

Global Perspectives Grant Program

Project Report

Award Period: Spring 2018

Principle Investigator: Dallas Mount Department: Extension Email: dmount@uwyo.edu

Project Title: Andragogical Methodologies of Australian Ranch Management Programs

Amount Spent: \$4,000 AES; \$14,000 total

Non-technical Summary:

Dallas Mount, UW Extension Educator spent three months in Australia learning from the premier private organizations on delivering business management and ecology education to Australian graziers (ranchers). Dallas co-taught multi-day workshops on economic analysis grazing management and marketing strategies across Queensland and New South Wales and spent several days living on livestock stations learning the management practices of Australian livestock farms. Since returning to Wyoming Dallas has conducted 4 sessions for ranchers in Wyoming with 2 more currently planned sharing the key learnings and practices that would serve Wyoming ranchers. Dallas has also hosted a group of 22 Australian graziers in Wyoming this August and has plans to host 2 more groups this winter.

My professional development leave took place from January through June of 2018. I traveled to Australia for 3 months during this period and worked with two organizations that teach ranchers business management skills. My assignment with UW Extension is working with livestock producers in Southeast Wyoming on business management issues.

The first organization I worked with in Australia is Resource Consulting Service (RCS). RCS is a relatively large consulting agency focused on graziers (Australian ranchers) in the areas of ecology and business management. One of the primary outputs of RCS is the Grazing for Profit School – a week long school on business management and ecology. My primary learnings from the school were related to the teaching strategies used by RCS. These included limited lecture, small group process of concepts, application to participant's situation, and limited use of PowerPoint. The networking during the week with approximately 35 graziers was also invaluable. The week ends with peer strategy sessions where participants serve as advisors to each other in developing key strategies to move their businesses forward.

Other activities with RCS included individual ranch consult trips, company strategy sessions, regular staff meetings, and the culmination of the time was a week at the Executive Link Conference. Executive Link is a peer advisory program delivered by RCS. The conference is a once-a-year event where the 300 enrolled graziers gather and form themselves into boards of directors for each other's businesses. Each business on a board of 6 takes turns presenting the strategic level challenges of their business and the others serve as advisors. The process results in an action plan for each business that they return home to work on and report back at the next meeting 4 months later. For the conference I served as a group facilitator and also presented about north American ranching during a general session.

The other organization I was privileged to work with is KLR Marketing. A marketing school for graziers developed by 3 ranchers based on the principles of Bud Williams. The marketing school teaches graziers to focus on the parts of the business they can control, such as awareness of today's prices for each class of livestock, known seasonality of markets, and cost of carry for each class. I attended the 3-day marketing school and then traveled around Queensland and New South Wales each for a week with the KLR crew putting on workshops for clients. The travels included many station visits where we often stayed for several days learning the management practices of raising livestock in Australia.

Impacts for College of Ag and Natural Resources, UW and State:

Already my travels have resulted in reciprocal visits from Australian graziers to Wyoming. In August I hosted a group of 25 graziers for 3 days in Wyoming visiting 5 operations across SE Wyoming. I also have scheduled visits from 2 more groups of graziers that are planning travels through Wyoming to learn about our ranching cultures. I have already presented to 3 groups of ranchers in Wyoming about the trip and the key learnings, as well as the statewide gathering of the Farm Service Agency. I currently have 2 more scheduled presentations of this type to rancher groups with more to come. Learnings from the trip both in content and educational program delivery have been incorporated into my Extension efforts. Specifically the High Plains Ranch Practicum School – an eight-day school for ranchers that I deliver has seen changes with additions to the curriculum on management succession with strategies learned from the

Aussies. These are all objectives identified in the professional development leave proposal. Additional outputs include sharing of key learnings on a national level and with the statewide Wyoming Extension organization. There are currently plans to meet both of these objectives within the next 6 months. The experience had broadened my perspective on livestock business management and deepened my resolve that solid business management skills are universally important for all ranching businesses.







