



23 July 2021

Breaking the per 100mm rainfall barrier

Steve Crawford

Burra Downs

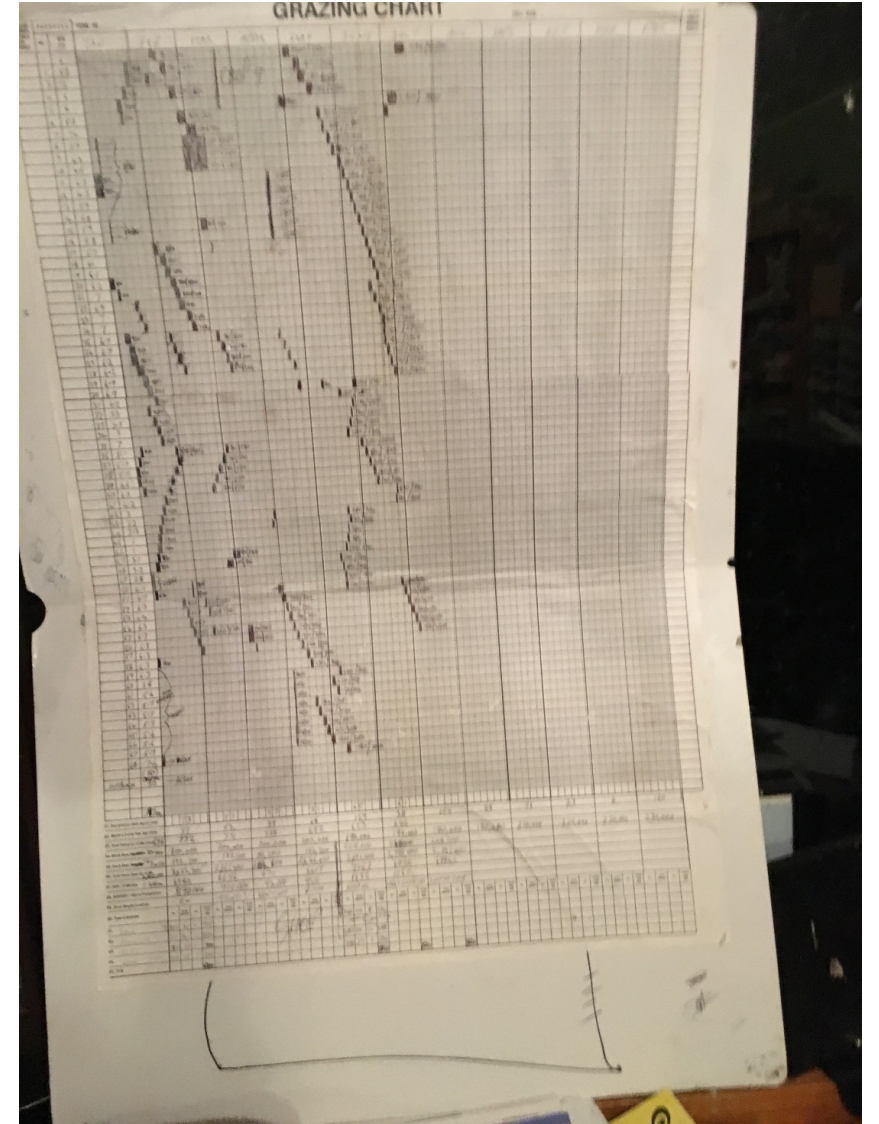
Background

Lakrana, Flinders Island



Background

- Where it started
 - GFP school 1994
 - 660 ha
- Now
 - Sold 40% farm
 - Sold sheep
 - Semi-retired
 - 460 ha



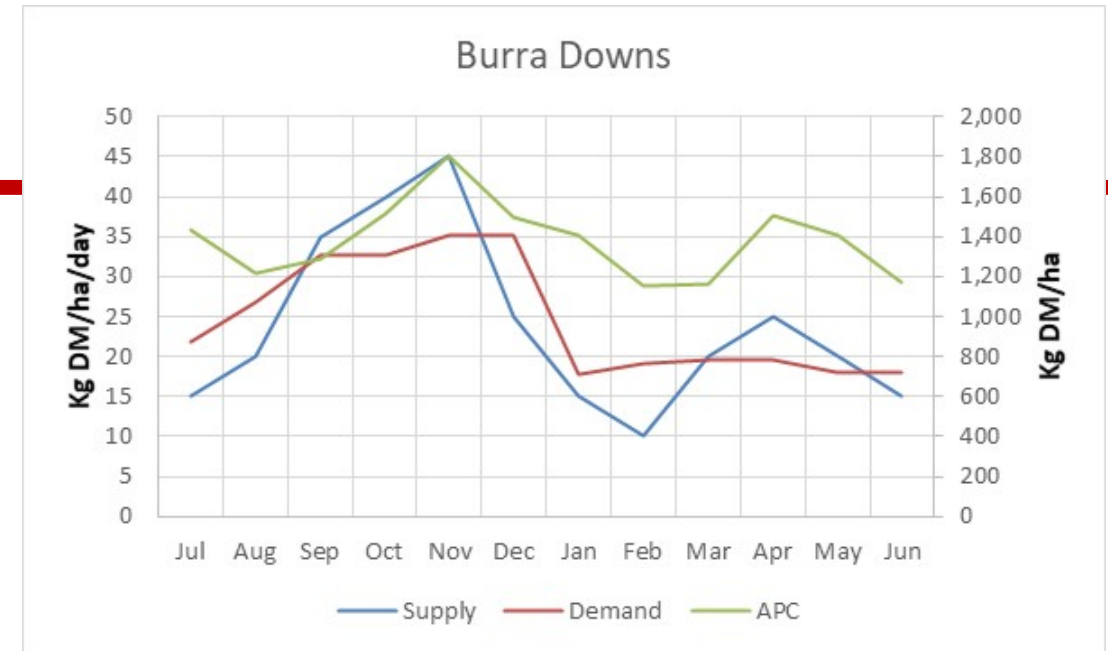
Vital stats

- Area
 - Total 460 hectares
 - Grazable 376 hectares
- Soil
 - Drained swamp
 - Fertility high
- Cows
 - 650
- Followers
 - 640
- Finishers
 - 150



Production system

- Breeder backgrounder
- Feed demand and supply



Motivation

Lifestyle



Performance - Resources

	2020-21	Top 20%	Difference
Size (ha)	460	1,994	-333%
Size (DSE*)	10,500	13,000	-24%
Improved pasture	100%	91%	9%
Land value/100 mm	1,223	1,292	-5%
Land value/DSE	\$360	\$500	-39%

*DSE dry sheep equivalent

Performance – output/100 mm rainfall

	2020-21	Top 20%	Difference
Beef/100 mm	590	344	42%
DSE/100 mm	3.4	2.2	45%
Pasture utilised (t)/100mm	1.02	0.66	35%

*DSE dry sheep equivalent

Performance - productivity

	2019-20	2020-21	Top 20%
Liveweight/ha	596	590	344
Liveweight/DSE	19.8	23.1	20.7
Liveweight/head	479	469	473
LUE (DSE/FTE)	18,176	20,400	16,722
MWSR*	22	21.9	15.1
AASR**	30.1 (36%)	25.6 (17%)	16.6 (10%)

* Mid winter stocking rate

** Average annual stocking rate

Performance - profit

	2019-20	2020-21	Top 20%
ROAM*	9.3%	11.4%	6.6%
Net Profit/ha	902	1,289	699
COP**/kg lwt	1.12	1.66	1.54
LUE*** \$/FTE****	1,791,921	1,801,721	1,086,409
Profit	\$415,000	\$590,000	\$1,300,000

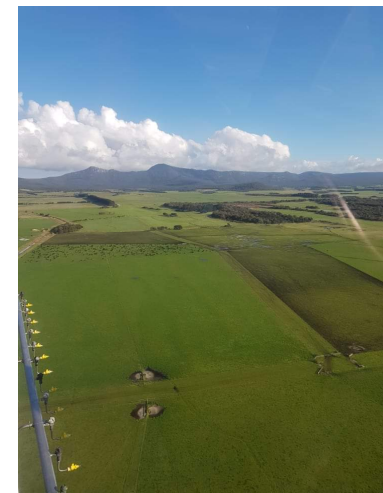
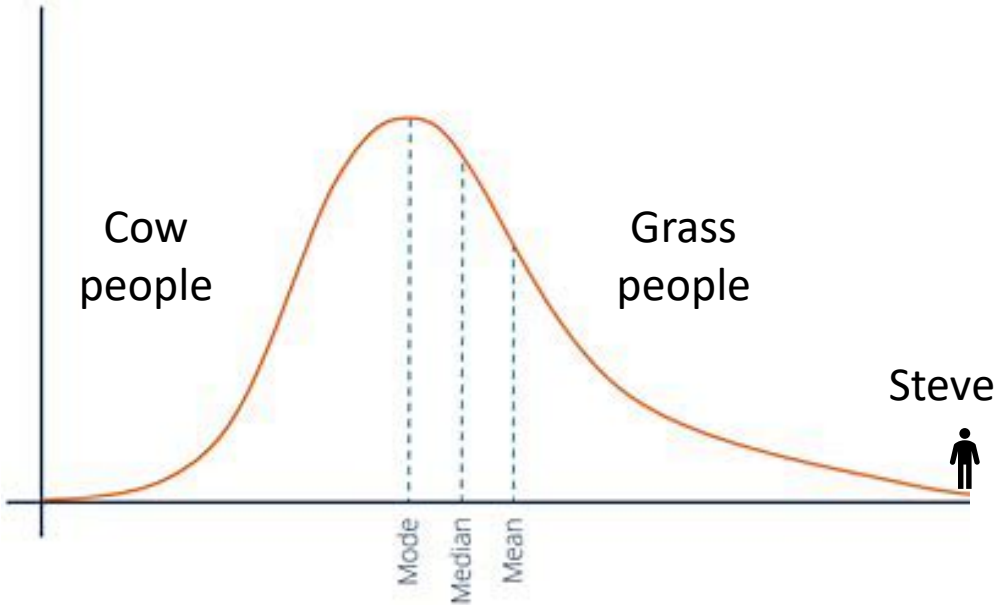
* Return on assets managed

** Cost of production

***Labour use efficiency

****Full time equivalent

Focus



Top three take home messages

1. Look after the pasture and it will look after the cows
 - Short term pain for longer term gain
2. Hold your nerve when things get tight
 - We want to do the opposite to what we need to
3. Stick to the principles
 - There are no easy wins

Tools, resources & training

- Grazing charts (RCS)
 - Stocking rate calculator (MLA)
 - Feed demand calculator (MLA)
- Benchmarking (Holmes Sackett)
 - Business Edge (MLA)
- PGS (MLA)
 - Pasture Principles (Pinion Advisory)
 - Satellite-Assisted Forage Budgeting (Cibolabs)



RED MEAT UPDATES

T A S M A N I A



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