

MURRAY BRIDGE, SA  
TUESDAY 8TH  
CLARE, SA  
WEDNESDAY 9TH  
MAITLAND, SA  
THURSDAY 10TH  
JUNE 2021

# FARM TO PROFIT FARM BUSINESS UPDATE



**Murray Bridge SA, Tuesday 8th June 2021**

Bridges Event Centre – 342 Brinkley Road

**Clare SA, Wednesday 9th June 2021**

The Valleys Function Centre – 180 Main North Road

**Maitland SA, Thursday 10th June 2021**

Maitland Football Club – 5 Rogers Terrace

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



## **Communicating with influence**

What could you save by negotiating better deals for your business?

As a commercial deals negotiator, Sam will share the skills and strategies you can use to negotiate effectively and build your negotiator's language bank to achieve a fair and reasonable exchange.

These skills translate across business and contribute to confidence in managing difficult conversations. Giving and receiving feedback can be particularly challenging – whether it's with staff, suppliers, family or clients!

*Sam Trattles, Other Side of the Table*



## **Future of farming - what rising land values mean for succession and estate planning**

Recent surges in land values seen across the regions raise some renewed pressures around succession and estate planning.

So, what are the potential implications of the changing dynamics with regards to succession planning for a farming business?

Stephen will outline the considerations and technicalities of Wills and Estates that inform the legal view when making plans around transfer of ownership of the business assets.

*Stephen Park, Pacer Legal*



## **Machinery investment – what works for my business?**

With rising land and machinery costs, optimising return on investment in assets is critical to profitability.

Are you getting the most out of your machinery and how does your investment compare to the benchmarks? When to invest more/ less/ differently in machinery or infrastructure– Ben introduces a practical tool for self-assessment and discusses the latest GRDC research in decision making around owning vs contracting.

*Ben White, The Kondinin Group*



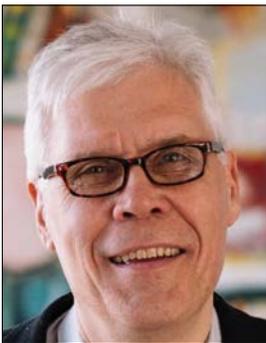
## **Staff – a valuable asset. Is it all about the money?**

The potential scale of your farm business can be limited without labour contributions from the employees in your operation.

So, where do you find them? What does a package look like for quality employees in the industry? What will attract quality people and how do you keep them?

Setting yourself up for success transitioning young people into the business. Rebecca will detail how being a successful employer can reap rewards.

*Rebecca Fing, House Paddock Training & Consulting*



## **Analysing the enterprise mix – future challenges**

Is there a threat to your farming system?

Looming herbicide resistance or market disruption are some considerations in managing enterprise mix decisions.

Reviewing export hay in the rotation - what are the profit, risk and sustainability considerations? How do alternative solutions stack up practically and economically?

Mike Krause evaluates the economics on a whole farm basis. A local grower joins Mike to share their decision-making around enterprise mix, managing risk and strengthening their system.

*Mike Krause, P2P Agri – special guest Local grower*



## **Getting the best bang for your buck – it really is up to you**

Supply chain disruption - are your supplies on hand when you need them?

Management skills around planning, implementing and monitoring are critical to getting the most out of your resources and managing risk in logistics. Steve discusses establishing a plan, executing the plan and managing your enterprises with the timeliness that is essential for optimising production outcomes.

*Steve MacPherson, Supply Chain Services Australia*

**Click here to register for 2021 SA Farm Business Updates**

For enquiries: contact ORM Pty Ltd  
03 54416176 or email [admin@orm.com.au](mailto:admin@orm.com.au)

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

