

NORTHAMPTON  
WESTERN AUSTRALIA  
THURSDAY 13TH  
FEBRUARY 2020

# FARM TO PROFIT FARM BUSINESS UPDATE



**Northampton, Western Australia, Thursday February 13th 2020**

Community Centre, 52 Harvey Road, Northampton  
9.25 am to 4.00 pm (doors open at 8.30 am)



**Economic drivers and mega trends. Record low interest rates, trade wars and banks under scrutiny. What does it all mean?**

Saul Eslake is a high-profile consulting economist based in Hobart, Tasmania and has held several Chief Economist positions including with ANZ, Merrill Lynch and National Mutual. Saul also spent time as Director of the Productivity Growth program at the Grattan Institute.

*Saul Eslake, Consulting Economist, Hobart, Tasmania*



**Workforce planning: Taking a strategic approach to farm labour**

Sally won the 2019 Rural Consultant of the year award at the annual Kondinin and ABC Rural awards. Sally is passionate about building the capacity of agricultural employers to develop their human resources. She will focus on the process of workforce planning as a strategy with managing on farm labour.

*Sally Murfet, InspireAG, Sorell, Tasmania*



**People are the key to your business success: The nuts and bolts of sound farm staff management.**

Marie is responsible for administering a work force of over forty casual and permanent staff for Fowler & Sons who farm 30,000 hectares near Condingup. Marie will share her practical lessons in achieving success with recruiting, reviewing, rewarding and retaining farm staff.

*Marie Fowler, Grain grower, Condingup, WA*



**Signs of the time. Making sound farming decisions in a volatile climate.**

Peter has successfully grown his farming business in environment of low rainfall and hostile sub soil constraints. Peter will provide an overview of how attention to the ‘one per-centers’, risk management and sound business decisions has driven the ability to thrive in a volatile climate.

*Peter Kuhlmann, Grain grower, Ceduna, SA*



**“Culture eats strategy for breakfast”. What is the culture of your family business?**

Business culture is known to override strategy and planning. Stuart brings insights into understanding your business culture and will also provide practical tools to help you build the culture required in high performing family businesses.

*Stuart Wesley, Oasis People & Culture, Perth, WA*



**Volatile global politics, trade sanctions, What are the likely impacts on grain markets and which grains are most at risk?**

Nick will provide commentary and outlook for wheat and barley and discuss the main factors that are affecting Australian markets and when and how they are likely to impact.

*Nick Carracher, LachStock Consulting*



**Protecting your freedom to operate. Navigating a path with evidence and emotion.**

Katherine is responsible for CropLife’s external and internal strategic communications and engagement. She will address the issue of farmers’ freedom to operate, using the recent focus on Glyphosate as a case study. Katherine will also provide guidance as to how growers are best to respond.

*Katherine Delbridge, CropLife Australia, Canberra, ACT*

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

**Register and pay online at [www.grdc.com.au/UpdateDates](http://www.grdc.com.au/UpdateDates)**

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

