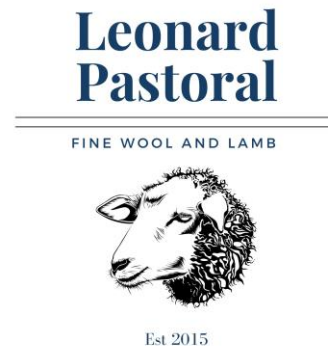




28 July 2023

Growing a business through passion,
hard work and keeping it simple

Alistair Leonard
Leonard Pastoral



In the beginning...

- Finding a role in agriculture – being my own boss
- How I got there (still getting there!)



Starting Leonard Pastoral

- Big dreams started small – 300 ewes on 40ha
- We knew our goals and stuck at it
 - shared vision
 - off-farm full time
- Creating leverage
 - working to my strengths
 - creating relationships



Biggest business drivers for Leonard Pastoral

- DSE/ha
- Genetics and ASBVs
- “Knowing your numbers” - ROI
- Pasture and soil management
- Animal health – FEC’s and energy
- Good team – labour efficiency (dogs)

Stocking rate



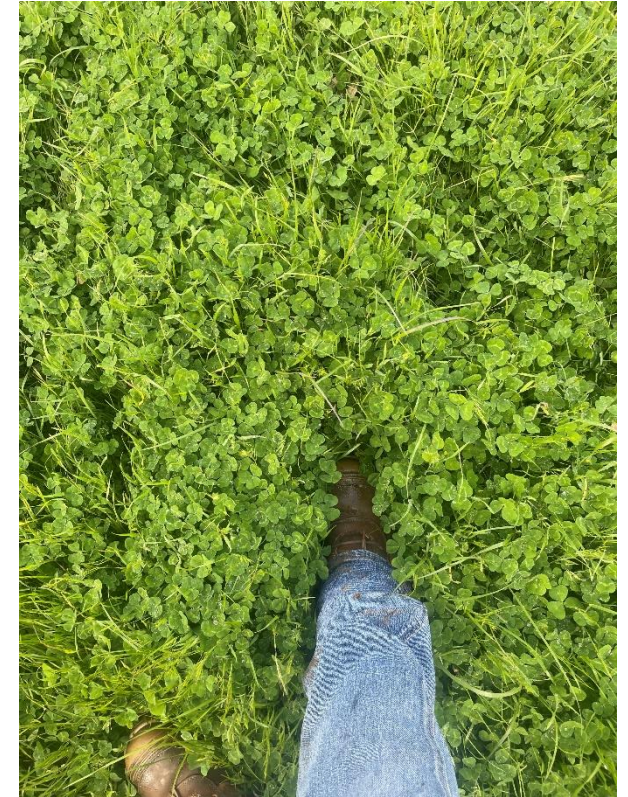
- Keep it flexible
- Don't be emotionally attached to your stock
- Utilise seasons and pasture growth
- Stocking rates are based off our toughest time of the year to manage (August)

- Early weaning 12-14 weeks

Pasture management



- Maintaining ground cover
- Containment feed/autumn saving
- Winter feed wedge
- Know your pasture growth curve for your region



Genetics and ASBV's



Ewes: source commercial ewes with known ASVB's sires

Terminal rams: figures that are meaningful for us

- BWT(0.3-0.5)
- WWT + PWT
- PFAT
- Lambing ease LE_DIR

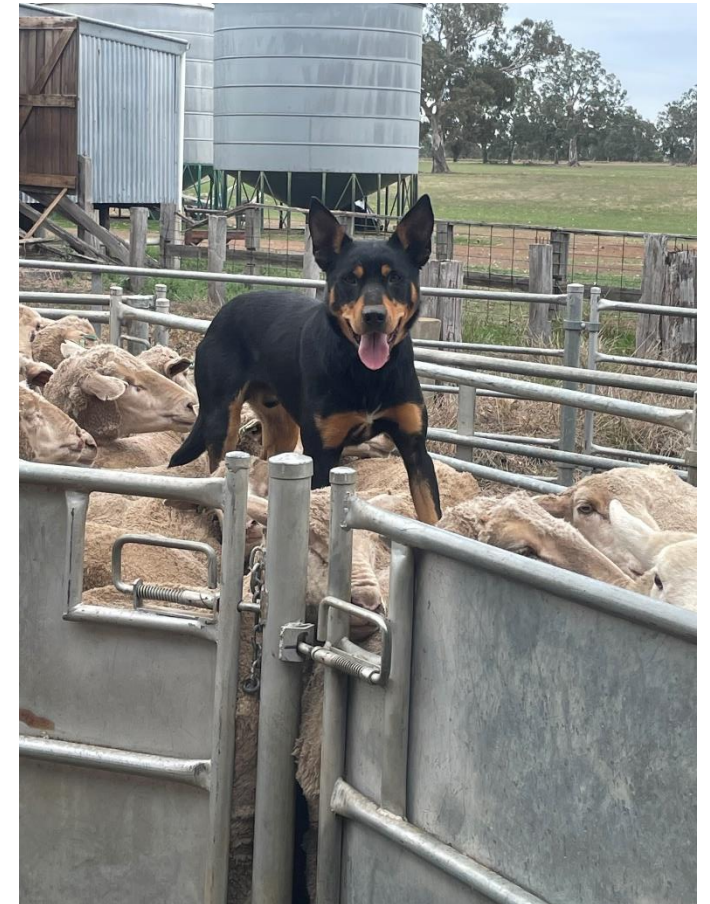


- What it's done for our business:
 - not managing the animal blind
 - greater understanding of how to utilise fat and muscle = \$\$
 - better thrive to survive, containment zones, holding condition/feed utilisation.

How we got the work done



- quality working dogs
- understanding stock flow and behaviour
- efficiency in timing of stock work
- head down, bum up.



Future of Leonard Pastoral



Top three take home messages

1. Work to your passion and back yourself.

2. A good team around you will get you over the line.

3. Don't be afraid to fail.



Tools, resources & training

- Get a good relationship with a vet/animal health consultant
- Lifetime Ewe Management course
- Farm business management courses (e.g. Farm Owners Academy, Meridian Ag Business Bootcamp)



Thank you

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