

TFS

Tablelands
Farming
Systems

Next Generation Agriculture



TABLELANDS FARMING SYSTEMS

Sponsorship Schedule

2015-16

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Introduction

Tablelands Farming Systems (TFS) was established by local farmers in early 2013 as a progressive and innovative farmer-led group. It focuses on research, development and extension (RD&E) activities that assist farmers and their businesses to be more profitable and resilient.

The organisation services members by delivering best practice information on a range of practical farm and business issues through training, seminars and field days, as well as a quarterly newsletters, reports and factsheets. TFS also helps members stay in touch with what is going on locally and nationally through strategic partnerships with scientific and research organisations as well as extension opportunities.

TFS delivers RD&E projects to its 55 members, or more than 70 individuals, engaged in wool, beef, meat sheep, horticulture, cropping and livestock enterprises. Collectively, TFS members run more than 240,000 sheep, 11,000 cattle and cover more than 57,000 hectares. TFS also reaches the wider tablelands farming community (potentially 2831 farmers and 1,551,118 hectares in the slopes and tablelands region) through workshops, training and information dissemination. This reach continues to grow along with the organisation.

TFS operates across the southern tablelands region and extends from Bigga and Reids Flat in the north-west to Collector and Breadalbane in the south and includes the major agricultural centres of Goulburn, Bungonia, Crookwell, Laggan, Taralga, Tarago, Braidwood, Bungendore, Yass and Gunning.

Aims:

- Be owned and driven by members
- Provide a forum to initiate and manage relevant agricultural research and extension
- Provide members with evidence based research outcomes
- Provide opportunities for members to learn, interact and exchange ideas
- Provide a forum for skills development in finance and risk management
- Establish mutually beneficial partnerships with government, corporate and private organizations in the pursuit of the group's objectives

Objectives:

- Improve profitability of wool and meat sheep, and beef production through focus on genetics, breeding efficiency, stock health, nutrition, growth rates and marketing
- Explore features of regional soils and develop guidelines for BP management
- Increase stocking rates and performance through pasture improvement
- Support the development of high rainfall zone(HRZ) cropping
- Support farmers involved in niche agricultural industries throughout the region
- Encourage a coordinated approach to natural resource management
- Encourage the adoption of strategies that reduce business risks
- Encourage business skill development and succession planning
- Provide pathways and support for young people in agriculture

Potential TFS strategic partners and/or sponsors

TFS is keen to develop strong sponsorship support and partnerships with agribusiness and other organisations including but not limited to:

- | | |
|-----------------------------|----------------------------------|
| • Universities | • Financial institutions |
| • CSIRO | • Agribusiness service providers |
| • Local Land Services (LLS) | • Chartered Accountants |

- NSW DPI
- NSW TAFE
- Schools and Colleges
- Other Government agencies
- Other farmer groups

Examples of TFS initiatives

Seasonal Updates

Workshops held at critical decision points in time to assist members to make better feed planning, pasture management and livestock health and marketing decisions. Two have already been held in March 2014 at Tarago and Binda and these will be continued in the future.

Soil assessment program - "Soil Club"

An initiative to allow members to soil test several paddocks with the results being pooled to provide insight into soils across the region. Participants will critically analyse their farm's soil fertility profiles and build a whole farm soil fertility management plan which facilitates better targeting of phosphorus (P) and sulphur (S) applications to underpin sustainable increases in stocking rates and farm business profitability.

Farmer Forum

One of the main goals of the group is to share information between members, and attempt to utilise the knowledge within the group to solve the problems and improve members businesses. One way we have been able to achieve this is through the Farmer Forum Days which have been hugely popular for members attending as well as the host farm. These events are held twice a year.

Rural Women's Event

These events are important for networking and connecting likeminded rural women. At the most recent event, the group heard from a guest speaker on a range of topics including farming and farm diversification as well as personal experiences living and working in rural Australia.

Potential for Phosphorus Efficient Legumes

An MLA funded Participatory Research Project to identify which alternate phosphorus efficient legume species will establish, survive and produce best in the Southern Tablelands environment at different fertility levels and on different soils types when grazed by sheep and cattle. The project is funded to run over three years at a number of different sites commencing in 2015.

Drench Resistance Research

To determine the extent of drench resistance in sheep flocks across the Southern Tablelands, and best practice management options for several case study farms.

Research – Pasture improvement economics

To determine the economics of pasture improvement on native pasture country with highly acidic soils. The aim of the trials will be to evaluate both pasture and livestock performance and subsequent financial returns from a range of pasture improvement approaches.

Extension activities:

- Seasonal updates
- Young farmer mentoring
- Quarterly newsletter for members

Training:

The following 'one day' seminars are being planned:

- Pasture Success Workshops" - Facilitated workshop sessions and field trips over two days to help farmers identify the key reasons why some pastures establish successfully and persist, and others do not.
- Farm communication

- Planning Farm Expansion - doing the numbers and managing the risks
- Succession planning for farm families
- Bred Well, Fed Well
- Best Practice for Beef Profits
- Negotiation Skills

Sponsorship Schedule

Following are benefits for each sponsor level. However, we would welcome the opportunity to tailor a sponsorship package to meet your organisation's specific objectives. The figures are annual amounts, excluding GST, which can be paid in up front or quarterly in advance.

SPONSOR BENEFITS	Platinum \$8,000	Gold \$5,000	Silver \$2,000	Bronze \$1,000
Industry exclusivity at level	✓	✓ *	✓ **	■
Maximum number of sponsors at level	1	2	No limit	No limit
Free invitation to TFS events	✓	✓	✓	■
Opportunity to speak at major field days and events	✓ Up to 3 events	✓ Two events	✓ One event	■
Opportunity to display promotional material at TFS field days and events	✓	✓	✓	✓
Promotion of your company on the new TFS website (sponsorship link)	✓	✓	✓	✓
Opportunity to promote your organisation through our email network	✓	✓	✓ Limited	■
Signage at TFS events throughout the year	✓	✓	✓	■
Opportunity to provide advertorial articles in TFS quarterly newsletter	✓ Two bulletins	✓ One bulletin	✓ One bulletin	■
Logo inclusion in quarterly newsletters	✓	✓	✓	✓
Display company logo on selected TFS correspondence	✓ Large	✓ Medium	✓ Small	✓ Small
Membership entitlement	✓	✓	✓	■
Unlimited company representatives to "members only" events	✓	✓	■	■

*Only one organisation deemed to be in the same "industry" is permitted at the Gold level.

** Silver sponsors will be notified if an organisation in the same industry offers sponsorship at the silver level. They then reserve the right to move to Gold sponsorship where industry exclusivity at that level is guaranteed. However, this does not preclude additional sponsors from the same industry at the silver level.

Tablelands Farming Systems – Board Members

Tom McGuinness (B. Business (Ag Com), Uni of Syd) - Chair

Tom lives at Bigga in the Tablelands of NSW running a mixed grazing enterprise, comprising merino sheep (wool) and beef cattle breeding. Tom has 16 years' experience working in and managing the business. Tom lives with his wife Georgie and young family and is focused on running a profitable farming business.

John Klem (B.A. (Ed), HAD) – Vice Chair

John has 50 years' experience in the Agricultural Industry. He and his wife Kathryn currently farm at Bannister near Crookwell producing vealers and fat lambs. John was head teacher of Rural Studies at Goulburn TAFE and for 15 years and has been involved in a number of agricultural extension groups and Landcare. John has been chair of the State Catchment Committee, a Board Member of the Sydney Catchment Authority, a Member of Natural Resources Advisory Committee, a NSW Representative on the Australian Landcare Council and chair of the Hawkesbury Nepean Catchment Management Authority. John has formal training in Corporate Governance and has completed the Company Director's course. John has a keen interest in supporting and encouraging the next generation of young farmers. He believes the TFS group will be a major contributor to this cause.

Peter King (B.Com, Chartered Accountant) – Treasurer

Peter is originally from the Southern Tablelands. He studied Commerce at the University of NSW graduating in 1985, then commenced work with the international accounting firm Ernst & Young, firstly based in Sydney and then later in Melbourne. It was always Peter's ambition to return to the country and work in agribusiness. He commenced with Boyce Chartered Accountants in Dubbo in 1987 and was appointed as a Director of the firm in 1990. Peter moved to Goulburn in 1996 to establish a Boyce branch on the Southern Tablelands. Peter soon became involved coordinating an annual Tablelands grazing comparative analysis. Peter also served as the managing director for Boyce from 2003 to 2009. Peter specialises in rural accounting, succession and financial planning. Peter and his wife Kate operate a self-replacing merino and first cross lamb operation on their property "Eastleigh" at Golspie.

Skye Ward (B.Ag.Ec (Hons), UNE)

Skye has had a lifelong association with the land, having grown up on a property on Monaro and now running a merino enterprise with her husband at Bungonia, Windellama and also down at Cooma. This prompted Skye to study Agricultural Economics before embarking on a career in agribusiness finance and later as an agricultural economist for NAB identifying the key risks and opportunities facing the sector in Australia, New Zealand and the UK. More recently, Skye has worked in events management running the highly regarded Rabobank educational programs, as well as operating her own niche tour business. However, her most fulfilling role has been the work she has done with her local community, running a series of wellbeing programs across the Southern Tablelands to help farming families build resilience during drought. Skye now works as a marketing and PR consultant from home.

Gary Kadwell

Gary is a 5th generation farmer producing certified seed potatoes, prime lambs and lucerne hay. Gary is passionate about achieving excellence in agricultural and horticultural production and is also a keen environmentalist having returned considerable areas of productive land on his farm to trees. He is very active in the community being vice president of the Crookwell Potato Association, director of Crookwell Taralga Aged Care, a board member of the Upper Lachlan Foundation and a volunteer delegate in the Southern Tablelands Bush Fire Management Committee.

Phil Graham (B Sc Agr (Syd Uni)), Dip Farm Forestry (McMillian Centre)

Phil works for Agriculture NSW and is the pasture & livestock technical specialist based at Yass. Phil's working career has included time in the cotton, dairy and textile industries with the last 23 years spent with the NSW Department Primary Industries. Since 2005 he has filled the role as technical specialist grazing systems covering NSW. A current project Phil manages is looking at the impacts of potential changes in our climate to livestock production systems.