



Multi Species Cover Cropping

Graeme Hand
Col Seis



Outline of Workshops

• **Workshop 1**

- Design, planning to get your cover crop up and growing

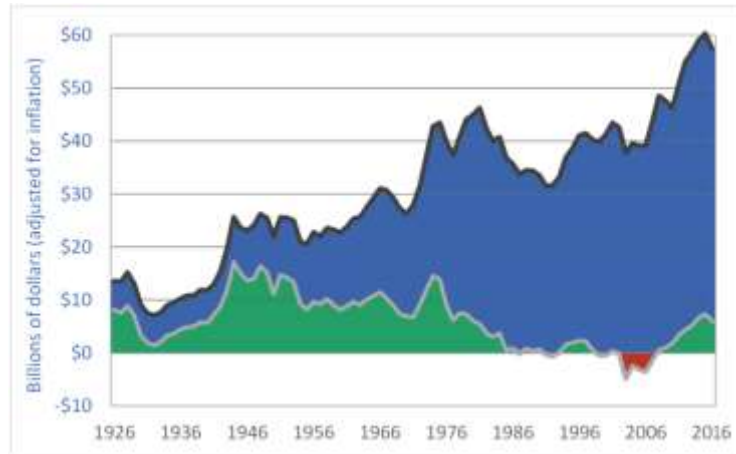
• **Workshop 2**

- Grazing, monitoring and harvesting your cover crop (Timing?)

• **Workshop 3**

- Summer cover crop, cash crops, profit from your cover crop

Canadian Net Farm Income



Canadian net farm income and gross revenue, inflation adjusted, net of government payments, 1926–2016. (Blue area – gross revenue Green area - net farm income)
<http://www.darrinqualman.com/canadian-net-farm-income/>

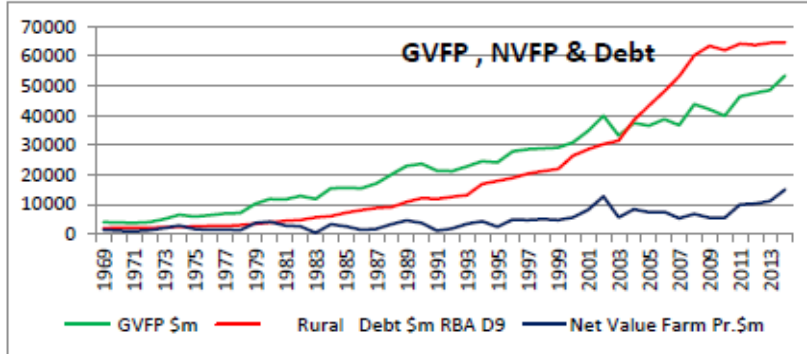
Canadian Net Farm Income

- Bringing these calculations up to date, in the 32-year period from 1985 to 2016, inclusive, agribusiness corporations captured 98 percent of farmers' revenues—\$1.32 trillion out of \$1.35 trillion in revenues.
- They have left Canadian taxpayers to backfill farm incomes (approximately \$100 billion have been transferred to farmers since 1985). And they have left farmers to borrow the rest (farm debt is at a record high—just under \$100 billion).

<http://www.darrinqualman.com/canadian-net-farm-income/>

Australian Net Farm Income

Chart 1



Compiled from: ABAREs commodity statistics Table 13, 2014

RBA online; Table D9, Rural Debt

GVFP – gross value farm production
NVFP – net value farm production

Source: Ben Rees, Australian Agriculture: the real story, 2015

How did this happen

“They called me a greenie at school” – Lucy Hand

BARRIERS	TOOLS
Lack of Motivation	Commitment Norms Incentives
Forget to Act	Prompts
Lack of Social Pressure	Norms
Lack of Knowledge	Communication Social Diffusion
Structural Barriers	Convenience

Source: www.CBSM.com

A financial analysis of the effect of the mix of crop and sheep enterprises on the risk profile of dryland farms in south-eastern Australia

This study emphasises the fact that the variability, or risk, associated with all scenarios far exceeds the likely change in cash margins due to innovation and good management. **This analysis shows that innovations need to be assessed more on their ability to reduce costs rather than to increase income,** especially when the farms are achieving near the maximum practical water-limited productivity.

Underestimating Risk

-farm viability depends more on minimising losses than maximising production, and it is these accumulated losses which threaten farm business survival and growth".

Dr Tim Hutchings

CSIRO PUBLISHING

Animal Production Science, 2012, 52, 557–565
<http://dx.doi.org/10.1071/AN11291>

The impact of system changes to a dairy farm in south-west Victoria: risk and increasing profitability

J. W. Heard^{A,F}, C. M. Leddin^B, D. P. Armstrong^{C,E}, C. K. M. Ho^D, K. A. Tarrant^C,
 B. Malcolm^D and W. J. Wales^C

...Irrespective of the direction of change in herd size, the most profitable options involved reducing stocking rate per hectare and reducing purchased supplementary feed compared with the status quo...

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Three ways to improve profit

Burke Teichert

• Increase turnover:

- This can relate to volume or size of business or to the turnover of saleable assets with the current business size.

• Decrease overheads:

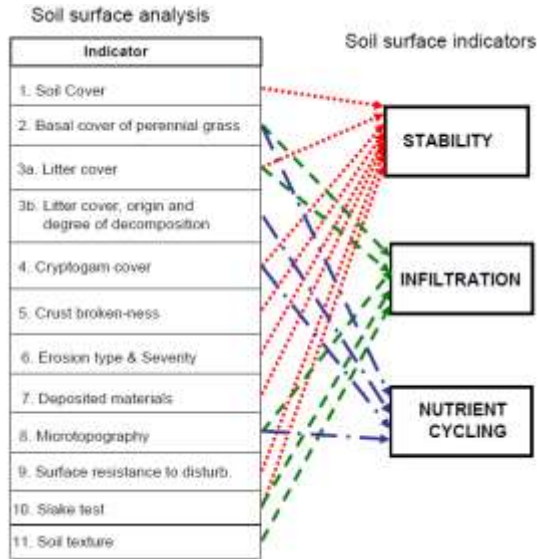
- Land with attached fences, corrals, buildings, etc. and people along with the tools and equipment used to do their work.

• Improve gross margin:

- That's total returns minus direct costs for the enterprise. The direct costs are those that vary with the number of cattle. They are typically feed, vet services and meds, sales commissions, trucking and livestock handling supplies.

Source: <http://www.beefmagazine.com/management/how-ranch-simply-yet-successfully>

Landscape Function



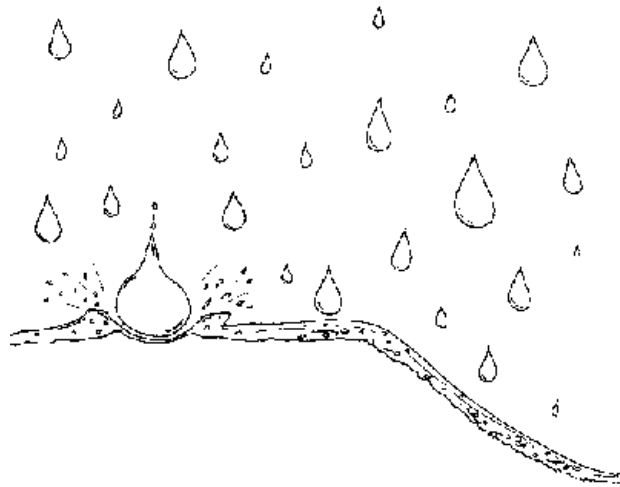
David Tongway http://members.iinet.net.au/~lfa_procedures/





Source: Greg Antonoff Vic DPI east of Horsham. February 2007.

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Large raindrops hit bare soil like bombs, causing erosion

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Photo Graeme Hand

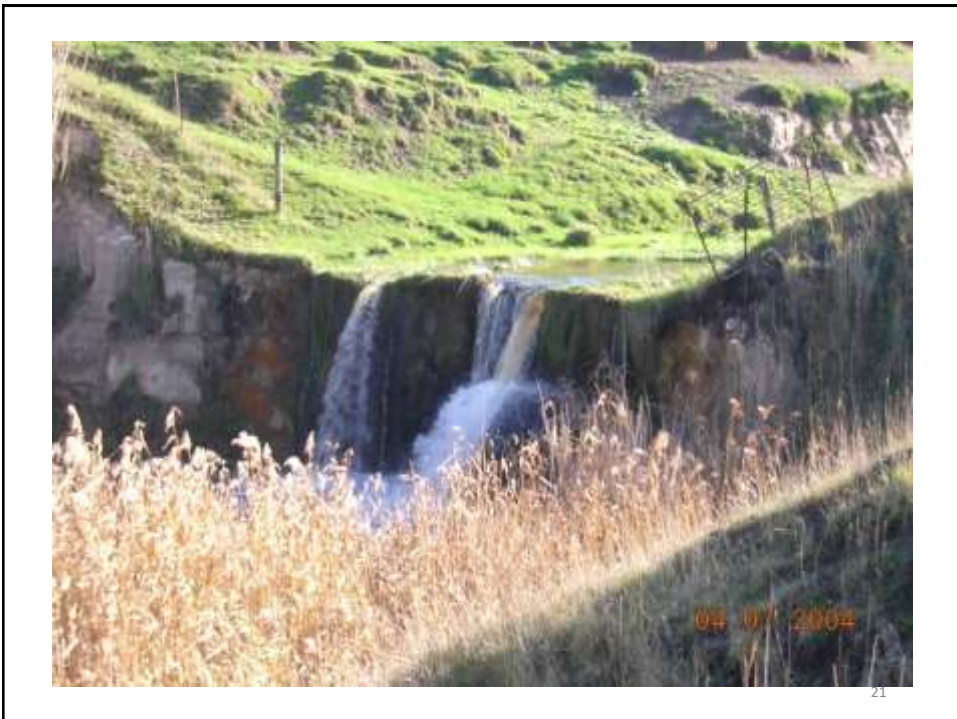
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Landscape Function



Fall Seeded Biennials



Source Gabe Brown, Browns Ranch

High Landscape Function Banana



Landscape Function analyser



How will you know if it was worthwhile - records

- Grazing days
- Increase in landscape function - photos
- Soil health
- Harvest
- Lower the cost of next crop



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