

BENDIGO, VICTORIA  
WEDNESDAY 17TH  
YARRAWONGA, VICTORIA  
THURSDAY 18TH  
MARCH 2021

# FARM TO PROFIT FARM BUSINESS UPDATE



**Bendigo, Wednesday 17th March 2021**

All Seasons Hotel Bendigo, 171 – 183 Mclvor Rd

**Yarrawonga, Thursday 18th March 2021**

The Sebel, 22 – 40 Silverwoods Blvd

9:30 am to 3:15 pm (doors open at 9.00 am for a 9.30 am start)

## **Land value - what is driving values?**

What are the factors at play in the property market for agricultural land?

How do local land values and profit correlate over the past 10 years? How does this compare to different grain growing regions?

Jane and Eric will discuss the trends and data supporting the current market dynamics and the potential implications.

*Jane Foster, AgProfit and Eric Nankivell, Farmanco*



## **A global economic outlook – where to now? (via Video link)**

Is this the roaring 1920s? What is the most likely future scenario and potential implications?

Michael gives practical advice to farm business owners on where to focus their attention, to manage the current uncertainty and to set themselves up for success in the future.

Michael is a global strategist at Rabobank, he analyses major developments, including within the Asia-Pacific region. Currently based in Singapore, Michael has over two decades of experience in this field, previously working in Hong Kong, Bangkok, London and Sydney.

*Michael Every, Rabobank*



### Managing proceeds from an above average harvest?

How you invest your profits now can limit or set you up for future opportunities. Should you pay down debt? What are the implications of your options? Grow your business, manage risk and strengthen your business position.

Paul will explore the opportunities generated from strong production and financial results of past seasons. He will provide direction on how to ensure the benefits are leveraged to set the stage for the future.

*Paul Blackshaw, Meridian Agriculture*

### Reset problem paddocks with the support of 2020 financial buffers

Is now the time to add some well managed risk to the rotation in order to strengthen your farming system in the longer term?

Chris (*Bendigo*) and Tim (*Yarrawonga*) will review the agronomic benefits of diversifying rotation for sustainability and rejuvenation to tackle the resistant ryegrass threat amongst other things. Agronomic benefits of adding more legumes in the rotation will be discussed. How does including more crop diversity effect whole farm performance over 3-5 years?



*Chris Dunn,  
Nutrien Ag Solutions  
(Bendigo only)*



*Tim Pilkington, Southern  
Ag Management  
(Yarrawonga only)*

## Integrating grain marketing for risk management and profit opportunities – panel discussion

Is there low hanging fruit in your grain marketing strategy?

Informed grain marketing decisions efficiently integrated into seasonal and whole farm planning are critical for successful farm businesses. Logistical flexibility to handle grain contributes to risk management and achieving target returns. The panel will explore how growers and advisers can integrate their expertise to optimise cropping financial outcomes.

In Bendigo, Tim Watson, Phil Hawker and Dan Duggan will join Phil O'Callaghan, ORM, for a facilitated Q & A panel session. In Yarrawonga, Richard Nixon will be joined by Josh Buerckner and Dan Duggan.

*Dan Duggan, Grain Growers Australia, joins Yarrawonga panel: Richard Nixon, grower, Oaklands NSW and Josh Buerckner, IK Caldwell; and Bendigo Panel: Tim Watson, grower, Rochester VIC and Phil Hawker, Western AG Supplies.*



### Staff - a valuable asset. Is it all about the money?

The potential scale of your farm business can be limited without valuable labour contributions from the people in your operation.

What does a package look like for quality employees in the industry? What will attract quality people and how do you keep them?

Jill will detail how being a successful employer can reap rewards.

*Jill Briggs, Affectus*

For enquiries: contact ORM Pty Ltd on 03 54416176 or email [admin@orm.com.au](mailto:admin@orm.com.au)

**Click here to register for Bendigo**

**Click here to register for Yarrawonga**

\$30 per person – Morning tea, lunch and workbook included

