

WEST WYALONG, NSW
THURSDAY 18
AUGUST 2022

FARM TO PROFIT FARM BUSINESS UPDATE



West Wyalong NSW, Thursday 18th August 2022

Services and Citizens Club, 100 Monash Street, West Wyalong

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



Grain commodity outlook and global observations

What is the outlook on the current grain's commodity book? Is it possible to budget on sustained higher commodity prices through to harvest and what is the longer-term view of the demand / supply dynamics for the base grain commodities?

Michael will look at global grain stocks and the events that will have an influence on grain prices through to harvest 2022.

Michael Roche, Brahman Commodities



From partnerships to corporate structures – the evolution of family farms

Can we ever truly separate the family and the farm? Carmen will consider this uniquely agricultural question that is entwined in so many farming businesses.

Does bringing corporate ideals into family orientated business, create flexibility around roles and bring benefits to the farming enterprise beyond traditional structures?

Carmen Quade, Agrifocused



Increasing farm scale in the current market – economies of scale versus diminishing marginal return

In the current market with purchase and leasing costs, what does increased scale do to the profitability of the farming enterprise. When opportunity knocks how do we analyse the potential outcomes and who is involved in the process? How much weight do we give to the intangibles in the decision-making process?

John will overview methods to undertake objective analysis and demonstrate some financial models that can be used to stress test investment decisions.

John Francis, Agrista



Tough fertiliser decisions – cost matters and profit matters more

With fertiliser prices at extraordinary levels, defining the key difference between fertiliser cost and profitability is essential. Wayne will demonstrate how to assess the effectiveness of fertiliser applications on a per unit basis.

Wayne Pluske, Equii



Financial management reporting – the value of the management process to wealth creation and retention

Courtney has worked closely with farm owners for over a decade to improve decision making processes, efficiency, strategy development and profitability along with wealth creation and retention.

The full integration of financial management reporting with business processes throughout the year builds clarity in decision making and a focus on profitability. Courtney will explore how to get more of the income retained in the business as profit and reducing the expenses leakage through budgeting, monitoring and review.

Courtney McCauley, Homestead Ag



Machinery investment – Measuring the return on weed sensing technologies and other data mapping options.

Comparing green-on-green and green-on-brown technology. How does the use of drone mapped data stack up against camera technology on a boomspray from a financial return and useability perspective.

Adrian brings extensive experience in technology analysis and on-farm application to provide some clarity on the options available to growers while using specific case studies on the suitability of technology within the context of individual business settings.

Adrian Roles, AgTrak

Click to register for West Wyalong

**For enquiries: contact ORM Pty Ltd
03 5441 6176 or email admin@orm.com.au**

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

