



Office Use Only

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| Project Code | |
| Project Type | |

GROWER GROUP FINAL REPORT 2019

Applicants must read the *SAGIT Group Application Guidelines 2019* prior to completing this form. These guidelines can be downloaded from www.sagit.com.au

Final reports must be emailed to admin@sagit.com.au as a Microsoft Word document in the format shown **within 2 months** after the completion of the Project Term.

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| PROJECT CODE | : UNFS118G |
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| EVENT TITLE | (10 words maximum) |
| 'Smarter Farmers, Smarter Farms – Upskilling the Women of the Upper North to be future ready, sustainable, more productive farmers' | |

EVENT DURATION

These dates must be the same as those stated in the Funding Agreement

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|------------------------------|---|--|
| Event Start date | 6 workshops 2018-2019 | |
| Event End date | August 31 st 2019 (as per negotiation) | |
| SAGIT Funding Request | 2018/19 | |

EVENT SUPERVISOR DETAILS

The project supervisor is the person responsible for the overall project

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|---------------|--------------------|-----------------|
| Title: | First Name: | Surname: |
| Mrs | Jessica | Koch |

ADMINISTRATION CONTACT DETAILS

The Administration Contact is the person responsible for all administrative matters relating to the project

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|-----------------------------|--------------------|-----------------|---------------|
| Title: | First Name: | Surname: | |
| Mrs | Ruth | Sommerville | |
| Organisation: | | | |
| Upper North Farming Systems | | | |
| Mailing address: | | | |
| | | | |
| Telephone: | Facsimile: | Mobile: | Email: |
| | | | |

EVENT REPORT

Provide clear description of the following:

Executive Summary (200 words maximum)

A few paragraphs covering what was achieved, written in a manner that is easily understood and relevant to SA growers. Report on the attendance at the event, relevant photos could also be attached. A number of key dot points should be included which can be used in SAGIT communication programs

On August 28th 2019, the final workshop was held in Booleroo Centre, bringing the project to a close.

Ladies on the Land was unsuccessful in obtaining \$9,800 funding through Landcare, which meant that only \$3000 SAGIT funding was acquired to deliver the project. Given that the budget reduced significantly, we are thrilled that we were able to deliver on 6 workshops (with some changes to workshops 3 & 4). As it turned out, 2018 was (and still is), a drought season in the Upper North, therefore the 'weathering the drought' theme was more fitting than sustainable land management workshops originally planned. To be clear, the SAGIT funding stretched to fund the Precision Agriculture workshops (1 & 2) and the Practical Business skills workshops (5 & 6).

The workshops were to be delivered around three core themes:

1 & 2.) 'Precision Agriculture, learning practical skills and tools for best practice cropping and livestock farming'

3 & 4.) 'Weathering the drought, skills and tips to build resilience in tough farming situations'

5&6.) 'Managing a smarter and more efficient business – practical skills to allow farms to survive and thrive in a changing climate'

Workshops 1 & 2: Introduction to Precision Agriculture

30th October 2018 and 29th March 2019

Workshop 1:

Designed to be a taste test into Precision Ag, the first workshop covered how autosteer systems work, what can be achieved with GPS/RTK systems, different map types, how they recorded and what value can they provide (eg pH, nutrient maps, EM38, NDVI, protein and yield). We discussed the different ways that map information could improve profitability through improved decision making. All attendees were given a demo login to some cloud based software which allowed them to view different map layers to a local field and correlate similarities between them. In the afternoon we headed out to look at a local farmers harvester. We looked at the hardware on the system including the protein and moisture monitor and various other tech like a machine mounted weather station.

Workshop 2:

In the second workshop we analyzed last year's yield maps, made our own P replacement prescription shape file and got it all set up in the cab of a seeding machine. We looked at the process of moving data from the machine to the office and

back again. We learnt about different file types and their uses and how to safely store data. We used cloud-based software to view our map layers, overlaid GPS to scout the field and look for different in soil type across the paddock.

Workshops 3 & 4:

15th May and 19th June 2019

These workshops were not covered by the SAGIT funding, as the program was funded by Country SA PHN and organized by WoTL. Ladies on the Land hosted these workshops in Morchard and they were slotted in as part of the 'Smarter Farmers, Smarter Farms' series. Judy Wilkson and Jeanette Long were the guest speakers and the information was very well received by local women with some new attendees from pastoral country who were battling very dry conditions. The strategies learnt will assist the attendees in building resilience from a personal and business perspective.

Workshops 5 & 6:

24th July and 28th August 2019

Delivered by Carlyn Sherriff, Rural Directions, these informative workshops were the ideal way to round the series off. The idea of the workshop was to impart tangible activities that could be taken home and applied to attendee's businesses and ultimately create a business plan. Starting off with culture and values, attendees got an idea of how to create a sense of purpose for all members of their family/business team. A number of useful exercises helped everyone narrow down their values into a list that would help them begin to shape their business plan. We discussed how important it is to set up a healthy culture in the business, as 'culture eats strategy' if not addressed early!

We spoke about beginning a practical strategic plan, what does it achieve? Why is it important and when should strategic planning be done? Attendees were given time to consider their 'vision'. Carlyn encouraged all to consider political, economic, social, technological, environmental and legal trends to form a SWOT analysis. This narrowed down 'five key strategic issues' that were the big ticket items to work on in the business. We spoke about the importance of benchmarking and advisory boards, and how they can help businesses get 'the best bits' out of family and corporate business models. Rural Directions provided a brilliant booklet which gave attendees the bones to begin their own business plan, with plenty of tools and tables to help them summarize what to include.

Overall Performance

A concise statement indicating the extent to which the objectives were achieved, a list of personnel who participated in the Event including co-operators, and any difficulties encountered and the reasons for these difficulties.

We are thrilled to have still delivered a 6 workshops series with just \$3000 of SAGIT funding, albeit with a slightly restructured look and funding method for workshops 3 & 4. I will refer to the Precision Agriculture (PA) and Practical Business Planning Workshops when considering overall performance.

- Exposure of Precision Agriculture understanding and knowledge to an entirely new audience of women
- The level of understanding from attendees upon completion of the PA workshops was impressive, they were able to successfully understand the process of data collection and manipulation, create a phosphorus replacement map with theory and reasoning, and then apply this physically to a paddock situation
- Break down barriers that prevent attendance rates by women to ag workshops that allow them access to key advisors by providing a creche, ensuring hours are in school time, and that workshops are free to attend
- To quote an attendee 'it is exciting to that our community is keeping up with modern technological advances and ensuring opportunities are available to women outside the kitchen'

The business planning workshops had equally positive feedback

- 'The workshops will help me to create plans for our business. I thought it was really well presented and I got a lot of it'
- 'I plan to make changes to our current business - to create a business plan, to increase our benchmarking, to have more discussions on where we want our business to go'
- 'from these workshops, I am confident to develop our business and succession plan and potential advisory board'

I (Jessica), am very confident that the women in these workshops will take home skills to these business that will not only compliment the knowledge of the male (or other farmers) in the business, but will supply something new and innovative that hasn't been considered before – the whole purpose of Ladies on the Land!

Involvement:

Jessica Koch has driven, and organized the logistics eg guest speakers, caterers, child carer's and directed the content. She has also completed the marketing and social media for the Facebook and Twitter pages. She created the content for and delivered the two PA workshops and is the report writer for the project.

Ruth Sommerville (Projects Officer) and Kristina Mudge (Admin/Finance) for Upper North Farming Systems have given administrative support and helped with invoicing, advertising and logistics with RSVP's and bookings.

Application / Communication of Results

A concise statement describing activities undertaken to communicate the results of the event to the grains industry. This should include:

- *Main findings of the event in a dot point form suitable for use in communications to farmers;*
- *Publications and extension articles delivered as part of the project*

Note that SAGIT may directly extend information from Final reports to growers. If applicable, attach a list of published material.

Continual updates in our monthly newsletter which is emailed to 140 members. Event invitations and a summary. We recommend you have a look at our Facebook page which has a huge reach of 6473 followers and our Twitter Page 159 followers, and has become somewhat of an online notice board for women in agriculture and for the Upper North. SAGIT was acknowledged on all formal invitations and 'tagged' wherever possible in Facebook and Twitter promotions of the program. Jessica, the hub representative of Ladies on the Land spoke at the SAGIT updates in 2017 about the group and the project, in between the 'two series' of SAGIT funded workshops series and the presentation was very well received. There have been three interviews with the SA Country hour, one story by the local Southern Cross Ten News, an article in the Stock Journal, and one story in the RM Williams Outback magazine about the workshop series.

POSSIBLE FUTURE EVENTS

Provide possible future plans of your Group arising from the project including potential for further work and partnerships.

Agricultural Business Management or Finance Course

AUTHORISATION

Name: Jessica Koch

Position: UNFS Committee Member (LOTL Hub Rep)

Signature:

Date: 3/1/2019

Submit report via email to admin@sagit.com.au as a Microsoft Word document in the format shown ***within 2 months*** after the completion of the Project Term.