producers can also access one-on-one support from FBA to prepare for the audit. FBA worked in partnership with the Queensland Department of Agriculture and Fisheries and AgForce to develop the Grazing Best Management Practice program. FBA strives to protect natural assets; improve land condition and land management practices; and ensure that we have healthy waterways flowing to the reef. Please contact our team to learn more about support available or visit www.fba.org.au



AGDATA Australia

A farm management software solution needs to scale and grow as the farm business does. It needs to be an integrated solution that has financial, cropping, livestock, grazing, mapping and weather modules talking to each other. Agriculture is a sophisticated business that needs industry specific management solutions that drive efficiency, profitability and productivity. Phoenix Farm Management Suite makes it easier for producers to make informed everyday decisions. Producers can also decide how they want the data stored; In their office or in the cloud on Phoenix Live. Phoenix is flexible and customisable to work the way producers work, not the other way around. AGDATA Australia has enjoyed the same good times and endured the bad times that producers have had for the last 32 years. Phoenix have put a lot of the suggestions from people into the Phoenix that thousands of farmers from around Australia know and trust today.



Agrimix

Agrimix was founded to assist beef producers improve their pastures in the harsh conditions of northern Australia, through leading-edge pasture science and innovation. Agrimix has partnered with James Cook University to commercialise Progardes, a selected blend of *Desmanthus* legume species with superior genetics and diversity. The highly experienced Agrimix team offer valuable technical support and specialist advice to farmers on establishing and managing their pastures. Producers working with Agrimix consistently cite the excellent communication and ongoing support they receive from the team, in addition to the outstanding results in animal weight gain and soil improvement



Biosecurity Queensland

- Coordinates the government's efforts to prevent, respond to, and recover from pests and diseases that threaten the economy and environment
- Works to ensure continued market access for our products
- Maintains our reputation for high standards of animal care and keeping
- Reduces the risks that chemical contaminants pose to agricultural food production systems and the environment
- Helps to ensure Queensland land and the environment is healthy and resilient.

Be sure to drop in a meet your local Biosecurity Queensland Stock Inspectors and Invasive Pests and Weeds Officers.



Future Farmers Network

The Future Farmers Network is Australia's only National network that represents young people working in the agriculture industry. Future Farmers Network covers all aspects of the industry including those who work on farms to remote stations; stock and station agents; commodity traders; and those from banking and industry support roles located in our major cities. The Future Farmers Network has been operating since 2002 and provides members with access to the latest news, events, scholarships, awards and information from across all aspects of the agricultural sector. The three key ways Future Farmers Network helps young Australians working in agriculture and agribusiness is through connecting likeminded and passionate people, providing educational and professional development opportunities as well as access to industry leaders. We believe that all our members have an important role to play in Australian agriculture.



RCS – Empowering People

RCS (Resource Consulting Services Pty Ltd) is Australia's leading private provider of holistically-integrated education, training and consulting services to the agricultural sector both nationally and internationally. Empowering People is the RCS Mission statement. The heart of the business is about people. RCS work side by side with clients to build their business, at the same time as regenerating the Australian landscape, including soils and pastures, through farming and grazing practices which provide financially and environmentally productive results. Focusing on a holistic approach, RCS acts with integrity to increase the triple bottom line for every client. Through the vision for a regenerative Australian agricultural landscape, RCS have a proud history spanning nearly three decades in helping agricultural businesses move into the top 20% of profitability via ongoing education, advice and support. To be fully effective in these varying endeavours, our partnerships must extend beyond those on the land. We also work in close co-operation with government agencies, local authorities, industry groups, banks, accountants, financial planners and other rural focused professionals.



Central Highlands Regional Resources Use Planning Cooperative

CHRRUP is an independent community-owned organisation dedicated to increasing the sustainability of natural resources through improving practices of use and management. A strong focus on working with investment partners (regional groups, Australian and Queensland Governments) to deliver on ground results has provided CHRRUP with skills and capabilities to undertake a wide range of work on a consultancy basis. CHRRUP's mission to work proactively with regional communities, enterprises and industries to foster natural resource management that supports the sustainability of the Central Highlands region embodies our core values of independence, practicality, partnerships, and collaboration. A team of skilled and experienced staff implement operational plans to meet strategic objectives. CHRRUP has in place strong financial and project management systems as well as a culture of compliance to deliver results designed to meet all client expectations.



FutureBeef

Covering Queensland, the Northern Territory and the Kimberley/Pilbara regions of Western Australia, this program brings together the efforts of state government agriculture agencies and Meat & Livestock Australia to provide a coordinated approach to extension and information delivery. FutureBeef focuses on providing the information medium-to-large beef businesses need to make the most beneficial changes on-farm to improve business performance – in a variety of ways. The FutureBeef program will allow producers to access information and services around key themes including reproduction, grazing land management and nutrition and growth, and business management. Delivery approaches will include training workshops, producer demonstration sites, field days, RD&E projects, forums, facilitated producer groups, webinars (online seminars), YouTube videos, newsletters and publications. Sign up to Future Beef at the Expo to receive helpful links every month to help producers with their business.



Ecosure

Ecosure is an environmental consultancy based in Rockhampton and Emerald. With a team of 10 qualified staff covering a range of environmental services. Staff have extensive rural experience in Queensland Legislation with over 20 years expertise in Vegetation clearing requirements, protected plants (blue dots) and property and mobile mapping solutions. At the Grazing BMP Expo Ecosure will provide free mapping and advice on the impact of clearing laws on individual property's. Please come and see us.



Workplace Health & Safety Qld

Workplace Health and Safety Queensland (WHSQ) work with the agriculture industry to help workplaces:

- Know how to be safe and healthy
- Reduce the risk of workers being killed or injured on the job
- Foster a safety culture.

WHSQ and OBE Organic are holding a series of free webinars to help make it easy for graziers to develop a farm safety management system. For more information about the webinars and work health and safety visit worksafe.qld.gov.au and come and have a chat at the Expo.



QRAA

QRAA are partners in increasing productivity and profitability. QRAA's low interest rate loans can provide funding for a range of on-farm productivity enhancements like exclusion fencing, improving waters, improving irrigation efficiency and property build-up. Their First Start Loans provide funds for succession and those wishing to establish themselves as graziers in the longer term. For producers dealing with drought and/or looking to restock after drought, QRAA has loans with rates as low as 2.66% to assist. Producers are encouraged to discuss their plans with QRAA's Client Liaison Officers who will be in attendance at the Grazing BMP days.



Livestock Biosecurity Network

LBN is an independent industry initiative founded in 2013 by the peak industry councils for cattle, sheep and wool, and supported through ongoing contributions from the Cattle Council of Australia. LBN plays a role in managing on-farm biosecurity by working closely with producers and livestock industry members to provide tools and information to minimise the risks to the health, productivity and market access of livestock. Regional officer for Northern Australia (and National Operations Manager), Dr Sarah Jane Wilson will be attending the expo to deliver a biosecurity planning workshop.



Lonsdale Agribusiness

Lisa is passionate about helping rural business operators with their financial requirements on a one-on-one basis, to ensure that the outcome is the best possible result for each client. Lonsdale Agribusiness' focus is to streamline the process between the client and their professionals (banker, accountant, solicitor) – expertly assisting with many of those time-consuming activities and allowing the client to better focus on managing their business.

Lonsdale Agribusiness services include:

- Annual Reviews for financiers/QRAA
- Applications for bank refinance
- Assistance with property purchases
- General setup of a new business
- Grant and subsidy applications
- Personalised financial assessment of individual businesses



Powers Financial Group

Powers is a one-stop financial shop. Powers is not just Chartered Accountants. They provide a one-stop shop for all producers financial needs, whether they are an individual, a small business owner or a company. Their philosophy is to help clients manage their financial needs so they don't have to endure the stress of dealing with a different person for each aspect of their financial affairs. They are Chartered Accountants, registered tax agents, business advisors, agribusiness experts, wealth advisors, loans specialists, Auditors and superannuation consultants. With almost 50 years experience in various sections of the business and finance industries, their background will make customers feel more confident when dealing with Powers.



WorkCover Queensland

WorkCover Queensland is a statutory authority providing tailored workers' compensation insurance solutions to over 150,000 Queensland businesses. A WorkCover Queensland accident insurance policy covers employers for the cost of workers' compensation claims, and provides injured workers with compensation, medical costs, and other benefits after a workplace injury. As a self-funding organisation, WorkCover strives to maintain Australia's lowest average premium rate by continuously investing in: efficient online customer services, experienced in-house claim management capability, and sustainable premium and return to work outcomes for employers and injured workers. WorkCover are passionate about striking the right balance between keeping premium costs low for employers and providing injured workers with access to specialist rehabilitation and return to work services. WorkCover works with the injured worker, the employer, and medical and allied health providers to help rehabilitate the worker so they can return to work quickly and safely.



Queensland Agriculture Workforce Network

The Queensland Agriculture Workforce Network (QAWN) is a partnership between the Queensland Government and industry to make it easier for agricultural employers in rural Queensland to find the workers they need. QAWN can help with:

- Linking to employment service providers
- Linking to training programs and service providers
- Information about funding, grants or incentive programs
- Finding long term solutions to workforce issues
- Understanding key workforce issues and feeding information back to government

The network will also help both existing and future employees understand how to improve their own capacity to work in agriculture and increase their employment prospects within agriculture. This is achieved by working closely with schools, universities, employment and training service providers. The Central Queensland Agriculture Workforce Officer will be pleased to meet producers at the Grazing BMP Expo in Biloela and will be available to answer all queries and provide information in relation to employment and training.



Jurox

Jurox, Australia's most innovative veterinary pharmaceutical manufacturer, believes success comes through high quality and superior formulation. Jurox has become a major player in the veterinary pharmaceuticals market and is rapidly becoming a well-known name in the rural animal health market. Jurox now offers more than 120 proprietary veterinary and over-the counter lines to a diverse animal health market world-wide. Jurox aims to harness new discoveries in order to produce products with the stability and quality to fulfil the Australian and overseas markets. The superior formulation of Jurox products means that they are extensively used world-wide in both the companion animal and large animal markets. Jurox products hold a unique position in the Australian animal health market through patents and Australian developed technology. All products are Australian owned and manufactured to the highest quality, with accreditation surpassing all other animal health manufacturers in Australia.

INDEPENDENT FINANCIAL CONSULTANTS



**Brennan Mayne
Agribusiness**

Brennan Mayne Agribusiness

BMAgBiz is a specialist agribusiness management consultancy firm based in Emerald, Queensland, Australia. BMAgBiz has been in operation for over 22 years and currently provides essential support services and guidance to agricultural operations with in excess of \$2 billion in assets. BMAgBiz manages over \$700 million in Rural Finance. BMAgBiz provides specialised services in the areas of:

- Agribusiness Capital
- Agribusiness Management
- Investment into Australian Agriculture
- Succession Planning
- Agribusinesses Dealing with Government
- Agribusinesses Dealing with Resource Companies.

BMAgBiz strives to provide the very best in financial and management solutions to Australian agribusiness. We achieve this through developing and maintaining an intimate knowledge of our client's businesses and then applying our extensive experience, skill sets, connections and resources to helping them achieve their goals.



Bryan Hall - Spaying

Bryan has been a well-known and highly respected figure in the business of cattle spaying around North Australian cattle stations for more than 40 years. Taking his expertise from his home in Rockhampton to Queensland's gulf country, the Northern Territory and Western Australia, Bryan has written animal welfare standards on spaying cows for Animals Australia. He suggested abolishing the Willis super tool being used on mature aged cows and banning flank spaying, instead endorsing the use of the Web spay method to produce more positive outcomes for animals and producers alike. Catch up with him at the Expo to find out more about this practice.



Troy

Troy Laboratories was established by Veterinarians who shared a common vision for the veterinary profession; to provide the industry with products to aid in the treatment of animals with products specific to Australia. Over 50 years on and with a vision continues through to today. Currently there are over 140 products registered (Troy and Ilium) in Australia. Troy are proudly investing in R & D projects and will spend in excess of \$2 million this year on R & D and new product registrations. Producers can be assured that the products are 100% Australian owned and made. Troy are proud of their long association and value their relationships with both veterinarians and professional bodies through industry sponsorship including, AVA, ASAVA, Bain Fallon, and numerous other sponsorships and associations. At Troy Laboratories staff are committed to supporting both Veterinarians and animals alike.



Queensland Agricultural Training Colleges

Queensland Agricultural Training Colleges, through Emerald Agricultural College, Longreach Pastoral College and Rural Training Queensland, is part of the fabric of Australian agriculture. For 50 years, our unique mix of practical training supported by classroom-based learning, has helped graduates enjoy rewarding careers in agriculture, including the diverse beef production chain. Innovative programs like PACE (Pathways to Agricultural Careers and Education) and the Northern Beef Industries Program have been developed in consultation with industry; ensuring graduates hit the ground running. An exciting partnership with CQUniversity also provides a hands-on pathway into tertiary education. Our graduates can be found in the bush or city, in Australia or overseas. We work with industry to ensure that students are equipped to handle the challenges that modern agriculture will present today and for years into the future. See us at expo to discuss how we can help you to achieve your agricultural career goals. www.qatc.edu.au



Virbac

Virbac is a leading independently owned global animal health company with its core business in sheep and cattle products, including market leading brands such as Cydectin, SingVac, Multimin and Websters. With dedicated Australian manufacturing facilities Virbac can proudly say that many products in the Virbac range are made by Australians for Australians. Virbac also invests in innovation with seven cents in every sales dollar directed towards research, development and licensing in order to bring new products to market in Australia that meet the needs of our customers. Virbac is one of the few animal health companies which has both manufacturing and research facilities in Australia.



Zoetis

Zoetis (zô-EH-tis) is the leading animal health company, dedicated to supporting its customers and their businesses. Building on more than 75 years of experience in animal health, Zoetis discovers, develops, manufactures and markets veterinary vaccines and medicines, complemented by diagnostic products and genetic tests and supported by a range of services. Zoetis serves veterinarians, livestock producers and people who raise and care for farm and companion animals with sales of its products in 120 countries. Zoetis provides a diverse portfolio of animal health products and services for beef cattle. Zoetis also works with cattle farmers and veterinarians to help them make informed decisions that contribute to improve the health of their herd and maximize the potential and profitability of their beef operation under sustainable conditions. Key products in the Zoetis cattle product range include Dectomax® Injectable and PourOn for parasite control, as well vaccines including Ultravac® 7in1, Longrange®, Pestigard®, and Vibrovax®. Zoetis also provide a range of genetic tests in Australia.

Testimonials

At the Biloela Grazing BMP Expo, graziers were asked...

“What new knowledge or skills have you gained from the Expo?”

- Excellent access to quality spreadsheets; great information and reminders; excellent networking.
- I got a lot from the two days due to the large variety of speakers and stands.
- I have found out I need to know a lot more. I want to be part of Grazing BMP.
- The importance and need to introduce more legumes into our pastures and the best ways to achieve this. The importance of checking old cultivation for P deficiency.
- Better understanding of EBVs and BBSE.
- Skills and tools to better manage grass. Important to have clear goals and visions as a family. Learn more about budgeting and turning data into meaningful data.
- Confirmation of what we are working too. New tools: accounting, mapping to make decisions. Networking. All over a great couple of days.
- The importance of gathering and storing records re management practices that may be useful for future market access. Information re the Great Barrier Reef and training opportunities.
- Information regarding bull selection; legume planting techniques - more legumes = more nitrogen = more grass.
- Great expo. Although not going into depth, it provided a great snapshot of what is out there and issues relevant to producers.

GRAZING **BMP**

BEST MANAGEMENT PRACTICES

**Improve your business.
Improve your sustainability.
Improve your family's future.**



www.bmpgrazing.com.au