

GRIFFITH  
NSW  
TUESDAY 10TH  
AUGUST 2021

# FARM TO PROFIT FARM BUSINESS UPDATE



**Griffith, Tuesday 10th August 2021**

**Coro Club, 20-26 Harward Road Griffith NSW**

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



## **Is 50% the new 70%? Exploring the role of equity in land acquisition**

Debt has been a key player in building wealth over the past three decades. Consistent inflation in asset values over the past 30 years has built equity in balance sheets and provided resilience against poor operating returns.

Brad will overview the impact of debt on the risk profiles of farm businesses and the role of equity in business resilience and expansion through land acquisition. He will also reflect on where pressures could mount on farm business cashflow in the future and what the economic triggers for rising interest rates could look like.

*Brad Sewell, Robinson Sewell*



## **WaterCan Profit – analysing water decisions across the seasons**

Matthew will demonstrate the use of WaterCan Profit as an irrigation modelling tool to estimate how gross margin varies with irrigation water prices, grain yields and variable costs, including how to identify when one crop type becomes less profitable than another and to test seasonal decision making.

WaterCan Profit assists in determining the optimal use of water over the farm, and most profitable crop type (\$/ha and \$/ML) – including how to test whether it is better to irrigate in a dry spring compared with summer – along with profitability, internal rate of return, net present value and payback time for strategic decisions on infrastructure investments.

*Matthew Harrison, University of Tasmania (via live link)*



### **Investing in machinery & equipment – finding the sweet spot**

Are you getting the most out of your machinery and how does your investment level compare to the benchmarks?

Michael introduces a practical tool for self-assessment and discusses the latest GRDC research in decision making around owning vs contracting.

*Michael Ryan, Riverina Agriconsultants*



### **Labouring the point**

If you rely on labour to complete your annual farming operations and can't "go it alone" then you will need to source and recruit staff from time to time. Setting clear objectives and communicating effectively with staff, will support the farm production activities being on time and efficient.

Esther will detail how being an employer of choice can reap rewards.

*Esther Petrie, AgriFocused*



### **Timing the leap into technology investment**

How long do we wait to make technology investments? Where is the balance between investing too early in untried technology or too late, holding back farm productivity?

Analysing the return on investment (ROI) and threat of redundancy, Adrian will provide practical insights into the technology adoption decision process. How do you factor in future plant and machinery developments that may incorporate new technology upgrades?

*Adrian Roles, AgTrak*



### **Efficient and effective office management strategies**

Are you searching for a more organised and efficient office, need more clarity on accounting record keeping policies or want a better understanding of employee record keeping requirements? Carmen will provide practical hints and tips to regain your office sanity and manage compliance.

*Carmen Quade, AgriFocused*

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

\$30 per person (GST inc.)

Morning tea, lunch and workbook included

