

YUNA
WESTERN AUSTRALIA
THURSDAY 8TH
FEBRUARY 2018

FARM BUSINESS UPDATE

STRATEGIC STEPS : ENDURING PROFIT



Yuna, Western Australia, Thursday 8 February 2018

Yuna Multipurpose Community Centre, 6961 Chapman Valley Road
Registration from 8.30 am for a 9.00 am start – 4.30 pm



Economic drivers and trends that will impact on farming businesses.

Stephen Koukoulas is one of Australia's leading economic visionaries, past Chief Economist of Citibank, heading global research in London for TD and economic adviser to the Prime Minister. Stephen is regularly featured by ABC, Sky TV and other news programs.

*Stephen Koukoulas, Managing Director (Consulting Economist)
Market Economics Pty Ltd, Canberra @theKouk*



Farm generational transfer – structures and processes that help not hinder!

Stephen's expertise is in succession planning and farming enterprise business structuring. He brings practical experience to the legal field which has been gathered from growing up on the family farm in Narrogin. He has a lifelong involvement in the family businesses, actively being in a share farming enterprise and leasing out his family's small farm at Wagin.

Stephen Park, Pacer Legal, WA



'How not to blink' – developing emotional and mental fortitude for the road ahead.

Dennis is an author, keynote speaker, executive coach and mentor and has worked extensively through many sectors with an extensive exposure to the issues of the agricultural industry.

Dennis Hoiberg, Lessons Learnt Consulting, Victoria @lessonslearntau



Making it work across generations - a family farm case study.

Leo farms a 5500ha grain farm, Templemore Partners based at Murtoa in the Wimmera with his brother Andy, their wives, and sons Chris and John. Over many years he has been involved in production groups and farmer representation bodies and is currently on the BCG and Bonlac Supply Company boards. He is a former director of GrainCorp, Incitec Pivot and GWM Water including Chairman of the audit committee.

Leo Delahunty, Templemore Partners, Victoria



Managing risk - what is the potential role of multi-peril crop insurance?

Richard is originally from the UK and worked in rural consulting in New Zealand before moving to Australia in 2010. After working as an agronomist in Geraldton, he took on a role that oversaw the financial management of seven cattle stations and a live export depot in the Kimberley for two years.

Richard has been in his current role for 4½ years as a Farm Management Consultant at Farmanco advising to clients throughout the wheat belt of Western Australia. He is also responsible for the production of The Profit Series, Farmanco's benchmarking service.

Richard Brake, Farmanco, WA @Rich_farmanco



Gearing up for another season – key strategic and tactical decisions.

Rob was raised on a mixed farm in east Mullewa. He has many years' experience in the agricultural industry including managing the cropping enterprise on his family farm, as an agronomist with Elders, as a research economist focusing on the economics of IWM and managing the NEAR project with DAFWA. Rob brings all this experience to his role at Planfarm where he engages with client servicing focusing on whole farm management.

Rob Grima, Planfarm Pty Ltd, @robertgrima2



Lessons from developing an off farm business.

John Warr is a third generation grower at Yuna presently cropping 7800ha.

Passionate about farming and its future sustainability, John is constantly researching, adapting and accepting new technologies and practices into his farming businesses to optimise returns.

John is also focused on pursuing opportunities off farm and alternative revenue streams and has assisted to develop several businesses in the agricultural field. These include Ausgrow Agriculture, eFarming and Waringa Distribution and several start-up companies focussed on innovation and technology.

John Warr, Waringa Farming Pty Ltd @WaringaFarming

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

\$70 per person and \$50 for subsequent attendees from the same business (GST inc.)
Morning tea, lunch and proceedings included

