

Western Local Land Services

Land Services Program

The Land Services Program (LSP) offers a new approach to property planning and rural enterprise mentoring.

The LSP runs over two years or eight 'quarters' with an intake of participants occurring every second year

A structured four quarter program in the first year is supported by regular training, mentoring and capacity building in year 2.

Participants will receive access to training and services over the course of the program, including a \$10,000 training allocation.

Case officers and mentors

The LSP operates under a case officer approach, which pairs participants with a Local Land Services staff member who will provide support and guidance through the program. Case officers and participants are responsible for developing rapport and determining an appropriate level of support, contact and interaction.

Case officers are to assist in structuring the overall program for participants, and navigating issues related to training and program completion. In addition, a range of mentors are being identified to match the particular enterprise and landscapes of the participants.

Mentors may be utilised as part of the training budget to provide daily advice, one-on-one support, or to demonstrate enterprises and opportunities to participants.

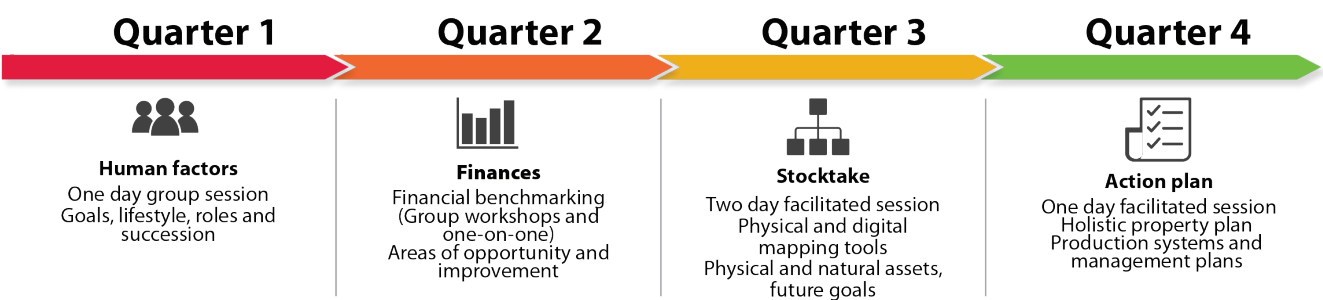




**Quarters run over three months, ie Jan - March, April - June.*

Timeline

Year 1



Quarter 1: Human factors

A one day facilitated group session which explores human and social factors relevant to participants' businesses. This will include goal setting, lifestyle aspirations, skills audit, business roles and responsibilities and succession. By understanding these factors it allows a direction to be set regarding longer term goals and plans that a business should be aligned to.

Quarter 2: Finances

Participants will receive one-on-one and group support to complete a farm business management report for their business. Meetings will be used to present and interpret the group's annual benchmarking results and discuss other technical topics on farm productivity that may be identified by the group. Issues covered in these meetings may include investment analysis for improvements to resources and infrastructure, expansion of the farm business and farm business strategy or technical aspects of the farm business such as genetics, animal health and labour. *Only higher level financial information will be shared with Local Land Services (such as key performance indicator ratios). All financial detail will remain only with participants.*

Quarter 3: Stocktake

A facilitated two-day group session assessing the physical assets, natural resources and infrastructure present on participant's properties. An Ecosystem Management Understanding™ approach will be followed to identify linkages between land systems, infrastructure design, land management and productivity. This will provide the basis to property planning with regard to condition of physical and natural assets, their current capability and goals going forward. Participants will attend the session with case officers.

Quarter 4: Action plan

A one day facilitated session to bring together the previous three sessions and provide guidance through the process of enacting and managing change in business. Participants will also have the opportunity to work with mentors and case officers to write a holistic property plan, guided by the Local Land Services property planning module.

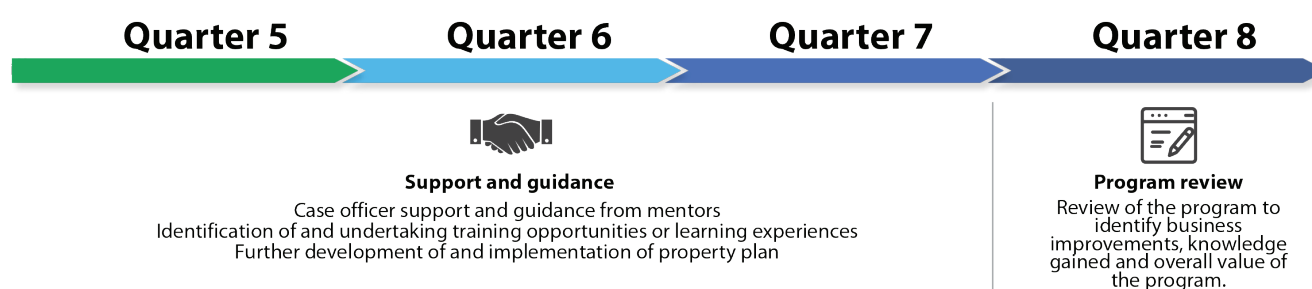
Quarters 5 - 7: Support and guidance

Second year participants will continue to work with case officers to develop their property plan as a written document. In doing so, they will have access to training and support to pursue identified priorities.

Quarter 8: Program review

Participants undertake a review of the program in order to assess the degree to which a property plan has been completed, changes made to their business, knowledge gained and the overall value of the program. This will involve a formalised questionnaire as well as reflection and discussion with case officers. Completing a review allows priorities to be re-assessed, achievements to be acknowledged and further goals set for participants as they go forward outside of the program. It also provides valuable feedback to Local Land Services to focus the future development of the program.

Year 2





Training List



Participants will be able to access a training allocation worth up to \$10,000 in the second year of the program. This is to support capacity building activities, engaging expertise and information systems that provide decision support aligning with the goals and priorities of their business.

This can include formalised courses, industry conferences, decision support tool subscriptions and external consultants.

General themes within which funded activities should fit are land management, enterprise specific courses, business and finance, whole farm management, people management and succession planning.

Some examples of courses and events within these areas include:

- GrazingforProfit™
- KLR Marketing
- Lifetime Ewe Management
- Ecosystem Management Understanding (EMU™)
- Principle Focus
- Succession Planning
- MLA Business EDGE
- Australian Rangeland Society Conference
- Improving Tactical Decision Making

A more comprehensive list of suggested courses can be provided by Local Land Services, however participants are invited to propose any activity they feel will be relevant, beneficial and align with their identified business priorities.

For more information:

Christine Plummer, Buronga
0408 241 200
christine.plummer@lls.nsw.gov.au

Jazz Beddows
0476 993 428
jazz.beddows@lls.nsw.gov.au

