

GRAZING **BMP** 
BEST MANAGEMENT PRACTICES

Annual Review 2017-18





AgForce Queensland Farmers Limited

ABN: 57 611 736 700

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Publication Manager: Cassanah Heal

Publication Editor: Cassanah Heal

Graphic Design: Mariart

Printing: Print Media Group

Further Information

For enquiries about the content of this report, please contact:

AgForce Queensland, Grazing BMP
Level 2, 110 Mary St, Brisbane 4000
PO BOX 13186 North Bank Plaza
Cr Ann and George Streets Qld 4003

Telephone: 07 3236 3100

Email: HealC@agforceqld.org.au

For more information pertaining to Grazing BMP and other selected documents www.bmpgrazing.com.au



A large herd of cattle, including white and brown cows, is gathered in a misty, wooded area. The scene is hazy, with tall trees in the background and the cattle in the foreground.

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Grazing BMP

by the numbers

12,013¹

QUEENSLAND
CATTLE
BUSINESSES

140,332,979ha²

QUEENSLAND GRAZING AREA

29,948,852ha

GRAZING BMP GRAZING AREA

107

NUMBER OF EXTENSION
AND TRAINING EVENTS
(JULY 2017 - JUNE 2018)

114

NUMBER OF
ACCREDITED
BUSINESSES

35

NUMBER OF
WORKSHOPS
(JULY 2017 - JUNE 2018)

2,115

GRAZING BMP
BUSINESSES

\$5,731,240,046³

QUEENSLAND SLAUGHTERED
CATTLE GROSS VALUE (2016-17)

1,527,868ha

AREA OF ACCREDITED
BUSINESSES

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617.

Welcome

Our beef industry is a global leader in food safety measures, quality assurance and traceability from paddock to plate. We work hard to ensure our beef is produced sustainably, but we must also provide evidence to our customers and stakeholders to demonstrate how we are doing this.

Grant Maudsley

General President AgForce Queensland Farmers Ltd
Chair Grazing BMP Partnership



One of the best ways we as an industry can do this is by embracing programs like Grazing BMP. To date, more than 2000 producers across Queensland - managing almost 30 million hectares of land - have voluntarily adopted Grazing BMP to benchmark their business against the best industry standards using the best available science.

At Beef Week 2018, Nicole Johnson-Hoffman, the Senior Vice-President of Sustainability for OSI Group - one of the largest buyers of beef in the world, encouraged Queensland producers to stand up and be proud of what they have achieved by contributing to and interacting with Grazing BMP.

Having gone through the accreditation process myself, I can attest to the fact that it is a great way to put every aspect of your business under the microscope to see how you can improve your productivity, profitability and sustainability.

Put simply, it's a health check for your business, with Grazing BMP covering the areas of grazing land management, soil health, animal health and welfare, animal production, and people and business.

As AgForce Queensland Farmers Ltd General President, I cannot emphasise enough the importance of Grazing BMP continuing to be industry-led. We must remain vigilant to ensure the continuing veracity of a program already internationally recognised for its progress and intent.

The Grazing BMP project has created a foundation for industry to continue to build upon and will in the future allow us to develop new, positive conversations around sustainability.

For those consumers who are becoming more interested in where their food comes from, Grazing BMP is a way we can show them that we are operating at the best possible standards.

It's also a way we can prove to governments that we are doing the right thing by the environment.

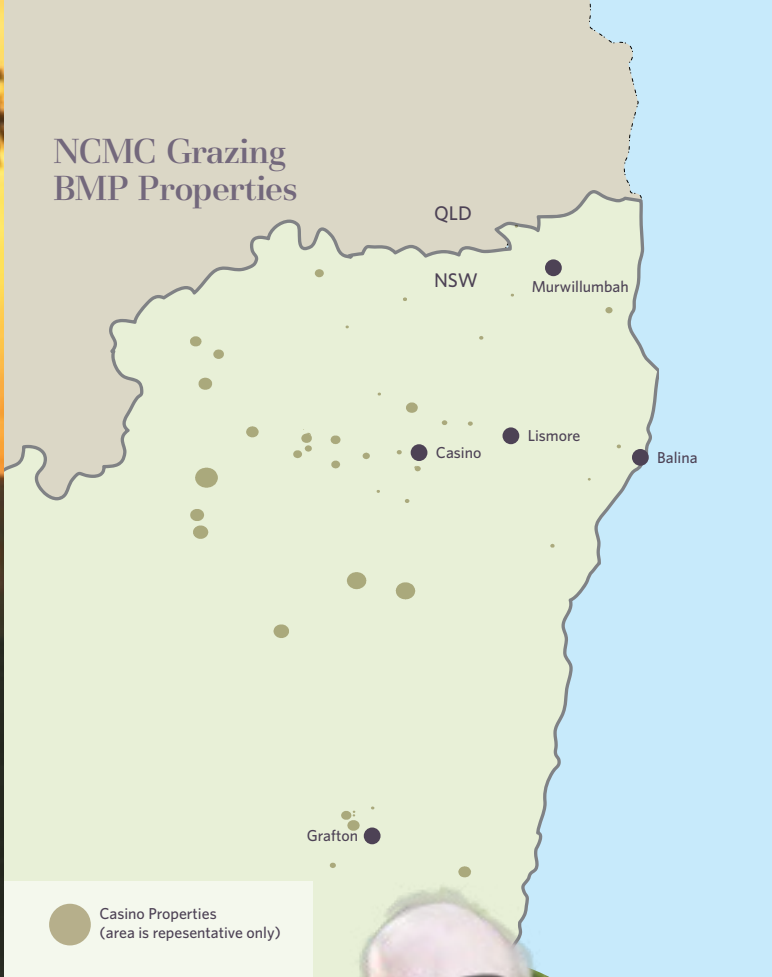
Like all businesses, we are supplying a product to our customers and we must ensure our customers trust us, understand us and want to keep buying our product.

Programs like Grazing BMP help us do just that.





As the largest member owned meat processing co-operative in Australia, Northern Co-operative Meat Company Ltd (NCMC) have established ourselves as an industry leader, providing a unique opportunity to process livestock in world class processing facilities.



John Seccombe

Chairman
Northern Co-operative Meat Company



Since 1933, our members have been Australian farmers and businesses excelling in the paddock to plate philosophy.

While we have grown and changed over the decades, our core values remain – respect, fairness and compassion.

It is these values that translate into our quality service and products.

Our people and our community are our underlying strength and are at the core of our business.

Our facilities are perfectly positioned on the east coast of Australia, drawing livestock from the best farming regions the country has on offer and within close proximity to the Port of Brisbane, a major export hub.

Our vision for the future is to continue to create long term value for our members and stakeholders through quality service and ensuring our economic and environmental sustainability.

As part of that vision we are moving towards working with McDonalds on its Flagship Farmers program, which encourages and enables farmers to continuously search for opportunities for sustainability improvement.

Encouraging our members to complete Grazing BMP is part of that vision. Assessing where we stand according to an industry led benchmarking process enables us to see where we are and where we can be.

Sixty-seven of our members have used Grazing BMP to benchmark their practices to date, and NCMC has an on-going commitment to the program.

We have a member services position that directs members to participate in Grazing BMP as a tool to unify our members and the industry as a whole.

We use the data provided to analyse where we can allocate future funding and education resources for the best outcomes.

Grazing BMP is of significant value to our beef supply chain as it provides assurance to our customers that our beef production is sustainable and ethical.



OBE Organic is Australia's oldest organic beef marketing company, formed by family farmers united by a conviction they are producing outstanding beef to share with the world.

Dalene Wray

Managing Director,
OBE Organic



In 2015, OBE Organic created its FLOURISH sustainability program in recognition that consumers and stakeholders expect the beef industry to look after the environment, animals and people in our supply chain.

We know that by doing so, we will make OBE Organic stronger and help our family farmers build more profitable, productive and sustainable businesses.

FLOURISH has developed into Australia's leading beef industry corporate sustainability program, and Grazing BMP was the first partnership we identified to further develop our sustainability aims.

We are immensely proud to be the first corporate partner of Grazing BMP.

We think Grazing BMP is an outstanding, world class program. For us, the genius of Grazing BMP is that it does two things at once.

For producers, it's a productivity and profitability tool that is industry-developed and industry-led. Our producers already meet stringent organic standards for environmental management and animal wellbeing, but Grazing BMP pinpoints what they could be doing better in areas of their business that aren't covered by organic certification.

For consumers, it's a sustainability framework. Grazing BMP covers most sustainability aspects consumers expect us to manage, and gives them increased confidence that producers are working hard to continually improve how they manage the environment, animals and people on their farm.

Our producers already spend a lot of time and money on organic certification, so we don't insist they participate in Grazing BMP, nor do we make claims that our beef is Grazing BMP-accredited.

Rather, we use our Grazing BMP partnership as part of our journey to voluntarily help our supply chain be more sustainable – in a way that meets consumer expectation and creates win-wins for producers, animals and the environment.

OBE Organic has supported Grazing BMP workshops in Roma, Charleville, Birdsville, Blackall and Thargomindah, attended by more than a hundred producers managing millions of hectares of rangelands.

Grazing BMP has also allowed us to see broad areas where lots of producers can improve, which has allowed us to invest in those areas as part of our FLOURISH sustainability program. As a result, we have supported:

- **Farm safety** – by partnering with Workplace Health and Safety Queensland to deliver nine grazier safety webinars, attended by an average of 30 participants, and by partnering with Palgrove and Olive Learning to develop an online safety induction for livestock producers;
- **Biosecurity** – by partnering with Livestock Biosecurity Network to create an organic biosecurity template;
- **Succession planning** – by partnering with Pastoral Profit to deliver training in Charleville, attended by 28 producers;
- **Spatial mapping** – by partnering with NRM Spatial Hub to deliver training in Birdsville, attended by 13 participants.

We are proud to have helped bring Grazing BMP to western Queensland, but we would like to see all Australian beef producers attend a Grazing BMP workshop once a year to continue to learn, share knowledge and improve their businesses.

We truly believe Grazing BMP has the potential to underpin the sustainability credentials of the Australian beef industry.



What is Grazing BMP?

Grazing BMP (Best Management Practices) is an industry-led voluntary, online self-assessment tool that allows graziers to benchmark their current practices against an industry-developed set of standards.

Graziers can then clearly identify the steps required to incorporate best management practices into their own enterprise to improve their long-term productivity, profitability and sustainability.

Grazing BMP assists Government, NRM groups and industry with planning extensions and workshops by identifying knowledge gaps on a town, regional and state-wide scale. In time, it will allow the grazing industry to demonstrate sound environmental and ethical practices to consumers and the community.

The program has an audit and accreditation process that is conducted by an independent, third party auditor and is conducted in accordance with the Internationally recognised audit standard ISO19011. The accreditation validates the self-assessment through the collection of evidence against the modules, this is the primary tool that verifies the information supplied through the program and ensures the credibility of the data collected through the tool.

Grazing BMP is led by a partnership of AgForce, the Queensland Department of Agriculture and Fisheries (DAF) and Fitzroy Basin Association (FBA). The program is delivered throughout Queensland and interstate by a wide variety of industry, Government bodies, natural resource management bodies and private consultants.

How Has The Program Been Developed?

The standards within the five modules have been developed based on the current best available science and then tested and verified by a reference group made up of Queensland cattle producers, which have then been endorsed by industry.

Benefits to Graziers

By participating in Grazing BMP graziers can:

- Benchmark their practices against industry set standards
- Identify opportunities and develop a plan to improve their business performance
- Access information, learning opportunities and support
- Allow industry to identify knowledge gaps to plan extensions on a local, regional and state-wide scale

Benefits to Industry

Grazing BMP supplies aggregated (non-identifiable) data, on an industry wide scale, to enable Industry to show to the community and consumers:

- that their food is being produced ethically and sustainably
- that we can demonstrate excellent environmental stewardship
- that we can prioritise research, development and extension investment.

Grazing BMP Modules

in focus

Environment



Grazing Land Management

Identifies considerations for managing forage, stocking rate and stocking capability of your land. Maximising pasture growth, composition and animal production.

- Maps and property information
- Land capability and condition
- Managing resources
- Managing the grazing pressure
- Improved pastures and forage crops
- Weeds and pest animals

Soil Health

Healthy soils consistently produce pastures to the best ability of that soil type.

- Infiltration
- Soil stability
- Nutrient cycling

Animals



Animal Health and Welfare

High standards of animal health and welfare are crucial to the profitability and sustainability of cattle businesses, industry reputation and market access.

- Animal welfare
- Biosecurity
- Extreme weather events and risks
- Livestock health management
- Livestock transport

Animal Production

Identifying the capabilities and potential that your grazing land has, to determine optimal growth and production levels.

- Nutrition
- Genetics
- Weaning and weaner management
- Managing reproduction
- Land capability and condition
- Markets and marketing

People



People and Business

Considers your current strategies for health and safety, managing employees and contractors, business planning, administration and can assist with planning, developing and implementing new strategies.

- Business knowledge and skills
- Business planning
- Chemical use and records
- Human resources
- Workplace health and safety.

About Queensland Grazing Industry

10,992,601¹
CATTLE IN QUEENSLAND

\$14b¹
VALUE OF AG TO
QUEENSLAND

23%
QUEENSLAND PROPORTION OF
AUSTRALIAN AGRICULTURE VALUE

284,000⁴
EMPLOYED IN AGRICULTURE

60,608⁴
EMPLOYED IN AGRICULTURE
IN QUEENSLAND

140m ha²
QUEENSLAND
GRAZING AREA

80%
OF QUEENSLAND
IS GRAZING AREA

21%
OF AUSTRALIAN
AG EMPLOYMENT

\$5,7b³
QUEENSLAND SLAUGHTERED
CATTLE GROSS VALUE (2016-17)

12,013¹
QUEENSLAND
CATTLE BUSINESSES

173m ha¹
QUEENSLAND AREA

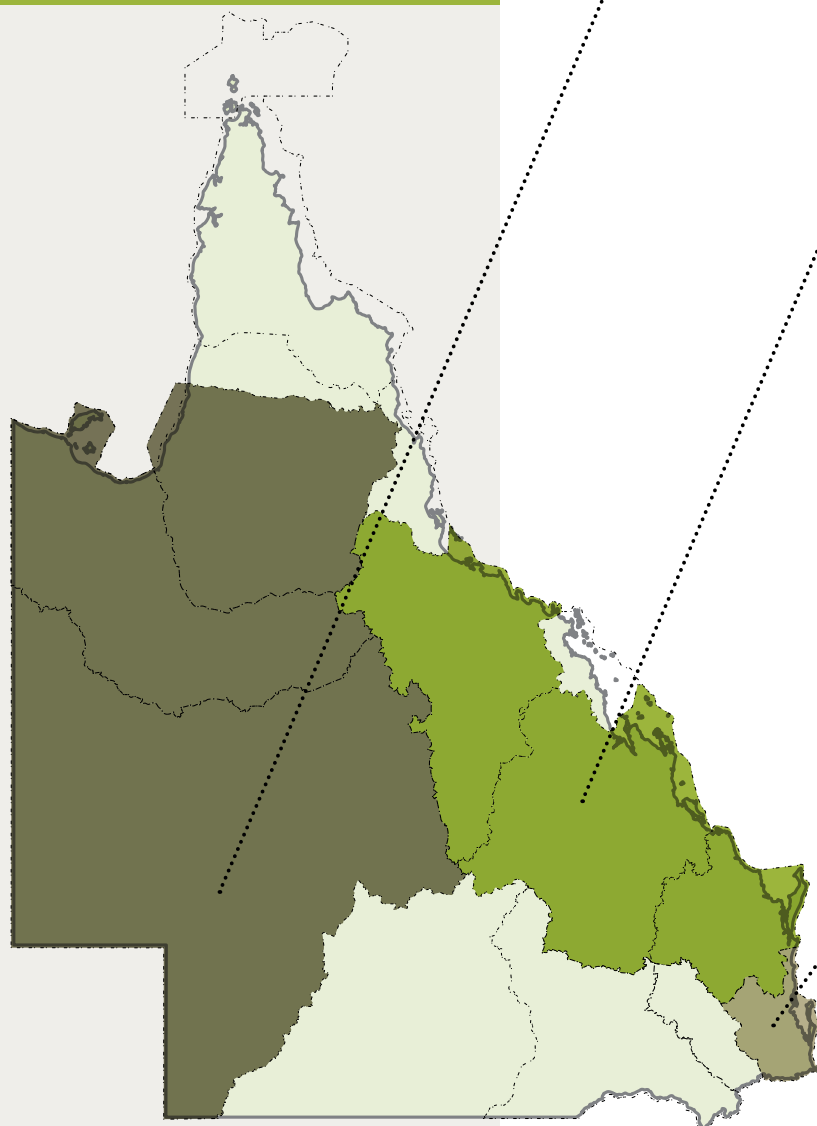
¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617

⁴ ABS, Farm Management and Demographics - Australia-2016-17 Catalogue No. 71210DO004_201617.

About Grazing BMP



GRAZING FUTURES PROJECT AREA

- 1553 cattle businesses¹
- 315 businesses have completed a Grazing BMP module (20%)
- 170 (11%) businesses completed 5 modules
- Total Grazing Futures Grazing area: 93,795,776ha²
- Grazing BMP area: 14,378,212ha (15%)
- Modules completed: 1042
- Gross value of slaughtered cattle: \$1,927,854,111³

REEF PROJECT AREA

- 5,284 cattle businesses¹
- 1,473 businesses have completed a Grazing BMP module (28%)
- 820 (15.5%) Businesses completed 5 modules
- Total Reef Grazing area: 28,433,840ha²
- Reef Grazing BMP area: 13,404,407ha (47%)
- Modules completed: 4,722
- Accredited Businesses: 105
- Gross value of slaughtered cattle: \$2,505,655,024³

SOUTH EAST QUEENSLAND AREA

- 1266 cattle businesses¹
- 166 businesses have completed a Grazing BMP module (13%)
- 92 (7%) Businesses have completed 5 modules
- SEQ Grazing area: 1,144,516ha²
- Total SEQ Grazing BMP area: 107,367ha (9%)
- Modules completed: 611
- Accredited Businesses: 6
- Gross value of slaughtered cattle: \$189,681,820³

All figures are since inception (2010 – June 2018).

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617

⁴ ABS, Farm Management and Demographics - Australia-2016-17 Catalogue No. 71210DO004_201617.



The Australian Beef Sustainability Framework was developed by industry to meet the changing expectations of consumers, customers, investors and other stakeholders.

Four Themes of Framework

Economic
Prosperity



People &
Community



Environmental
Resilience



Animal
Welfare



Launched in April 2017, the Framework defines sustainable beef production and tracks performance over a series of indicators annually. The Framework supports the strategy outlined in the Meat Industry Strategic Plan 2020 to deliver for the longevity and prosperity of our people, our livestock and the communities we serve.

The Framework is used to:

- Direct industry investment for continuous improvement in areas most important to our customers and other stakeholders
- Help protect and grow access to investment and finance by providing evidence of performance and a clear path to continuous improvement
- Foster constructive relationships with stakeholders to work collaboratively on continuous improvement
- Promote our industry to the community and customers.

One of the key objectives of the Framework is to report at an industry level using available data where appropriate, while identifying and addressing where there is a need to develop or improve indicators that better inform the understanding and attainment of sustainable practices.

Information from Grazing BMP was used in the 2018 Annual Update report in order to begin exploring how different data approaches could evolve.

The Grazing BMP program presents an opportunity to look at which practices are occurring on-farm against the priority areas in the Framework that customers, investors and other stakeholders are requesting evidence of performance on.

Key highlights

FROM THE 2018 AUSTRALIAN BEEF SUSTAINABILITY
FRAMEWORK ANNUAL REPORT

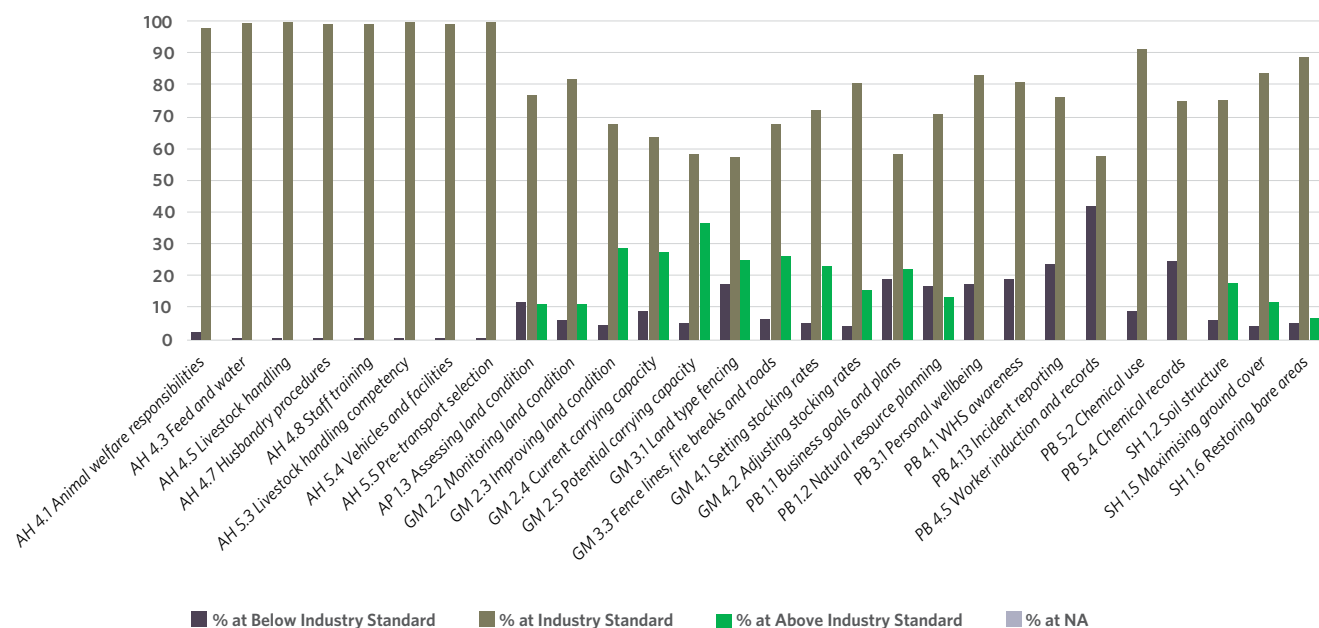
- A carbon neutral by 2030 target set by the red meat industry and implementation plan developed with leading experts
- The target will build on the 45% reduction from the 2005 baseline year as calculated by CSIRO based on data from the National Inventory
- The establishment of a \$35million Strategic Partnership for Animal Welfare with eight projects related to the beef industry focussed on replacement of aversive practices, early disease detection tools, reduced mortality rates and stress testing tools.
- \$120m farmgate returns from the Meat Standards Australia program
- Rollout of Profitable Grazing Systems to boost producer knowledge and skills, with a 30% boost reported in the pilot
- 58% of Australians consider beef to be part of a healthy balanced diet.



Indicators from the Grazing BMP self-assessment tool that align with the areas reported in the Framework are outlined at an aggregated level in the below graph:

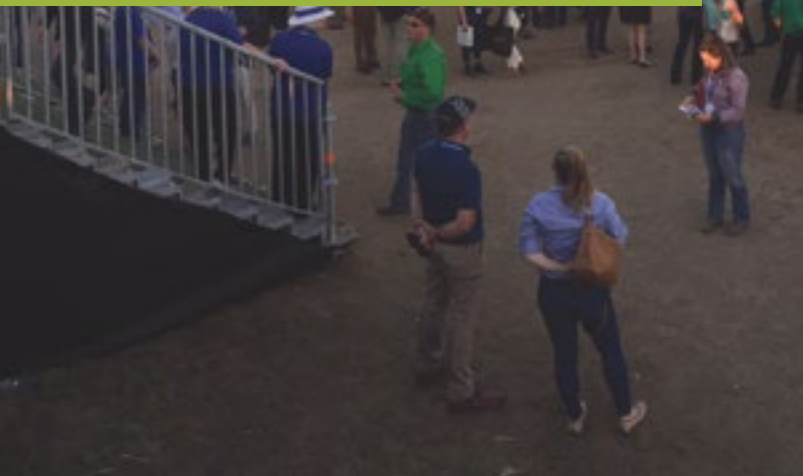
RMAC Indicators Grazing BMP

*(JAN 2017 - DEC 2017)



Further details: SustainableAustralianBeef.com.au

Beef Week



During Beef Australia 2018 in Rockhampton, AgForce presented a seminar examining sustainability in the supply chain.

This seminar recognised that market forces have changed considerably over the last 20 – 30 years, and consumers now demand food which is free of chemicals and is produced without detriment to the environment or to the welfare of animals.

Today, beef producers need to be across all factors associated with the industry, if they wish to build and maintain a successful, sustainable business and Grazing BMP assists with this.

The first guest speaker was Chief Sustainability Officer and Senior Vice President of OSI Group, LLC, Nicole Johnson-Hoffman.

Nicole updated guests on the global movement toward more sustainable beef production, how it benefits beef producers, and the leadership role that Queensland beef producers play, especially in developing and leading Grazing BMP.

Nicole reflected on her experiences working in the world beef industry, including her work with the US, Canadian and Global Sustainable Beef Roundtables.



*Nicole, James and AgForce Director Georgie Somerset
Image Credit: Beef Central*

She commended Grazing BMP as one of the most advanced sustainability tools available due to producer and industry involvement through every stage, rather than just applying the tool at the very end.

The other presenter was James Bentley, who discussed NAB's Natural Value Strategy and how NAB are supporting the bank's customers to mitigate risks and harness opportunities arising from better management of natural capital.

In particular, James focussed on insights from work NAB has undertaken to understand the links between soil health, land condition and financial performance, and what this means for graziers and the future of the Grazing BMP.

He also highlighted the opportunities that the rapid expansion of the AgTech sector presents for the future of farming in Australia.

Rangeland Quality Meats



When Philip Hughes was invited to talk about Grazing BMP and the value it brings to his 'paddock to plate' beef business "Rangelands" at Beef Week 2018 in Rockhampton, he could not wait to share his story.

Philip and the Hughes family are justifiably proud of what they do on their grazing properties. They saw the external auditing system provided by Grazing BMP as the perfect way to show consumers and stakeholders they are doing the right thing by the environment, their animals and their people.

"It is a third party checking what you are doing and questioning what your processes are and that they are the right processes," Philip said.

"What it makes you do is start to measure and record what you are doing. Once you start recording your process, you start questioning what you are doing."

"There are a lot of things that we are already doing that Grazing BMP verifies and supports those. It also gives you confidence that you can bring anyone onto our business. We are happy for anyone of any persuasion and any walk of life to come and have a look at what we do."

"We are very proud to stand behind it and it gives us a lot of clout being Grazing BMP accredited because it is an ISO 19001 which is an international accreditation. So we aren't just saying that we are doing the right thing, but it is someone else saying that we are of an international standard."

Philip and his family saw Grazing BMP as a way of getting on the front foot.



Craig Zonca and Philip Hughes

"Consumers are more educated and want to know where their food is coming from and I think that's a great thing because we're able to show them what we are doing on farm and that we do it to a very high standard"

And Philip can see how important it is to other Queensland beef producers, after all "it really provides evidence across industry that collectively we are doing things well.

RANGELAND
QUALITY MEATS

The Accidental Graziers



After Craig and Leslie Hanson's Brisbane cabinet making and building business of 37 years, Hanson Cabinetmaking and Registered Builder, was flooded in 2011, they felt it would be too heartbreaking to rebuild and decided to move into grazing.

Despite coming to the industry later in their working lives, the pair have taken to grazing like ducks to water.

In the six years since moving full time to "Perseverance" in Upper Kandanga near Gympie, Craig and Leslie have transformed their property, with cell grazing and organic practices making all the difference to the soil and water health.

They both credit the success of their operation to "never getting sick of learning".

The Hansons heard about Grazing BMP at field days and decided to complete the five modules at a workshop in Gympie in 2015, which they then followed up with accreditation in 2017.



When they applied for Reef Rescue Funding through the Reef Trust Phase III Program to fence off the creek that runs along the bottom of their property to help improve sediment flows, they found one of the pre-requisites of applying is the successful completion of Grazing BMP.

Leslie was delighted to advise that not only had they completed Grazing BMP, they were an accredited property!

Craig could not emphasise enough that developing networks through programs like Grazing BMP and attending field days and workshops were so important for their learning journey.





It is this idea of continuous improvement that Craig and Leslie hope to instil in the younger generation like their grandchildren Max and Poppy – for whom the workplace and health safety focus of the BMP program has been paramount.

When asked about the cell grazing they use, Craig and Leslie are quick to say that they have developed a system that suits them and their property, and in the future envisage using drones to check troughs and automatic gates to move the cattle.

The Hansons also delight in sharing information with their neighbours, particularly downstream users of the creek. Leslie regularly posts photos to the Facebook group so that others can

see the depth and condition of the creek, and they visit other farmers and dairies down lower to discuss the water levels.

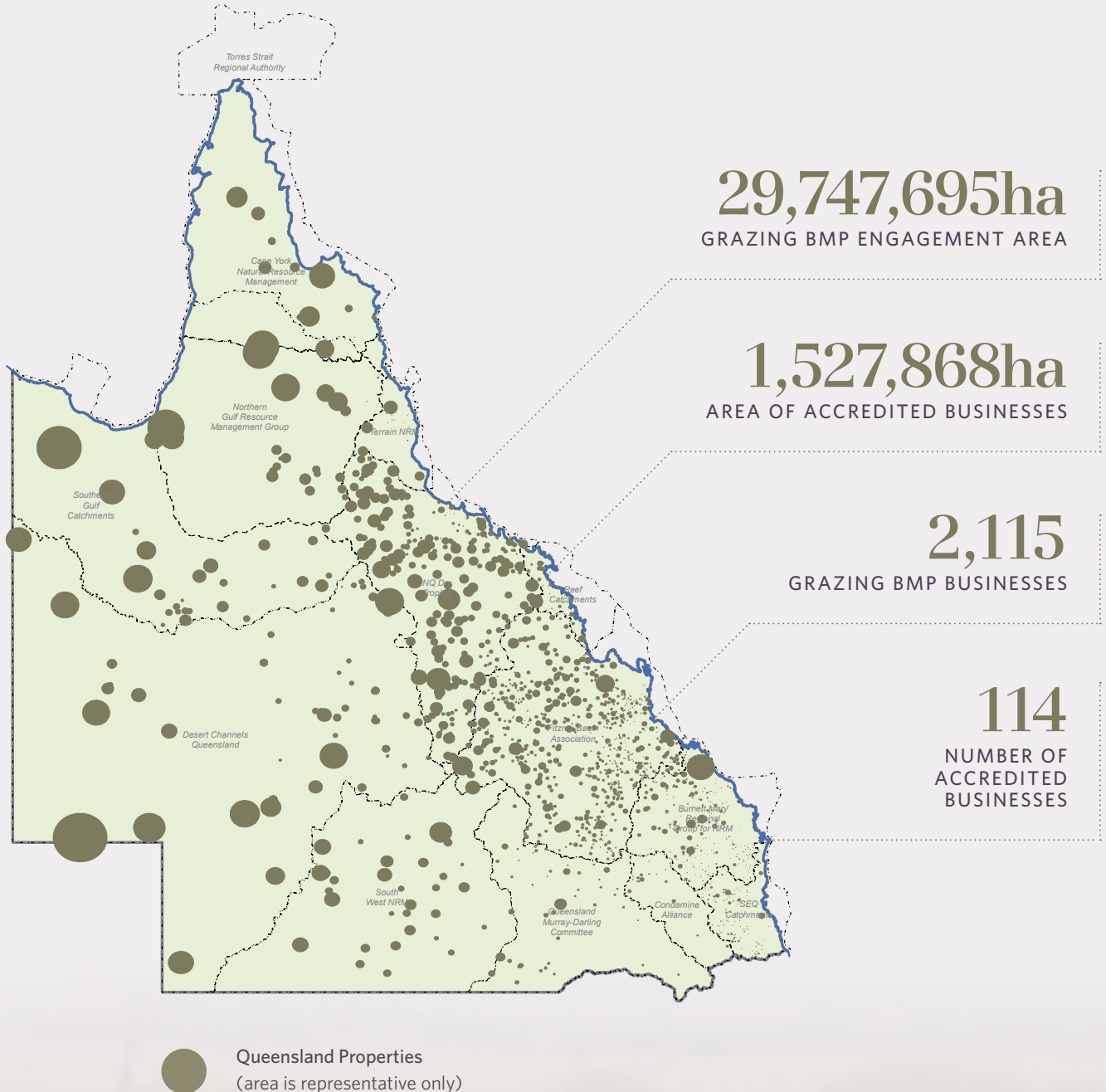
Interestingly, Craig struggles to read and write due to dyslexia, so Leslie records the business practices, writes up the diaries and makes sure the paperwork is up to date – something she says “comes easily to her after 42 years of marriage!”

The Hansons’ success story is another reminder that the grazing business is truly a “choose your own adventure” and that Grazing BMP can help expose you to networks, information and research so that you can truly end up in a piece of paradise like “Perseverance”.



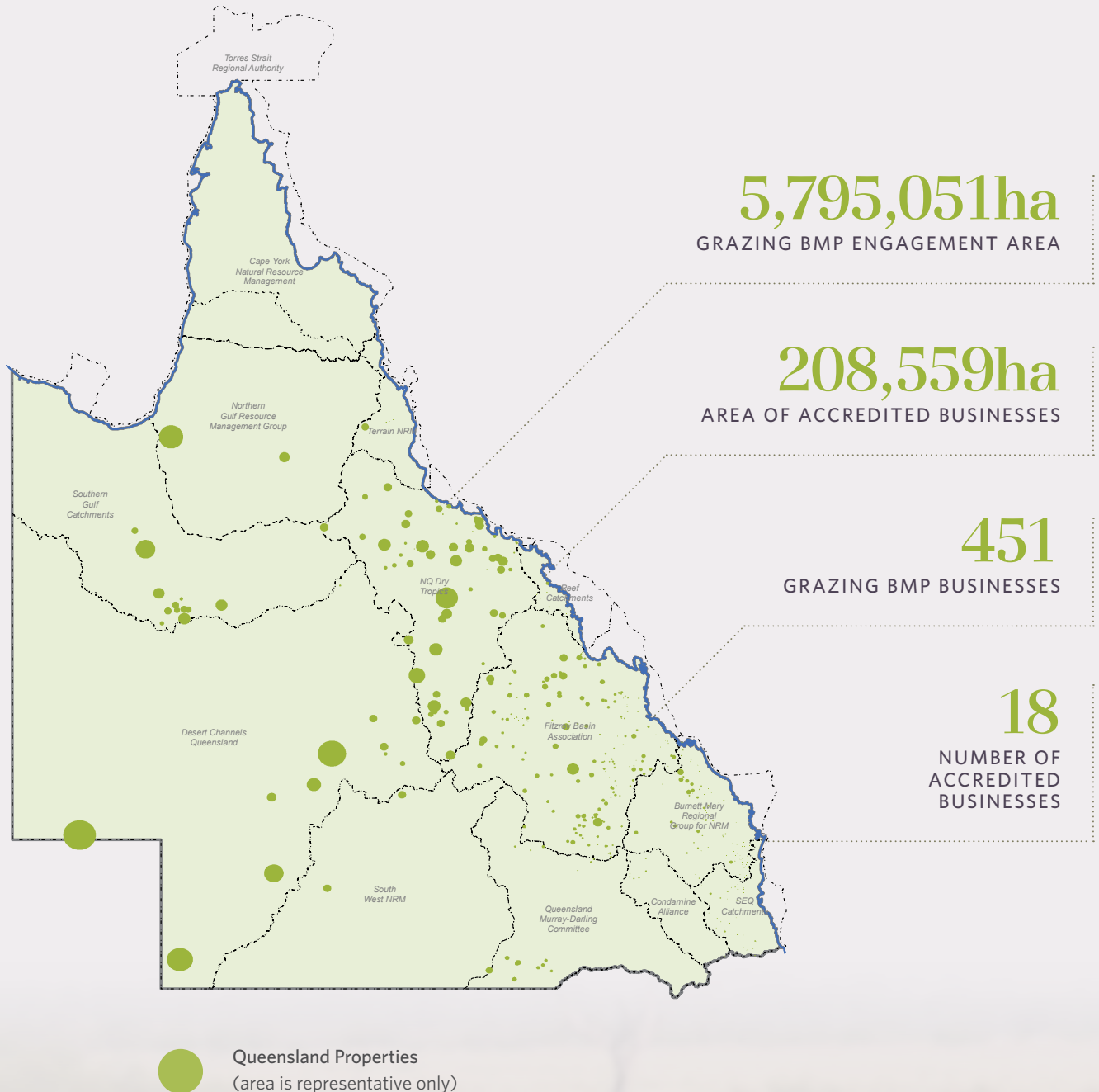
Extent of Project

(1 JULY 2010 TO 30 JUNE 2018)



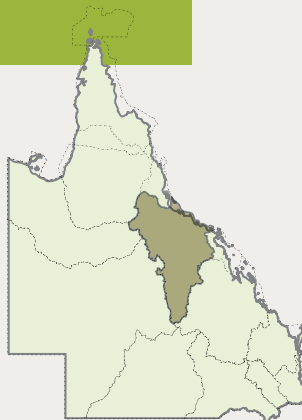
Extent of Variation

(1 JULY 2017 TO 30 JUNE 2018)



Burdekin Region

Grazing Best Management Practice in the Burdekin region is delivered by the Department of Agriculture and Fisheries (DAF) collaboratively with North Queensland Dry Tropics (NQ Dry Tropics).



664¹ CATTLE BUSINESSES

12,647,762ha²

TOTAL GRAZING LAND

\$666,449,183³

VALUE OF SLAUGHTERED CATTLE (2017)

In recent years the majority of Grazing BMP in the Burdekin has been delivered through one-to-one extension. This was the most effective method in the drought years, and made it easier for graziers when the distance and time involved to travel to a workshop was too great.

As the seasonal conditions eased earlier this year, the possibility of reintroducing Grazing BMP workshops returned and a number of workshops have been delivered within the catchment. In total, sixty-one graziers completed a self-assessment at a workshop, representing 41 grazing businesses.

Feedback from the workshops was extremely positive, with attendees enjoying the opportunity to discuss on-farm management with other graziers.

A further 57 businesses completed an assessment with one-on-one support.

Ten businesses elected to work through the accreditation process, with seven of these completing their first audit to become Grazing BMP accredited. The remaining three businesses completed a second audit, continuing their initial accreditation achieved three years ago.

NQ Dry Tropics delivered a number of extension days in support of the BMP program, including three (two day) workshops - Working on the Business-covering property mapping, WHS, property and business planning, animal health and welfare plans and biosecurity planning.

Highlights from DAF include supporting the Northern Beef Producers (NBP) Cattle Competition in Charters Towers, which was run for the first time in a number of years, and provided the opportunity to promote the Grazing BMP program to over 70 local producers.

DAF also set up a joint initiative with James Cook University (JCU) Vet Science Faculty to engage veterinary students in Grazing BMP. For the first time, final year vet students are now taking part in Grazing BMP animal modules as part of their course work assessment. DAF BMP extension staff have overseen the student's assessments and provided additional extension information and tools for the students.

The DAF Grazing BMP Extension Support Project in the Burdekin (funded by Reef Plan) compliments BMP delivery by providing a range of field days, workshops, forums and one-to-one activities to increase implementation of best practice across all aspects of the beef business.

The profile of the program has continued to lift across the Burdekin over the reporting period and the focus for both DAF and NQ Dry Tropics, will remain on the delivery of modules and targeted extension activities which address knowledge gaps and enable practice change.

The Grazing BMP program in the Burdekin is delivered by DAF and NQ Dry Tropics through funding support from the Department of Environment and Science through the Queensland Reef Water Quality Program.

Grazing BMP (SINCE INCEPTION)

308 BUSINESSES

7,594,267ha

GRAZING BMP AREA

1,334 MODULES COMPLETED

52 ACCREDITED BUSINESSES

Grazing BMP (JULY 2017-JUNE 2018)

101 BUSINESSES

1,844,216ha

GRAZING BMP AREA

444 MODULES COMPLETED

9 NEW ACCREDITED BUSINESSES

4 ACCELERATED WORKSHOPS

6 EXTENSION AND TRAINING ACTIVITIES

150 ONE ON ONES

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617

CASE STUDY



Grazing Best Management Practice

David Nicholas Charters Towers property—Paynes Lagoon—is located north-east of Charters Towers and runs an average of 1500 breeders with various turn off options dependant on seasonal conditions. A long-time member of Dalrymple Landcare, David is a firm believer in sustainable grazing to keep the land in good order for future generations.

David appreciated the assistance provided by DAF extension officer Kate Brown when preparing for his Grazing BMP audit in 2016. While working with David to implement the required changes Kate observed that David already had the majority of things in place.

For businesses that participate in the Grazing BMP accreditation process, one-on-one support is available to develop the necessary management documentation, including:

- WHS policy and induction templates and records
- land condition and monitoring records
- historical ground cover reports for the property at the paddock scale
- animal welfare policy documents and records
- mapping of infrastructure, paddocks, land and soil types
- property management and natural resource plan templates
- succession planning
- chemical use records.



“The bulk of the work was documenting how David met a level of ‘industry’ or ‘above industry’ standard for the 50 standards within the Grazing BMP program that make up the accreditation,” Kate said.

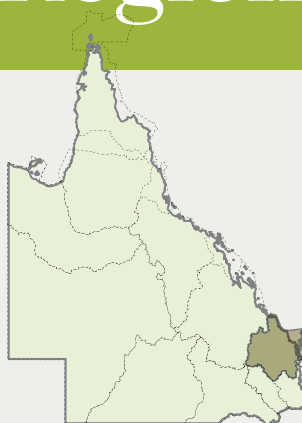
“This is a fairly standard situation for businesses preparing for accreditation, with most having the appropriate management practices in place but limited documented evidence.”

Paynes Lagoon is now a Grazing BMP-accredited property and David remains a strong advocate of the program. He believes, “If people haven’t been involved they should get on board because the data is so valuable for the industry.”

Looking at the bigger picture, he sees it as an opportunity for graziers to demonstrate responsible use of their land and their dedication to the welfare of their cattle. “I strongly believe that data from the Grazing BMP program should be recognised by policy makers. The more graziers that are prepared to complete the accreditation, the more evidence we have of an industry commitment to long term sustainability,” said David.

Burnett Mary Region

Grazing BMP is delivered in the Burnett Mary region as a collaboration between Burnett Mary Regional Group (BMRG) and Department of Agriculture and Fisheries (DAF) region staff.



2,117¹ CATTLE BUSINESSES

3,637,883ha²
TOTAL GRAZING LAND

\$412,669,101³
VALUE OF SLAUGHTERED CATTLE (2017)

Grazing BMP participants in the Burnett Mary region have spoken very highly of the program, with quotes like “It is the best thing I have done on my place” and “It has totally changed my perspectives, it is a god send”.

Those who have been involved in the program have been motivated to make many and varied improvements in their businesses.

This has included fencing riparian areas, improving pastures, increasing legumes, controlling weeds, doing mapping, understanding soils better and improving records.

The holistic business approach using best practice self-assessment across five modules aimed at triple bottom line outcomes is proving very successful in motivating this change.

Events included learning about property mapping, soils, “Stocktake” pasture management, Excel record keeping, RCS Grazing Clinic, Low Stress Stock handling, Caring for your rural block, work place health and safety, legume establishment, biosecurity and NLIS workshops.

Participants in priority areas can go on to receive local catchment group support with on ground works for stream bank, gully and hillside erosion containment.

Working collaboratively with Agforce, LBN and DAF Biosecurity to address pressing industry biosecurity needs was a great opportunity to promote Grazing BMP and connect with significant numbers of “new” graziers.

The team has since forged greater linkages with the Brian Pastures Research Facility – drawing on both the location as a workshop venue and also benefiting from the DAF technical staffs experience, skills and knowledge in assisting accreditation and workshop delivery.

The recent forum “My Produce, Your Plate, Our Future” run at Brian Pastures by the BMP team and AgForce attracted 200 people and featured a Grazing BMP display and presentation.

The Grazing BMP team looks forward to collaboratively advancing grazing best practice in the Burnett Mary for better business, communities and environment.

The Grazing BMP program in the Burnett Mary Region is delivered by DAF and BMRG staff through funding support from the Department of Environment and Science through the Queensland Reef Water Quality Program.

Grazing BMP (SINCE INCEPTION)

310 BUSINESSES

746,386ha
GRAZING BMP AREA

1,112 MODULES COMPLETED

11 ACCREDITED BUSINESSES

Grazing BMP (JULY 2017-JUNE 2018)

94 BUSINESSES

105,293ha
GRAZING BMP AREA

399 MODULES COMPLETED

3 NEW ACCREDITED BUSINESSES

6 ACCELERATED WORKSHOPS

1 REASSESSMENT WORKSHOPS

22 EXTENSION AND TRAINING ACTIVITIES

20 ONE ON ONES

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617



Grazing BMP Fits the Bill at Gaeta View

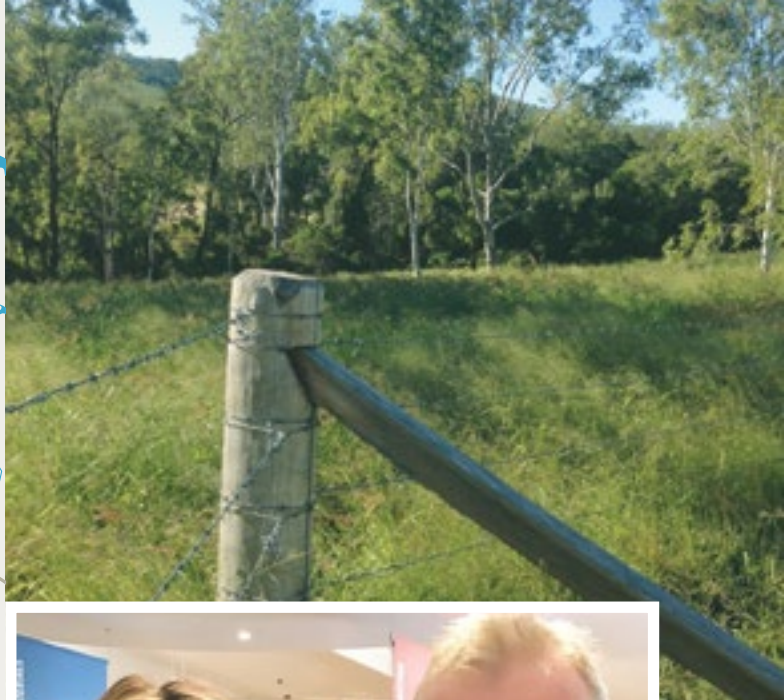
Bill and Sue Roffey live on Gaeta View, a beef cattle breeding and fattening property 50 km north-west of Gin Gin in the North Burnett. Bill is respectfully following in the footsteps of his father, grandfather and great grandfather as the fourth generation of Roffey's to raise cattle on Gaeta View.

Bill and Sue are constantly on the lookout to continually improve their business, this attitude led them to complete the two-day Grazing Best Management Practice (BMP) course last year in Gin Gin.

As a result of completing Grazing BMP and successfully becoming accredited, the Roffeys have learnt the importance of keeping on top of their record keeping. This experience has also helped them with their annual certification for the Pasturefed Cattle Assurance System (PCAS).

Grazing BMP helped to enhance their knowledge of soil health and this resulted in Bill undertaking some soil tests for the first time. The Roffeys had assumed that soils on the property would be deficient in some elements and had been applying fertilisers for many years. Soil test results showed no elements lacking, so now fertilising is one less costly and time consuming activity that is no longer needed. Additionally, the environment has benefited with less nitrogen and phosphorous entering waterways and ending up in rivers and the coastal marine ecosystem.

The Grazing BMP course alerted Bill and Sue to grants that were available for fencing off waterways and piping water to troughs as some gullies on the property had become eroded

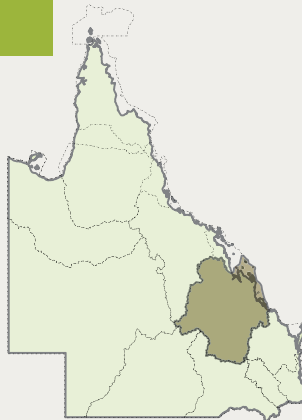


from concentrations of cattle over many years. These have been fenced off, pasture has been established and erosion controlled so now there is little sediment leaving the property and polluting downstream waterways. Even the neighbours have remarked on just how successful the restoration has been. While the grants for fencing and waters were only provided for the Dallarnil property in the Mary River catchment, Bill and Sue were so impressed by the results of this that they have expanded this to Gaeta View using only their own funds.

Overall, Bill and Sue are very pleased they started the Grazing BMP journey as they look to the future with a sustainable business model and a healthy land management plan.

Fitzroy Region

Grazing BMP is delivered in the Fitzroy region as a collaboration between Fitzroy Basin Association (FBA) and Queensland Department of Agriculture and Fisheries (DAF) Fitzroy region staff.



2,503¹ CATTLE BUSINESSES

12,159,080ha²

TOTAL GRAZING LAND

\$1,426,536,740³

VALUE OF SLAUGHTERED CATTLE (2017)

Delivery of the Grazing BMP program in the Fitzroy has, once again, been successful in providing graziers the opportunity to identify improved practices to boost the long term productivity, profitability and sustainability of their enterprise.

In the past year, the Fitzroy Grazing BMP delivery team has focused on encouraging graziers to develop and address action planning as identified in their self-assessment process.

The team delivered five, two-day BMP accelerated workshops and five, one-day BMP reassessment workshops across the Fitzroy basin.

As the majority of the delivery team had not presented together before, a lot of work was put in to ensure graziers received the BMP program in an informative and motivating way. The new approach was well received and feedback from module workshops was consistently very positive.

Follow up engagement with graziers included targeted training and extension support on completion of all five self-assessment modules.

The team delivered over 25 one-on-one, on-property extension visits and over 20 extension one-day workshops. Both methods of extension were tailored specifically to the grazier's requirements and informed by feedback/EOIs collected at the end of each module workshop.

Six businesses were supported through the Grazing BMP accreditation process. The team completed one-on-one property visits and provided ongoing phone support to ensure graziers felt sufficiently prepared and confident going into the audit. Again, feedback from those going through the accreditation process was very positive.

A video case study was developed to highlight the benefits of undertaking Grazing BMP. Five Fitzroy grazing businesses were happy to share their stories and discuss the value of attending BMP training, challenges facing the industry and why they are on the land.

Highlights from the last 12 months included businesses becoming re-accredited, a fresh new approach to module delivery, a meat processing plant tour, hands on soil pit demonstrations and in depth two-day grazing clinics.

In summary, by participating in the Fitzroy BMP program graziers have been given the tools, experience and access to knowledge to allow them to better manage their properties at or above industry standard. All deliverables and milestones have been executed to a high standard and the Fitzroy Grazing BMP Delivery Team is looking forward to another successful year ahead.

The Grazing BMP program in the Fitzroy has been delivered by FBA & DAF through funding support from the Queensland Department of Environment and Science through the Queensland Reef Water Quality Program.

Grazing BMP (SINCE INCEPTION)

813 BUSINESSES

5,063,754ha

GRAZING BMP AREA

2,276 MODULES COMPLETED

39 ACCREDITED BUSINESSES

Grazing BMP (JULY 2017-JUNE 2018)

145 BUSINESSES

826,833ha

GRAZING BMP AREA

625 MODULES COMPLETED

3 NEW ACCREDITED BUSINESSES

5 ACCELERATED WORKSHOPS

5 REASSESSMENT WORKSHOPS

22 EXTENSION AND TRAINING ACTIVITIES

58 ONE ON ONES

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617

CASE STUDY



The Mayne Family

Jack and Liz Mayne became involved in Grazing BMP in 2010 as pilot producers for the program.

Over 7 years of involvement, Leucaena and rotational grazing have been introduced at Penrose to increase the productivity of the property. One of the key instruments in the success has been Grazing BMP.

"Grazing BMP was a tool we used to evaluate where we sat in relation to the rest of the grazing industry," Jack explains. "Grazing BMP has made us realise that we were ticking most of the boxes but there were also a couple of areas in our business that we could work on to turn things up a notch." The next 'string in the bow' for the Maynes was to become Grazing BMP accredited. Jack says this decision was made to quantify their on-property practices to ensure that industry standards were met across all areas of the business. In 2013, the family began working with Fitzroy Basin Association Inc. (FBA), to prepare for their first BMP audit.

"This support included on-property visits to help us implement practices such as forage budgeting, mapping and monitoring," said Jack.

"FBA coached us through a preparation audit, which was invaluable. This process reduced our stress and helped us to understand exactly what the auditor required."

"We need to be mindful of where we want the grazing industry to sit on the national stage. Becoming Grazing BMP accredited will definitely help us tell our story in the future."

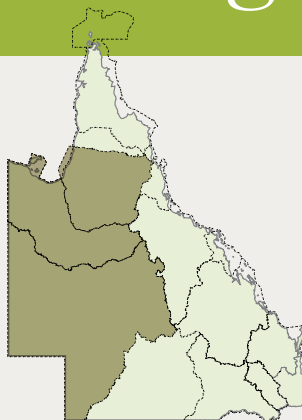
One of the first businesses to renew their Grazing BMP Accreditation, Penrose demonstrates an ongoing commitment to the program and are identifying practices to improve the long-term profitability of their enterprise.

"It is nice to be recognised as first-class custodians of our land. It's also nice to know we are doing our bit to help the grazing industry." Recently, an adjoining grazing lease opportunity has arisen. Jack and Liz have used Grazing BMP as a tool to ensure involved parties operate at the same high standard maintained by the Mayne family.

"Grazing BMP means stakeholders can be reassured that the reactive element of our industry has been noted and reduced," Jack explains. "Grazing BMP helps to underpin product integrity and businesses can confidently and proudly promote what they are doing."

Grazing Futures Region

Western Queensland runs 25% of the State's cattle and most of its Merino sheep flock under better seasonal conditions.



1,553¹ CATTLE BUSINESSES

93,795,776ha²
TOTAL GRAZING LAND

\$1,927,854,111³
VALUE OF SLAUGHTERED CATTLE (2017)

Severe drought since 2012 has dramatically reduced these numbers, impacting on grazing business income and with further impacts on the towns and communities depending on agriculture for their income.

The Queensland Government committed to supporting agriculture and communities during the 2015 election, and in 2016 established the Drought and Climate Adaptation Program in addition to the existing Drought Relief Assistance Scheme. As a result, Department of Agriculture and Fisheries (DAF) extension and training services have been enhanced for western Queensland, and the Queensland Drought Mitigation Centre established in partnership with the University of Southern Queensland to improve drought and climate products, tools and forecasts.

DAF and AgForce had already partnered with Natural Resource Management groups in 2014 and 2015 to offer Grazing BMP workshops to western Queensland graziers, which up until then had been provided mainly to beef producers in the east of the State. There was keen interest from outback graziers to use this successful benchmarking approach to enhance their businesses. Based on this positive feedback, DAF has incorporated Grazing BMP as a key element of extension services to help beef and sheep producers enhance their business resilience and drought preparedness. Grazing BMP workshops are now being offered regularly within the GrazingFutures extension project across the west.

With such large areas to cover, partnerships are important to delivering Grazing BMP workshops in western Queensland, and DAF is working with AgForce and natural resource management groups (Northern Gulf Resource Management Group, Southern Gulf NRM, Desert Channels Queensland, South West NRM and the Queensland Murray-Darling Committee) to run workshops at as many locations as possible to provide the opportunity for as many

landholders as possible to attend. DAF also partners with private industry in delivering the best possible information during Grazing BMP presentations, ranging from bull selection through to workplace safety and understanding how soils influence productivity.

In particular, DAF sees Grazing BMP as important to help grazing businesses build their resilience by identifying how they can ensure:

- Animal production systems are performing to their potential;
- Grazing lands are managed to be as productive as possible;
- Modern business systems are in place; and
- People are able to make effective decisions, especially in drought.

In supporting the Grazing BMP workshops, DAF and its partners also offer a range of workshops, training, field days, mentoring and webinars, based on landholder requests from surveys, direct feedback and consultation. We tailor these services to suit the needs of graziers in the north, central and south-west to make the information as timely and relevant as possible. Based on industry identified needs, the GrazingFutures project is also working with FutureBeef, Leading Sheep, the Rural Financial Counselling Service and the Royal Flying Doctor Service to provide specific beef, sheep, financial and wellbeing information.

DAF and partners are able to offer services from Georgetown to Cunnamulla, Bollon to Birdsville and everywhere in between through to 2022. Since late 2016, we have assisted 550 businesses take steps towards improving their drought resilience, and we hope to assist many more over the coming years.

The Grazing BMP program in the Fitzroy has been delivered by FBA & DAF through funding support from the Queensland Department of Environment and Science through the Queensland Reef Water Quality Program.

¹ ABS, *Agricultural Commodities - Australia, 2016-17*, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, *Value of Agricultural Commodities Produced - Australia, 2016-17*, Catalogue No. 75030DO002_201617

CASE STUDY



Grazing BMP (SINCE INCEPTION)

315 BUSINESSES

14,378,212ha
GRAZING BMP AREA

1,042 MODULES
COMPLETED

Grazing BMP (JULY 2017-JUNE 2018)

75 BUSINESSES

2,981,900ha
GRAZING BMP AREA

285 MODULES COMPLETED

8 ACCELERATED WORKSHOPS

54 EXTENSION AND
TRAINING ACTIVITIES

Cowley and Beechal Creek Stations

Clynt Johnstone manages over 80,000ha of hard mulga with areas of more fertile open and wooded alluvial plains on Cowley and Beechal Creek stations near Quilpie.

They run 1,300 - 2,000 breeders, predominantly Droughtmaster, in mixed age groups.

Clynt attended the 2017 Mulga and Nutrition Workshop hosted by DCAP's Grazing Futures project. These days allowed producers to combine their own experience, local knowledge and the science to achieve practical outcomes for their stock and businesses.

Clynt made the decision to go along because his previous experience was managing buffel country. A run of poor seasons since 2013 has also made nutritional management a priority at Cowley Station. Clynt knew dry weather was bearing down and that his job depended on producing a quality product to sell.

He used what he learnt at the workshop, previous experience, and advice from a nutrition consultant who presented at the workshop to determine a ration that was well suited to his breeders grazing mulga,

as while stock can do very well on mulga, it has a low digestibility.

The Mulga and Nutrition Workshop also improved his understanding of when to move his stock to ensure he is preserving the land condition. He has combined his mulga management with the new lick, and knows his cattle are better using the available feed.

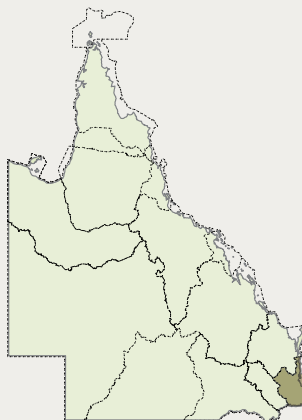
Cows are putting on weight, their udders are much bigger and the cows are stronger, so they are out foraging more instead of standing around the trough," he said. The calves are growing out well and Clynt said he is proud to put them on a truck – even in a drought.

Clynt's advice to producers interested in attending workshops is to go with an open mind. "The weather has changed — everything has changed — so we need to change," he said. "There is so much new information and people to teach you. Try it first then make your own way of doing it." It is possible to have good production on just mulga if you get the nutrition right. In Clynt's words "the cattle will be better, the calves will be better and you will sleep better".

“The weather has changed, everything has changed, so we need to change.”

SEQ Region

Grazing BMP is delivered in the SEQ region as a collaboration between Healthy Land & Water (HLW) and Queensland Department of Agriculture and Fisheries (DAF) South East Queensland (SEQ) region staff.



1,266¹ CATTLE BUSINESSES

1,144,516ha²
TOTAL GRAZING LAND

\$189,681,820³
VALUE OF SLAUGHTERED CATTLE (2017)

Over the past 11 months (since August 2017), the Grazing BMP Program has been well received in SEQ, with high levels of participation and positive feedback on delivery of the workshops.

Graziers have increased their knowledge and understanding of key areas of business management, including soil processes and land types, and intended management actions for improvements to implement industry best management practice.

HLW and DAF SEQ staff organised Grazing BMP workshops where 47 participants completed self-assessment against a set of industry best practice standards and developed action plans to improve their knowledge or management practices. These included the delivery of three Grazing Land Management & Soil Health module workshops at Kilcoy, Gatton and Beaudesert and the delivery of three Animal Production, Animal Health & Welfare and People & Business module workshops at Beaudesert, Gatton and Kilcoy. Feedback received during the workshops and responses from Training surveys were used to plan and tailor follow up activities to address landholders needs and improve knowledge and skills for further and continued adoption of best management practices.

During 2018, HLW & DAF have continued to support landholders through the delivery of activities identified as priorities for follow up arising from the Grazing BMP module workshops last year.

The main follow-up activities included:

- Supporting over 23 landholders to update their Property Maps to assist with the planning, management and monitoring of natural resources and grazing management practices on their properties.
- Holding a Stocktake – Balancing supply and demand workshop at Esk involving 11 landholders who were trained in Forage budgeting techniques and Land Condition monitoring, with a view to establishing monitoring sites on their own properties.
- Ongoing promotion of Grazing BMP activities through social media and other related activities and regular communication and advice to participating landholders.

The Grazing BMP program in the Burnett Mary Region is delivered by DAF and BMRG staff through funding support from the Department of Environment and Science through the Queensland Reef Water Quality Program.

Grazing BMP (SINCE INCEPTION)

166 BUSINESSES

107,367ha
GRAZING BMP AREA

611 MODULES COMPLETED

6 ACCREDITED BUSINESSES

Grazing BMP (JULY 2017-JUNE 2018)

47 BUSINESSES

11,859ha
GRAZING BMP AREA

150 MODULES COMPLETED

3 NEW ACCREDITED BUSINESSES

6 ACCELERATED WORKSHOPS

3 EXTENSION AND TRAINING ACTIVITIES

¹ ABS, Agricultural Commodities - Australia, 2016-17, Catalogue No. 71210DO002_201617

² AgForce Mapping Service, QLUMPS data (retrieved 07/06/2018)

³ ABS, Value of Agricultural Commodities Produced - Australia, 2016-17, Catalogue No. 75030DO002_201617



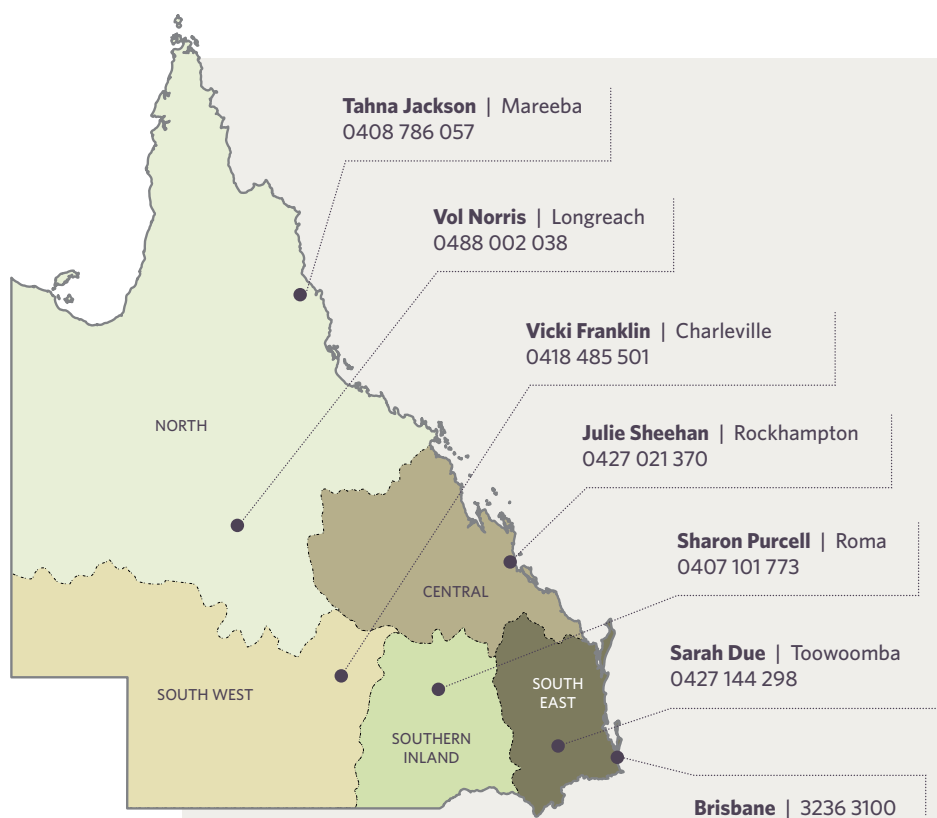
AgForce Regional Managers

AgForce has been a partner in Grazing BMP since its inception in 2009. While our role has mainly been managing graziers' data and ensuring its security, our network of Regional Managers have been invaluable in getting the word out to graziers and industry of the importance of completing Grazing BMP.

Regional Managers stress to AgForce's members that the program can help them to improve their productivity, profitability and sustainability.

For the majority of the graziers who are already running their businesses in a world class manner, Grazing BMP offers the chance to show consumers, the wider community and other stakeholders that Queensland beef producers are doing the right thing.

AgForce Regional Managers are very active in their regions with Grazing BMP talked about, and completed from Karumba to Stanthorpe, Mount Isa to the Sunshine Coast, at field days, cattle camps, succession and business planning workshops, at Beef Week, AgGrow, FarmFest, junior beef events, on property visits, grazing and grains tours, vegetation management days and everywhere you will find the AgForceRMs.





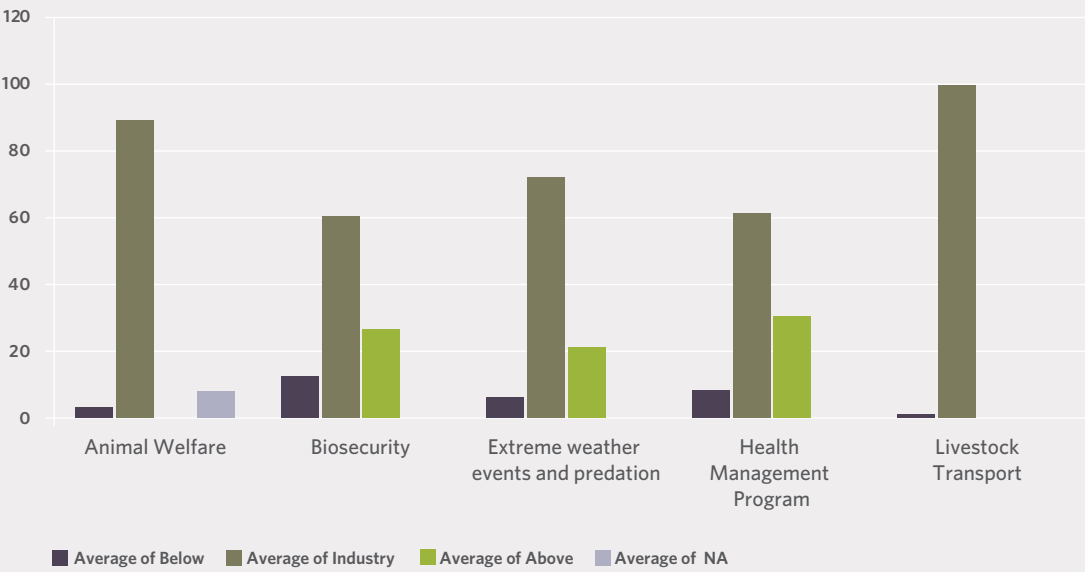
Animal Health and Welfare Module

High standards of animal health and welfare are crucial to industry’s reputation and market access. Animal health and welfare includes actions such as undertaking livestock handling, husbandry procedures and livestock transport, management of diseases and pests, extreme weather condition response and preparing for notifiable or endemic disease outbreaks.

Average Responses By Key Area

Animal Health and Welfare

(JUL 2017 - JUN 2018)





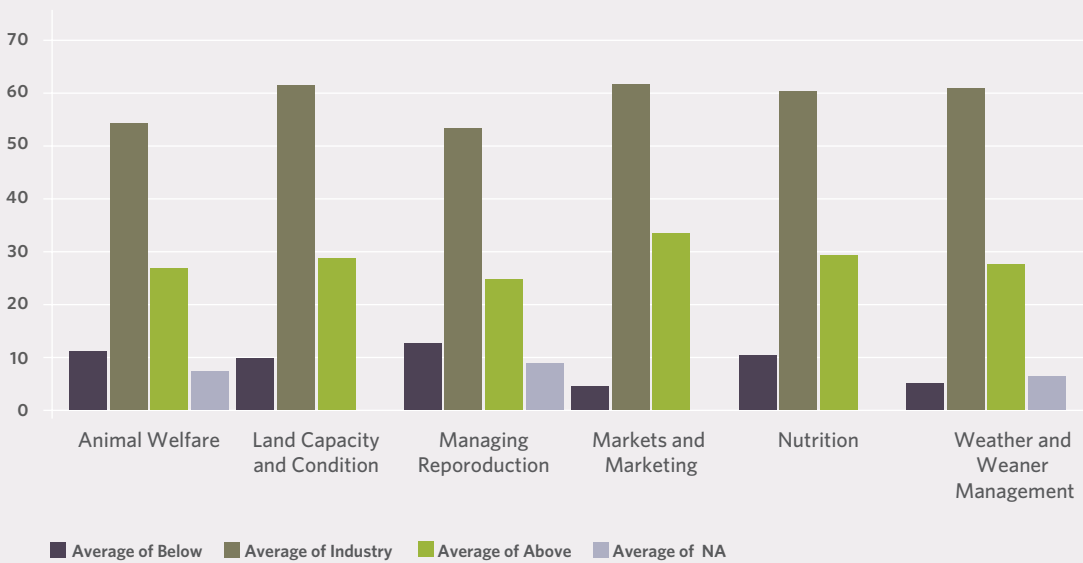
Animal Production Module

The animal production module consists of the understanding of land types, the capabilities/ potential the land has and the current condition of the land. Through identifying these components, the growth and reproduction levels can be determined for the property. Following from this, the best market(s) to target, and how to best manage the production system to achieve the targets can be determined.

Average Responses By Key Area

Animal Production

(JUL 2017 - JUN 2018)





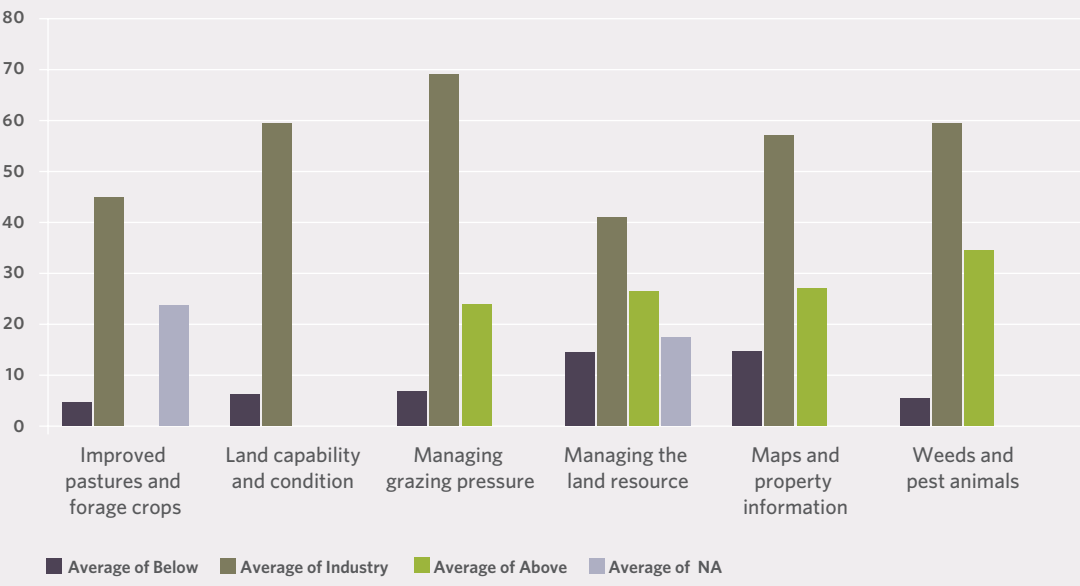
Grazing Land Management Module

The Grazing Land Management module identifies considerations for managing pastures; including the number, type and location of grazing animals on the property, which optimises pasture growth and composition and animal production. The reduction of land degradation; including by erosion, weeds and pest animals are key to ensure that biodiversity is enhanced across the property.

Average Responses By Key Area

Grazing Land Management

(JUL 2017 - JUN 2018)





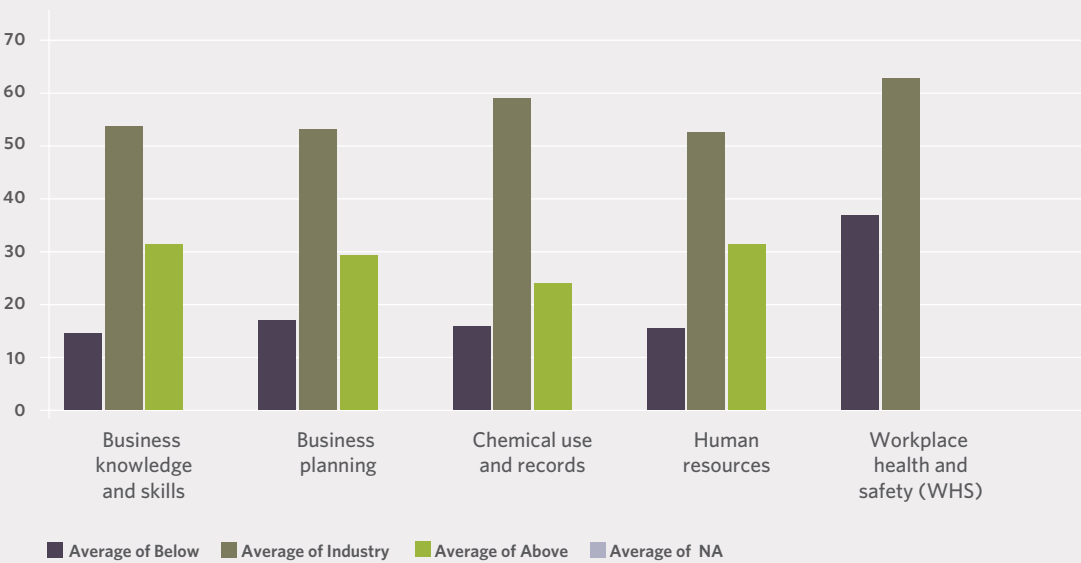
People and Business Module

Improving the performance of a grazing business requires careful consideration of a range of areas including people and business. People and business skills outlined in the grazing BMP module assist graziers to assess where the planning, development and implementation of business strategies currently lies within their business.

Average Responses By Key Area

People and Business

(JUL 2017 - JUN 2018)



Soil Health Module



The Soil Health module considers whether the soil has effective nutrient cycling, good water infiltration and storage and provides food and shelter for soil animals. Soil health is affected by and contributes to land condition, that is, the capacity of a landscape to respond to rain and grow pasture.

Average Responses By Key Area

Soil Health

(JUL 2017 - JUN 2018)

