

HORSHAM
VICTORIA
THURSDAY 20
JUNE 2019

FARM TO PROFIT FARM BUSINESS UPDATE



Horsham, Victoria, Thursday 20 June 2019

The Hall, Longerenong College, 229 Longerenong Road, Longerenong
9.00 am to 4.00 pm includes morning tea & lunch (doors open at 8.30 am for a 9.00 am start)



To build a resilient business – know your financial targets.

*Brian Watts,
Watts Price Accountants*

Resilience is the ability of the farm business to overcome or adapt to disruptions and minimise any long-term setback. Brian will discuss the financial performance targets that help build flexibility in a farm business to withstand the disruptions, and recover faster.



Buy, lease or invest off-farm – what's your limit and how do you test it?

Mike Krause, P2P Agri

Evaluating the farm business impact of buying and leasing additional farm land requires a fresh perspective and renewed due diligence. Mike will overview the fundamentals for investment analysis and will discuss the current market conditions around obtaining finance.



Does debt increase your wealth creation in a farm business?

*John Francis,
Holmes Sackett*

The effect debt has on the farming family wealth creation over time will be discussed by John, along with the contribution of operating returns generated over the journey. Operating returns vary greatly across farm businesses and John will explore whether expansion or focussing on current operations might offer the best return.



Making climate sensitive decisions – how to test your perception.

Barry Mudge, Barry Mudge Consulting

When you are not sure what the season holds in store . . . what do you do?

Making decisions on farm with the uncertainty of the environment has been compared to playing poker. When the stakes are high how can you tip the odds in your favour? Barry will examine what well informed decision-making looks like and how often we engage in speculation when it comes to making critical decisions in response to the season?



Grain marketing . . . taking a bigger slice of the supply chain pie.

Brad Knight,
GeoCommodities

Brad will examine the key decision points that are important to the success of grain marketing; what to grow, where to store it, how to store it and who will buy it. In doing so he will give insights on how to develop your grain marketing strategy so that you create the highest income opportunity for your farm business.



Storing grain on-farm; calculating the economic return and costing the QA procedures to maintain grain quality.

Chris Warrick,
Primary Business

Thinking about investing in on-farm storage? If it's a new silo it could be with you for the next 30 years. Chris will outline the key planning and design criteria for on-farm storage that works, explaining how growers can develop operational practices that make them a supplier of first choice. He will also review the economic analysis required to measure the return on investment in on farm storage.



Farm business checklist to avoid the common business pitfalls.

Bill Beard,
RSM

The top five issues that cause disruption and set-backs to a farm business are consistent across regions and enterprises. Bill will outline the most commonly occurring events that can impact a business, along with practical advice which can help you to avoid becoming a victim of these typical business set-backs.



Taking a profit first approach to PA.

Kate Burke, *Think Agri*

Precision Agriculture (PA) is now part of grain growing vernacular. Kate will explore how PA can improve farm business profit by analysing its impact on the four profit drivers; gross margin, fixed costs, risk management and plant & labour efficiency.



Solving the labour puzzle for farm businesses and industry.

Sally Murfet, *Inspire Ag*

Farming beyond the capacity of the family requires employed labour to grow the business and industry. Sally will discuss practical strategies of managing staff, setting goals and expectations along with training and upskilling. She will also provide an outlook for the industry on important skills for the future.



CLOSING KEYNOTE - Domestic and global grain markets . . . looking forward.

Nick Carracher,
Lachstock Consulting

Nick is the current CEO of Lachstock Consulting, they provide innovative, dynamic and disciplined risk management, marketing and information services to farmers and corporate clients. Nick ran ANZ's Asian Agricultural trading desk, later moving to Goldman Sachs in Singapore and then onto New York, where he was responsible for trading the Agricultural exposure generated by the Goldman Sachs Commodity Index and investor products.

Today Nick will provide an outlook for wheat, barley and canola prices. He will also discuss the main factors that impact Australian grain markets and when and how they are likely to come into play. Nick will provide an overview of how our competitors are placed to market their product in competition with Australian grain?

For enquiries: contact ORM Pty Ltd on 03 5441 6176 or email admin@orm.com.au

Click here to register and pay online

\$70 per person and \$50 for subsequent people from the same business (GST inc.).

Morning tea, lunch and proceedings included.

Extra proceedings: \$65 posted inc. GST

