

Looking to the long-term: how GLM can help you with your lender

Richard Walsh was raised on a sheep and cattle station in Western Australia and is the Agribusiness Manager for ANZ in Katherine.

Richard found that GLM gave him an excellent understanding of the production systems in northern Australia.

Grazing Land Management workshops

Grazing Land Management (GLM) workshops provide you with the skills and ability to assess the health of each paddock and manage stocking rates to optimise the carrying capacity of your enterprise.

The workshop will assist you to:

- Assess the condition of your paddocks and improve carrying capacity
- Understand the relationship between pasture, water, soils, woodlands, biodiversity, fire and weeds
- Investigate pasture restoration techniques
- Determine the financial impact of grazing management options

The workshop, one of MLA EDGE^{network}® training packages, pools scientific and landholder knowledge specific to northern Australia.

The workshop consists of open discussions and builds on the wealth of knowledge and experience that already exists within the industry.

Technical information is demonstrated both in and out of the 'classroom' therefore a 'hands on' approach is used.

A GLM workshop will help you to develop grazing management strategies to optimise land condition, production and profit.

GLM graduate:

Richard Walsh, Agribusiness Manager, ANZ Bank

Location:

Katherine, Northern Territory

Responsibilities:

Pastoral areas in the NT and Kimberley regions

Goal:

"To assist the industry to reach its full potential whilst supplying a high level of service"

For further information contact

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How can a GLM workshop help your enterprise?

Case Study: The Agribusiness Service Sector

Background

Richard Walsh was raised on his family's sheep and cattle station in the Murchison area of Western Australia. After a 13 year stint with Elders Ltd, he joined the ANZ Bank as an Agribusiness Manager based at Katherine.

Richard attended the GLM course to gain a better understanding of the environmental and production systems in the region and how they impact on his client's businesses.

How GLM has changed him

"I can have a more educated discussion about things such as stocking rates and carrying capacity with my clients now. This helps me to understand what their goal is, how they plan to achieve it and how we can help them to achieve it."

The GLM experience

The ANZ bank is increasingly adopting an "inter-generational approach" to its rural clients. Richard notes that he wants to see his clients achieve long-term success so that their children can continue on in the industry.

"From the bank's perspective, we're very keen to be involved with environmentally sustainable businesses" he says. "When a proposal is on the table, some of the things I learnt at the GLM course will help me to make judgements of whether what I see is sustainable."

Richard found the course delivery and content outstanding.

"The GLM course is excellent. It has been well developed and is user friendly. I thought it was great the way they use not only primary industry staff, but also outside consultants and others held in high regard by the industry. This certainly adds kudos to the course."

Richard feels that GLM really helps to understand the parameters under which people run their operations. The emphasis on the carrying capacity of different land types and the impact of land condition on beef production are examples of this.

"The GLM course is also a great way to learn about the modern management techniques used in the northern savannas."

Having being involved in the pastoral industry his whole life, Richard notes that you have to keep learning to stay ahead.

"The course reinforced some ideas I'd already come to but it also made me question some of my commonly held beliefs" he says.

The future

"I'm focussed on long-term viability with my clients rather than short term financial gain. With every decision, we consider the impacts of the lending propositions and how these would impact on the sustainability of our client's operation from an environmental standpoint" explains Richard.

"Anyone can lend people money to do something, but we think it's important to look at the long-term picture. To be economically viable in the long-term the management has to be environmentally viable."

Final word

"Things like GLM plans can be integrated with the clients' other business proposals. We want our clients to plan for the long-term and encourage them to go to things like GLM to achieve this."