

TOOWOOMBA  
QUEENSLAND  
FRIDAY 15  
FEBRUARY 2019

# FARM TO PROFIT FARM BUSINESS UPDATE



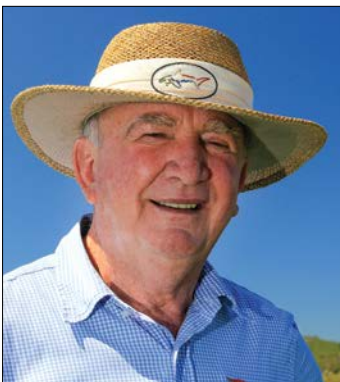
**Toowoomba, Queensland, Friday 15 February 2019**

City Golf Club, 254 South Street, Toowoomba  
9.30 am to 4:00 pm (doors open at 9.00 am for a 9.30 am start)

## **On-farm storage investment and grain marketing – planning, management and economics.**

This three-part presentation will focus on the evaluation, planning and process for an investment of capital in on-farm storage, explaining how growers can develop marketing and operational strategies to leverage the maximum financial returns. To be followed by a 20-minute Q&A session with the panel of 3 presenters.

The marketing phase is the first step in analysis, understanding the market, focusing on a marketing plan and maintaining the flexibility required. Detailed on-farm storage practices & record keeping are the cornerstone to build market confidence, this requires setting standards of practice for on farm QA from harvest to sale and enables growers to be well positioned for market opportunities. Economic return on the investment of capital in on-farm storage from grain bags through to silos, is driven by the ability to develop a strategy from sowing, to harvest through to sale which optimises the financial returns.



*Peter Brodie,  
pbAgrifood*



*Philip Burrill,  
Dept of Agriculture and Fisheries*



*Chris Warrick,  
Primary Business*

## **Climate variability – how to build resilience through farming systems, financial management and on-farm operations and decision making.**

How do you create a more resilient business that can withstand increasing climate variability? Farming systems planning, financial management skills, responsive and flexible farm operations and agronomic practices are core business competencies that can increase business resilience.

Climate variability and its impact on farming systems, financial management and agronomic practices will be explored in this three-part presentation, to provide insights on strategies to manage risk and build business resilience. The individual presentations will be followed by an interactive 20-minute Q&A session with the 3 presenters.



*Lindsay Bell, CSIRO*



*Simon Fritsch, Agripath*



*David Hall,  
David Hall Consultancy*



### **Creating a prosperous farming future – building resilience**

Ken will outline the core attributes of a prosperous business and identify the characteristics of the key profit drivers of a resilient business. He will explain why management structures and business strategy are important in farming businesses. Ken will also provide insight into how identifying your personal priority list, your non-negotiables and fostering emotional intelligence can build personal resilience. *Ken Solly, Solly Business Services*



### **How HR compliance and best practice can positively impact the recruitment, management and retention of skilled staff**

Labour management, HR compliance and best practice adoption, from recruitment and training of new staff, through to creating a positive work environment. How to attract and retain the right employees against the current industry outlook for labour supply.

*Liz Jamieson, Rimfire Resources*

For enquiries: contact ORM Pty Ltd on 03 5441 6176 or email [admin@orm.com.au](mailto: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: \$25 posted inc. GST

