

EVENT DETAILS



IMPORTANT INFORMATION

Cost: \$30 per person and
\$20 for subsequent people from the same business (GST inc.).

Includes morning tea, lunch and proceedings booklet.

Register online here

Location

The Tramsheds Function Centre,
4 Invermay Road, Launceston

9.00 am to 3.45 pm (doors open at 8.30 am for a 9.00 am start)

Program

Topics and speakers are subject to change.

The final program will be provided to registered attendees and made available via the GRDC website.

Contact details

For enquiries, contact ORM on **03 5441 6176** or email admin@orm.com.au

THURSDAY 17 AUGUST 2017
**FARM BUSINESS
UPDATE**



LAUNCESTON



**ADAPTABLE BUSINESSES
- ACHIEVING RESULTS**



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- ACHIEVING RESULTS**



The doubling of farm costs when combined with fluctuating seasonal income has highlighted the importance of business management in achieving farm profitability. This GRDC Farm Business Update is one of a series intended to support growers and their advisers while enhancing awareness of the people, profits and resources in business management across Australia.

The day will provide current perspectives on a unique blend of strategic and tactical issues. Attendees will engage with leaders in agriculture to network and share information and knowledge on key aspects of farm business management, assisting with improved decision making for positive business outcomes.



Key factors influencing the Tasmanian economy

Saul Eslake
Independent Economist

Saul will address recent key developments in the Australian economy, with a particular focus on Tasmania. His discussions will include interest rates, currency, housing, household debt and infrastructure spending.

Saul is an independent economist and Vice-Chancellor's Fellow at the University of Tasmania. He is a former Chief Economist at ANZ Bank and Bank of America-Merrill Lynch Australia.

Opening
keynote
speaker

Closing
keynote
speaker

Tips for a more productive workforce

Neville Brady *Bunch Consulting*

Staff want feedback; they want to know what you want and need them to start doing and what you want and need them to stop doing. Avoid the 'last straw' approach to performance feedback: the one that breaks the camel's back.

Neville will present both the serious and humorous sides of people management.

Neville Brady comes from Swan Hill, Victoria. He is a country lad who still doesn't know what he wants to do when he grows up! He was a sportsman of some note, playing with Richmond Football Club in his youth. Neville went back to school in his early 30's where he undertook studies in marketing and counselling psychology.



Presentations



What can we learn from the 'Top 20%' operators

Jason Lynch *Macquarie Franklin*

There is a large gap in financial performance between the top 20% most profitable farm businesses and the average. Jason will explain how the 'Top 20%' operators achieve their results.

Jason Lynch is a senior consultant at Macquarie Franklin where he works with clients to improve the profitability and sustainability of a diverse range of agricultural production systems.

Jason has experience in pasture based, broad acre and intensive cropping systems, in addition to horticultural enterprises. His client mix includes small and large scale businesses, family farms and corporate enterprises.



Key decisions for asset growth

Phil O'Callaghan *ORM Pty Ltd*

Leveraging the capital growth in land values provides an opportunity to grow. The current generation has achieved a tripling of Net Asset value and confirms that rural investment in land and the business continue to be good long term investments. Phil will discuss the approach taken by leading businesses to continue opportunities to grow their balance sheet.

Phil O'Callaghan is the Managing Director of ORM, a private agricultural consulting firm specialising in business management services to growers, and in rural extension services including the planning and delivery of GRDC Updates. Phil's consulting roles focus on fine-tuning business performance and in helping the people in farming businesses achieve their goals.

Phil also maintains a practical involvement in farming his 3,000 hectare broad acre cropping, sheep and hay enterprises in the Victorian Wimmera and Mallee.

Risk and enterprise mix

Cam Nicholson *Nicon Rural Services*

Managing risk is not about the average, it is the opposite, it is appreciating what happens at the extremes. Cam will discuss the process behind knowing your risk profile and the risks of different enterprise options.

Cam Nicholson is a partner in Nicon Rural Services, a consulting business near Geelong working with the grazing and cropping industries and in natural resource management.

Cam has been involved in many farmer programs for the GRDC, MLA and in Landcare as well as in dairy and cotton. He provides consultancy advice to farmers and lectures on animal and pasture systems at Marcus Oldham College. Cam together with his wife also run a 420 ha beef and sheep farm.



The pathway to effective generational transfer

Judy Wilkinson *Maro Creek and Wilkinson*

How to successfully achieve generational transfer including transitioning the business entity and passing control of assets to the next generation.

Judy Wilkinson is a consultant who specialises in sustaining families in business. She is a partner in a farming family business at Snowtown in the mid north of South Australia. She has an Advanced Diploma in Rural Business Studies, and has 15 years of experience working with Women in Agriculture groups and working with businesses in communication, succession and business planning.



Technology – expensive toys or great management aids

Ian Ware *APA Sound*

GPS guidance on tractors is the norm, it improves productivity and efficiency. What else is available?

How do you ensure new technologies increase the bottom line and improve the business?

Ian Ware is the owner and manager of APA Sound which specialises in audio visual systems and information technology. Since establishing the company over 30 years ago, Ian has trained and worked in a number of technological fields. From his experience working in regional and rural areas throughout Australia Ian has developed a special interest in utilising new technology.

