

ADELAIDE
SOUTH AUSTRALIA
WEDNESDAY 27
MARCH 2019

FARM TO PROFIT FARM BUSINESS UPDATE



Adelaide, South Australia, Wednesday 27 March 2019

Adelaide Convention Centre, North Terrace, Adelaide SA 5000

9.00 am to 4.00 pm includes morning tea and lunch (doors open at 8.30 am for a 9.00 am start)



Planning to Win

Closing Keynote speaker – *Dr Ric Charlesworth AO*

Richard Charlesworth is probably the best-known hockey player and coach in the Australian hockey history. A former captain in the Australian Hockey Team, he played hockey for Australia for a record 17 years. As coach of the Australian Women's hockey team, his unique coaching formula contributed to their success at the Atlanta and Sydney Olympics Games. For 8 consecutive years the team was ranked number one in the world. Described as one of the world's best coaches, 2001 he was appointed Master Coach by the International Hockey Federation. Ric is a doctor of medicine and spent time as an MP in the state Parliament of W.A.

Ric will provide his hard won insights into achieving excellence and building personal resilience in business.



Grain markets . . . looking forward; domestic and global.

Nick Carracher, Lachstock Consulting

Lachstock Consulting provides innovative, dynamic and disciplined risk management, marketing and information services to farmers and corporate clients. Nick ran ANZ's Asian Agricultural trading desk, later moving to Goldman Sachs in Singapore and then to New York, eventually trading the Agricultural exposure generated by the Goldman Sachs Commodity Index and investor products before returning to Australia heading up INTL FCStone's Advisory desk.

Nick will provide an outlook for wheat, barley and canola prices and discuss the main factors that effect Australian markets; when and how they are likely to impact. On the global stage how are our competitors positioned to market their product in competition with Australian grain.



Storing grain on-farm; preserving grain quality and making your investment pay

Chris Warrick, Primary Business

Ben White, GRDC Storage Extension Team

You or your client is thinking about investing in on-farm storage. If it's a new silo it could be with you for the next 30 years.

Ben will outline the key planning and design of on-farm storage that works, explaining how growers can develop marketing and

operational practices that make them a supplier of first choice. Chris will review the economic analysis providing guidance on how to measure the return on investment.

This will be followed by a 20-minute Q&A session with the panel of presenters.



Optimising Canola Profit – how it pays in high, medium and low rainfall zones.

Ed Hunt, Ed Hunt Consulting

There has been a lot of work on production methods to optimize the yields of canola crops;

how do the numbers stack up in the high, medium and low rainfall zones? Ed will present farm economic data that provides clear direction on production strategies for canola crops in the different zones.



From succession to business structures – the practical farm legal checklist.

Stephen Park, Pacer Legal

Pacer Legal's expertise is catering for the legal needs of family farming

enterprises. Stephen brings a pragmatic focus on the legal obligations and compliance requirements of a farming business; having had a lifelong involvement in farming enterprises.



“Tax tips” – Essential tax management strategies for grain growers.

Brian Wibberley, CA WSA Chartered Accountants

Brian Wibberley is a director of WSA Chartered Accountants with over 20 years experience,

providing taxation advice to clients in agriculture. Brian will discuss how effective tax management strategies go hand in hand with building a successful business enterprise.



Finding good staff and keeping them

Liz Jamieson, Rimfire Resources

Labour management, from recruitment and training of new staff, through to creating a positive work environment.

How to attract and retain

the right employees with an industry outlook for labour supply.

For enquiries: contact ORM Pty Ltd on 03 5441 6176 or email 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: \$65 posted inc. GST

