



SWAN HILL, VICTORIA
WEDNESDAY 11TH
BENDIGO, VICTORIA
THURSDAY 12TH
MARCH 2020

FARM TO PROFIT FARM BUSINESS UPDATE



Swan Hill, Wednesday 11th March 2020

Swan Hill Town Hall, 57 McCallum Street

Bendigo, Thursday 12th March 2020

All Seasons Hotel Bendigo, 171 – 183 Mclvor Highway

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



Why performance isn't always about the outcomes

Unhappy = unproductive. Through more than 30 years in the elite world of AFL football, both as a player and now the coach of the Western Bulldogs AFLW, Nathan has gained great insight into how to extract performance from individuals and teams. Nathan brings a wealth of knowledge and experience in what it takes for people to attain their goals.

Today Nathan will provide strategies to manage yourself and others to enhance efficiency, culture and results in your business. Nathan will deliver key practices to improve performance and set your business management mindset to be successful.

Nathan Burke, Nathan Burke Consulting



A sound succession strategy could be the best investment you make

There can often be huge financial and emotional costs of not developing a succession and transition strategy.

Rob will demonstrate the importance of a succession strategy to support your long-term goals and explain how it underpins the enduring profitability of the farm business. Efficiency gains from creating or refining your action plan for business direction and succession can be achieved – Rob will outline the steps.

Rob Brown, Peppin Planners

Attendees of the GRDC Farm Business Updates are invited to a follow-up webinar for an extended Q&A opportunity with Nathan Burke and Rob Brown in late March.



7 management practices to develop your farm employees

Sally will discuss the 'key things you should do' to improve the effectiveness of your employees.

Managing employees requires specific skills and

having some processes in place. Rural consultant of the year in 2019, Sally will provide tips that create an environment for employees so that they're efficient and effective in their roles.

Engaging employees to increase retention, morale and improve the quality of their work.

Sally Murfet, Inspire AG



Managing a farm team – a grower's perspective

Efficient and effective management is critical to Lauchie. With a diverse farm team required to produce 11 enterprises from wheat to vegies, hemp and poppies,

Lauchie will outline the tools he uses to simplify management and explain why he is willing to invest in training and development of his staff.

Lauchie Cole, Grower, Cressy TAS

Lauchie will be joined by Sally and Rob for an extended Q & A panel session.



Precision Ag – assessing opportunities to increase your bottom line

Some capital investments can be 100% deductible in the year of purchase.

Royce will show the potential of PA to improve farm business profit and provide guidelines to assess the impact of PA on profit and production in your business.

Royce Pitchford, Rural Directions Pty Ltd

Integrating livestock into cropping



Is the potential profit worth the risk? Assessing your enterprise mix

Thinking about your optimum profit mix of crop and livestock?

Good decision making requires an understanding

of the risks involved. With multiple variables, analysing the impact of changes in your system can be challenging.

Cam will demonstrate using the Farm Options tool to make informed decisions around the financial and environmental impacts of rotations.

Cam Nicholson, Nicon Rural Services



What is your stubble worth?

Dean will share his latest research on the utilisation and feed value of stubbles and chaff piles. What is the opportunity cost?

Hear about new tools and information in development.

Dean Thomas, CSIRO and University of Western Australia



Integrating cropping and livestock – what works, what doesn't? A grower's perspective

How do you manage the competing priorities of cropping and livestock?

Tim will share his practical experiences of the opportunities and

challenges in optimising the integration of cropping and livestock enterprises.

Tim McClelland, Grower, Jil Jil VIC

Tim will be joined by Dean and Cam for an extended Q & A panel session.

For enquiries: contact ORM Pty Ltd on 03 54416176 or email admin@orm.com

Register and pay online at www.grdc.com.au/UpdateDates

\$30 per person –
Morning tea, lunch and workbook included

