

How can cropping and livestock be profitably integrated? Help us find out.

Meat & Livestock Australia is funding a national project, delivered by Macquarie Franklin in Tasmania, to identify the key elements of successfully integrated cropping and livestock enterprises.



Who can apply?

- owner/operators of mixed sheep and cropping businesses with a substantial component of their total revenue originating from their sheep enterprise
- mixed cattle and crop producers who also run sheep.

What does the project involve?

Up to 20 mixed farming businesses will be chosen to participate. The program is fully subsidised so there will be no cost to participating producers.

Each business will need to contribute enterprise management and financial data for analysis. All contributions will be treated as confidential.

Participants will also need to allocate a full day for data collection during April or May in 2017 and attend a benchmarking group workshop in August. Specific dates will be confirmed with the successful applicants.

What will participants receive?

- A half day on-farm visit by a Macquarie Franklin consultant to help with the collection of your financial and enterprise information for the past three financial years:
 - profit and loss statements (income and expenses)
 - balance sheets (assets and liabilities)
 - livestock trading accounts (sales and purchases, including opening and closing numbers)
- a detailed benchmarking report of the financial performance, pasture harvest, cropping versus livestock gross margins and operating margins of your enterprise
- a comparison of your business performance against the average of the Tasmanian group
- a group workshop to explain the benchmarking reports and explore profit drivers and the reasons they vary across enterprises.

Interested? Producers can contact Penny Hooper at Macquarie Franklin on 0408 948 308 or email phooper@macfrank.com.au

Alternatively, you may apply [online](#)

Applications must be received by 31 March 2017.