

GOONDIWINDI, QLD  
WEDNESDAY 7th  
NARRABRI, NSW  
THURSDAY 8th  
SEPTEMBER 2022

# FARM TO PROFIT FARM BUSINESS UPDATE



**Goondiwindi QLD, Wednesday 7th September 2022**

O'Shea's Royal Hotel, 48 Marshall Street, Goondiwindi

**Narrabri NSW, Thursday 8th September 2022**

Tourist Hotel Narrabri, 142 Maitland Street, Narrabri

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



## **Be your best! – five archetypes for smart and savvy personal leadership**

Understand more about the way you lead, or work, to better manage people, stress and performance.

Leadership expert, Australian Rural Leadership Foundation member, author and wilderness adventurer - Zoë Routh loves helping leaders and teams work better together.

This keynote presentation will share:

- crucial archetypes for maximum influence – a shortcut for confidence
- how to avoid the shadow archetypes and their destructive patterns
- skills and strategies to increase your performance by bringing your archetypes to life!

*Zoë Routh*



## **Commodity outlook – what to watch on the global landscape**

What is the outlook on grain commodities for Australian growers? Join Adrian for his analysis of commodity prices and the longer-term view of the demand / supply dynamics affecting global markets.

Adrian will break down the key issues and events that will influence grain prices through harvest 2022.

*Adrian Ladaniwskyj, Mecardo*



## **From paddock to port – tactics, trends & strategy – grain logistics and planning considerations**

With ongoing supply chain disruptions and labour constraints, growers are managing harvest logistics in an increasingly complex environment. What are supply chain trends highlighting for the future?

Rob discusses factors affecting grain movement in 2022 and lessons learnt from the 2021 harvest. Rob will detail tactical and strategic planning that can provide benefits to cashflow, profit and harvest logistics management in the current environment.

*Rob Imray, Farmarco*



## **Buying land, leasing or share farming? Stress testing the assumptions in the analysis**

When opportunity knocks, how do we objectively assess the potential outcomes of a purchase or lease decision? How much weight do we give to intangibles in the process? And, in the current market of purchase and leasing costs, how will increased scale affect the profitability of a farming enterprise.

John will overview methods to undertake objective analysis and demonstrate some financial models that can be used to stress test investment decisions.

*John Francis, Agrista*

## **MACHINERY & SOIL CONSTRAINTS – getting the best return on your investment \$**



### **Profitable decisions – addressing subsoil constraints strategically**

GRDC research findings show potential financial savings or profit are possible with targeted amelioration of production limiting, subsoil constraints in the northern region. What methods are effective for identifying target areas and what potential returns are there?

Ned will work through leveraging field data for decision making and assessing the potential cost: benefit of strategic soil amelioration.

*Ned Skehan, Optisoil*



### **Machinery investment – how much is enough?**

Insights into your region's investment in machinery compared to the national averages. Plus, benchmarks, tools and measures you can use to assess your own investment – are you getting enough efficiency from your machinery?

Ben outlines a machinery and technology investment framework for grain growers and provides the tools to analyse financial outcomes of machinery purchase and replacement decisions.

*Ben White, Kondinin Group (via livestream)*

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03 54416176 or email [admin@orm.com.au](mailto:admin@orm.com.au)

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

