

YARRAWONGA, VIC
TUESDAY 21ST

ELMORE, VIC
WEDNESDAY 22ND

MARCH 2023

FARM TO PROFIT FARM BUSINESS UPDATE



Yarrawonga VIC, Tuesday 21st March 2023

The Sebel, 40 Silverwoods Blvd, Yarrawonga

Elmore VIC , Wednesday 22nd March 2023

Elmore Memorial Hall, 63 Hervey Street, Elmore

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



KEYNOTE: Prepare to perform – getting out of the mud and ready for new opportunities

Raised in the Western Australian wheatbelt, the Royal Australian Navy's first female helicopter pilot has faced and overcome many unique challenges.

Natalee's story inspires reflection on the role communication, workplace safety, mindset and culture play in your own business environment.

Following a weather interrupted end to the 2022 season for many, join us to hear Natalee's view on performing under pressure and adversity to set yourself and your team up to kick goals in 2023.

Natalee Johnston, Assimilated Safety



Profitable machinery investment

In this inflation driven environment – how has industry responded to the rapidly rising value of plant and equipment? What planning considerations are growers making for their machinery investment now?

Bringing industry, adviser and grower perspectives together, we will;

- update on the drivers and triggers affecting machinery price and supply,
- look at trends inside the farm gate drawing on local data and
- consider strategic planning and application on farm.

Gary Northover TMA, Ben Hogan, ORM and grower perspective

MAKING 'GOOD' DECISIONS

Effective decision making
Cam's practical decision-making framework includes guidance on how to make considered and profitable decisions for your business

and avoid decision paralysis.



Cam Nicholson,
Nicon Rural Services

Analysing contributions to profit - Do you expand, intensify, diversify, value add, invest in machinery or soil improvements to lift productivity and profitability?

When opportunities present, tools to evaluate profit drivers and financial risk are key for considering the impact on your business, or comparing one opportunity to another.



John Francis,
Agrista (Yarrawonga),



Kate Burke,
Think Agri (Elmore)

John (Yarrawonga) and Kate (Elmore) outline methods for objective analysis and demonstrate financial models that can be used to stress test investment decisions, big or small.



Panel discussion: Managing cashflow through 2023

Cashflow management after a high investment /low return year can be tackled from different angles. Explore the levers you can pull to preserve cash, manage costs and plan for the year.

Jane highlights grower, banking and agronomic perspectives in this facilitated panel session - including financial ratios to watch, input and production risks and strategies to manage cashflow pinch points.

Panel facilitated by Jane Foster, ORM



Communicating with influence

Uncomfortable conversations are present in all areas of farm business, whether you're trying to get a better deal from suppliers, give feedback to an employee or family member, or discuss terms with a client or adviser.

Communicating with influence is the difference between 'having a chat' versus sharing information so the other party does something different.

As a commercial deals negotiator, Sam will share the skills and strategies you can use to embrace uncomfortable conversations and negotiate better outcomes.

Sam Trattles, Other Side of the Table

Click to register for Yarrawonga

Click to register for Elmore

Enquiries: ORM Pty Ltd
03 5441 6176 or email admin@orm.com.au

\$30 per person (GST inc.)
Morning tea, lunch and booklet included

