

WAGGA WAGGA  
NEW SOUTH WALES  
WEDNESDAY 26  
JUNE 2019

# FARM TO PROFIT FARM BUSINESS UPDATE



**Wagga Wagga, New South Wales, Wednesday 26 June 2019**

Rules Club Wagga Wagga, 188 Fernleigh Road, Wagga  
9.00 am to 4.00 pm including lunch (doors open at 8.30 am for a 9.00 am start)



## **To build a resilient business – know your financial targets.**

*Chris Minehan, RMS Agricultural Consultants*

Resilience is the ability of the farm business to overcome or adapt to disruptions and minimise any long-term setback. Chris will discuss the financial performance targets that help build flexibility in a farm business to withstand disruptions and recover faster.



## **Does debt increase your wealth creation in a farm business?**

*John Francis, Holmes Sackett*

The effect debt has on the farming family wealth creation over time will be discussed by John, along with the contribution of operating returns generated over the journey. Operating returns vary greatly across farm businesses and John will explore whether expansion or focussing on current operations might offer the best return.



## **SPECIAL GUEST PRESENTER – How to manage the risk in your decision making.**

*Bryan Whitefield, Bryan Whitefield Consulting*

With a career spanning 30 years, Bryan is one of the best risk management, strategy and decision-making consultants in Sydney. Bryan assists business managers to make smarter, faster decisions while achieving the balance between productivity and long-term sustainability. In Bryan's words it's like driving a car as fast as it will go, given the conditions. Always scanning what is in front of you, checking for what is coming up behind you and constantly adjusting. Bryan will focus on how to test your "gut feel" or "intuition" for a faster path to diligent decision making.



## **Buy, lease or invest off-farm – what's your limit and how do you test it?**

*Eric Nankivell, Farmanco*

Evaluating the farm business impact of buying and leasing additional farm land requires a fresh perspective and renewed due diligence. Eric will overview the fundamentals for investment analysis and will discuss the current market conditions around obtaining finance.



## **Taking a profit first approach to PA.**

*Kate Burke, Think Agri*

Precision Agriculture (PA) is now part of grain growing vernacular. Kate will explore how PA can improve farm business profit by analysing its impact on the four profit drivers; gross margin, fixed costs, risk management and plant & labour efficiency.



## **Storing grain on-farm; calculating the economic return and costing the QA procedures to maintain grain quality.**

*Chris Warrick, Primary Business*

Chris will outline the key planning and design criteria for on-farm storage that works, explaining how growers can develop operational practices that make them a supplier of first choice. He will also review the economic analysis required to measure the return on investment in on farm storage.



### **CLOSING KEYNOTE –**

## **Domestic and global grain markets . . . looking forward**

*Tim Glass, Lachstock Consulting*

Lachstock Consulting provides innovative, dynamic and disciplined risk management, marketing and information services to farmers and corporate clients. Tim has over 15 years' experience in the Ag Commodity industry having started in his family grain merchant business, then joining AWB for 8 years in Melbourne, Portland Oregon, and Geneva Switzerland. After departing AWB, Tim joined National Australia Bank as the Global Head of

Commodity Trading then the Director of Commodities based in Wagga for 5 years.

Tim will provide an outlook for wheat, barley and canola prices and discuss the main factors that impact Australian markets; when and how they are likely to impact. Tim will also provide an overview of how our competitors are placed to market their product in competition with Australian grain?

**For enquiries: contact ORM Pty Ltd on 03 5441 6176 or email [admin@orm.com.au](mailto: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

