

Project funding - Supporting sheep & cattle producers to manage risk

Meet the Specialists

To support producers to explore their issue and identify possible solutions, technical specialists will work 1:1 with you. Producers selected to participate in the project will be able to work with one of the specialists of their choice from the list below.

Sally Martin, Sally Martin Consulting (sheep)

Sue Hatcher, Makin Outcomes (sheep)

Ashley White, Makin Outcomes (sheep)

Geoff Duddy, Sheep Solutions (sheep)

Bill Hoffman, Hoffman Beef Consulting (beef)

Brian Cumming, Brian Cumming Agriculture Consultants (beef)

Jeff House, Jeff House Livestock (beef)

Ian Blackwood, Industry Beef Consulting (beef)

Mark Gardner, Vanguard Business Services (whole of business)

Sally Martin, Sally Martin Consulting (sheep) Website: www.sallymartinconsulting.com/



Sally Martin is passionate about rural communities, agriculture and more specifically the Australian sheep and wool industry.

Sally grew up on a grazing property on the Monaro, NSW, where her family still farm. Sally studied Agricultural Science at UWS Hawkesbury and has completed Post Graduate studies at University of New England and Sydney University focusing on Animal Breeding Management. Sally's career has taken a number of paths, working with NSW DPI for approximately 20 years to now running her own consultancy business since 2011 based out of Young NSW that services commercial breeders, ram breeders and service providers, with a current client base ranging across NSW, VIC, WA and more recently overseas in the Falkland Islands.

Sally has extensive experience and knowledge about sheep production systems. Advising seed stock and commercial sheep producers about electronic identification for production and profitable outcomes (eSheep), genetic selection, on-farm management, animal health, reproduction and integrating with other enterprises to maximise productivity and profitability.

Dr Sue Hatcher, Makin Outcomes (sheep)



Sue is the Director of Makin Outcomes, an independent research and development consultancy based in Orange NSW specialising in development and delivery of national livestock training programs, data analysis and reporting, scientific reviews, change management and technical editorial services. In April 2020, Sue began a part-time role with AgriFutures Australia managing the environment, food safety and consumer aspects of their Chicken Meat research program.

Sue was previously Principal Research Scientist with NSW DPI in Orange and has 26 years of experience in applied scientific research and a proven track record of effective extension of research results to industry. Sue has a passion for the sheep and wool industries, her diverse research portfolio includes genetic improvement of wool production, wool quality and reproductive performance, wool processing, wool metrology and fibre identification, breeding ewe management, lamb and weaner survival and physiological and behavioural responses of sheep to wild dog predation. Sue continues to be involved with research into sheep reproductive performance and has been an Associate Editor of Animal Production Science since 2009.



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Ashley White, Makin Outcomes (sheep)



Ashley White was raised on a grazing property in central NSW. Early on Ash worked as a station hand and wool classer. After completing his Applied Science / Agricultural Studies at NSW Uni he worked in the NSW pastoral zone then specialised in livestock production and marketing at Cowra research Station with NSW DPI for 30 years.

These days he concentrates on his own cattle and sheep property while helping others to improve their farm business. Ash has also undertaken a number of positions on industry committees and loves to take an interest in people on the land and their stories of innovation and success.

Geoff Duddy, Sheep Solutions (sheep) Website: www.sheepsolutions.com.au/



Born and bred in central west NSW, Geoff completed a Bachelor of Rural Science degree at UNE (Armidale) in 1985.

He initially joined (the then) Department of Agriculture in early 1986 at Narrabri's "Myall Vale" Research Station, working on dryland soybean and cotton research programs. In 1987 the opportunity came to transfer to Glen Innes Research Station and follow through with his passion for sheep-based research and extension. Under the guidance of Dr Doug Fowler, he was heavily involved with development of commercial ultrasound pregnancy diagnosis systems and lambing ewe management protocols widely used within the national sheep industry today.

In June 1989 Geoff transferred to Yanco as a Sheep and Wool Extension Officer (in-training), with responsibilities for the management of the Departments accelerated (8 monthly) lambing and Sheep Milking research programs. He accepted the permanent position of Extension Officer in 1991 (Yanco), working from this base until finishing with NSW DPI in 2013.

Geoff has spent over 20 years servicing regional, state and national sheep and wool producer enquiries, specializing in sheep meat production, new and introduced sheep breeds, pasture and grain-based finishing systems and marketing. The development of Sheep Solutions has been a natural progression and testament to his unwavering passion for sheep industries nationally.

Brian Cumming, Brian Cumming Agriculture Consultants (beef) Website: www.bcagriculture.com.au/



As principal of Brian Cumming Agriculture Consultants, he provides independent advice to commercial and seed-stock producers, the education sector, and government agencies.

Brian worked for the New South Wales Department of Primary Industries (NSW DPI) from 1987 until 2013. For most of this period he was the District Beef Cattle Advisor based in Albury.

In this position he provided advice to local beef cattle producers, to ensure and lift their herd's profitability, often in challenging seasonal times. He provided advice on selection of bulls and female replacements for straight and crossbred herds, cattle nutrition, breeding and feeding for both market requirements and herd production, as well as assessment of cattle for marketing.

Brian's interest in beef cattle breeding and genetics led to his placement as the NSW DPI Technical Specialist in this area from 2011 to 2013. He has assisted many producers with improving the genetics of their herds.

Brian is also currently a lecturer in livestock production at Charles Sturt University in Wagga Wagga. He has been lecturing there since 2014. He owns and runs a beef cattle property close to Albury.



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Jeff House, Jeff House Livestock (beef)



Jeff is the director of Jeff House Livestock Pty Ltd, established in 2014, as a private consulting business with the aim of sharing knowledge with beef producers and the beef supply chain across Australia.

Jeff works closely with beef producers, lot feeders and processors to improve the performance of their herds and operations. Activities include on farm animal selection, feedlot feedback trials and carcass judging, all with the aim of providing feedback to producers on the performance of their animals along the supply chain.

After graduating from the University of Sydney in 1994 with a Bachelor of Science in Agriculture Jeff was employed by the NSW Department of Primary Industries, moving Forbes as the Livestock Extension Officer (Beef) in 1997 and remained in this position until 2013.

Since 2014, Jeff has been contracted by the Australian Lot Feeders' Association (ALFA) as their Technical Services Officer. This role delivers information, education, training and technical services to improve management practices among cattle lot feeders throughout Australia.

Jeff has also worked closely with Local Land Services delivering training and workshops regarding drought management, confinement feeding and drought decision making.

Ian Blackwood, Industry Beef Consulting (beef)

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Building on a long career of nearly 30 years with NSW DPI as a beef cattle officer, Ian formed his business, Industry Beef Consulting in 2011. His skills and expertise will assist beef producers in the areas of beef cattle drought management, drought preparedness, ruminant nutrition/ supplementary feeding, herd management, budgeting and quality assurance programs.

Mark Gardner, Vanguard Business Services (whole of business) Website: www.vbs.net.au



Mark is owner/director of Vanguard Business Services in Dubbo, which works with some 200 farm families, on issues related to farm family business management focusing on Regenerative Agriculture, including family meetings, strategic business development, direct marketing, grazing planning, enterprise management and succession planning.

Mark is a registered educator with the Savory Institute and has run Allan Savory's Holistic Management program throughout the Central West and Tablelands for over 25 years. Mark coaches many family businesses seeking to apply Regenerative Agriculture principles and to achieve a balanced view of profit, land health and lifestyle. Vanguard has won several Regional Business Awards.

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