



SPONSOR PRESENTATION TOPICS

April 2024

Enhancing Agricultural Businesses - Sharing Knowledge

Sponsor & Contact

Presentation topics

 <p>Jenna Klemm Community@cbh.com.au</p>	<p>Anything grain related including grain marketing, market updates, site updates, company strategy. Opportunity such as grower study tour experiences, Nuffield Scholar experience, leadership courses and opportunities etc.</p> <p>Tours of any of CBH facilities. Bookings required. – UPDATED 12/03/2024</p>
	
 <p>Julia Bairstow julia.bairstow@gsg.wa.edu.au</p>	<p>Great Value: coeducational boarding in a country setting.</p> <p>Tours – every day is open day. Families are welcome to contact the community Relations Manager on 90844 0307 or via enrol@gsg.wa.edu.au for a personalised tour on a date that suits them. GSG also offers structured group tours throughout the year which are regularly advertised via local newspapers and social media.</p>
 <p>Jenni Leonard jennil@lincolns.com.au</p>	<p>The Lincolns team regularly deliver presentations and/or workshops across the community. We sometimes cover topics not necessarily associated with accountants. The list below is provided as a guide. We are happy to tailor sessions to suit the needs of the audience.</p> <p>See below table provided by Lincolns, for topics.</p>

Lincolns presentations/workshops

Name	Brief description	Estimated duration
Accounting software and addons	Workshops on various aspects of accounting software applications, including Xero/Figured, MYOB and Agrimaster.	Depends on requirements
Aged care	How to navigate the aged care system, transitioning a family member into aged care and maximising Centrelink entitlements.	2 hours
Bookkeeping	The basics of bookkeeping and techniques in recording farm transactions.	1 hour
Carbon	From initiating a project to selling carbon credits. An overview of the processes and systems.	2 hours
Cashflow budgeting	The power of budgeting – why and how.	2 hours
Centrelink	A session covering Centrelink payments and services, e.g. youth allowance, isolated children, childcare subsidy.	2 hours
Deceased estates	Somebody has died, what do I do?	1 hour
Estate planning	What you need to consider when making plans for the transfer of your estate after your death. Presented in conjunction with a lawyer.	1.5 hours
Farm succession planning	How to do a simple farm succession plan – where to start, what does it look like, what to consider.	2 hours
Funding and negotiating with your bank	Looking at various sources of funding. Getting the best deal, how hard can you push? What banks look at and what your reporting obligations are.	2 hours
Human Resources on the farm	We can present on many aspects of Human Resources and employment. Topics include engaging a new employee, awards, the national employment standards, managing overtime and long work hours, HR policies, changes in industrial relations legislation and what they mean for you.	Depends on requirements
IT	Our IT specialist can present on technology-related topics relevant for farmers. Suggestions include cyber security, making sure you have the best internet connection on the farm, speeding up your computer.	1 hour
Lifestyle	A look at how to incorporate your lifestyle into your business plan.	1.5 hours
Problem solving	This workshop has been built to help you take a group through a series of tools and methodologies to help implement a common approach to problem solving in an organisation.	Up to 4 hours
Reduce waste in your operations	Processes either add value or waste to the production of an item or service. Waste elimination is one of the most effective ways to increase profitability in businesses. This	Up to 4 hours

Name	Brief description	Estimated duration
	workshop will assist in developing a clear waste reduction plan to improve profitability.	
Time management	This workshop will show you the time management techniques to enable you to effectively and efficiently plan your time.	Up to 4 hours
Working on committees	How community organisations function, roles and responsibilities of a committee.	1 hour



Komala Anglesey
West Region Marketing Manager
Nutrien Ag Solutions

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We have a wide range of topics that our network staff can present on,

- Agronomy
- Livestock Production
- Insurance
- Finance – Nutrien Services
- Career pathways and graduate programs
- Sustainability

Tours: We don't have any facilities that we can tour through at the moment.



Rabobank

Claire Gray
claire.gray@rabobank.com

Sustainability – Carbon Farming and Carbon Neutral Agriculture. Building knowledge on the fundamentals of carbon in farming which includes calculating on farm carbon using the Greenhouse Accounting Framework.

Understanding financial ratios by a Rural Manager (from closest Rabobank branch)

FarmLand Value Trends by a Rabobank Internal Appraiser

Commodity sector groups - Teams in an analyst from one of the sector groups - sheep, grains, inputs, beef & dairy are the applicable groups for Women in Farming.

Markets (Swaps & Options) workshop with Theo Saroukos (via Teams)



John Noonan
Acting Executive Officer
info@safefarms.net.au

Any topic in relation to the Safe Farms WA Work Health and Safety System e.g. Children and Visitors on Farms; Chemical use, storage and Personal Protective Equipment; Farm Safety Policy; Fit for Work including drugs and alcohol; How to prepare for a farm safety audit. On-farm support visits for members.

Topics can be delivered to a branch meeting using Zoom. No charge to participate.
Face to face longer workshops can be facilitated at nominal cost.



Contact details:

Please contact your local CSBP Account Manager for any fertiliser or community support: <https://csbpfertilisers.com/contact-us/account-managers>
Alternatively, please apply for a CSBP Fertilisers community grant directly on our website: <https://csbpfertilisers.com/community>

At CSBP we have experienced team members in various roles across our Agronomy, Sales, Field Research, Supply Chain Management and Fertiliser production teams.

If there is a topic of interest, please reach out to your local Account Manager to coordinate a guest for your upcoming event or organise a Field Walk at one of our local trial sites.

Tours of any of facilities if applicable or additional info:

Tours are available at our local works and our larger Kwinana Depot upon request.
Please reach out to your local Account Manager to discuss further.



Michelle Batt
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All Insurance topics included but not limited to:

- Farm
- Crop
- Business
- Liability
- Cyber
- Workers Compensation
- Personal Accident

We also have an insurance specialist contact who deals with Life Insurance (including Income Protection and Trauma) as well if applicable and can also arrange for specific insurer's to present on topics if this would be of interest.



Tatum Patteson

State Marketing Business Partner WA

Elders

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- Agronomy advice on seasonal conditions – we have agronomists in all cropping patches across the state so can tailor advice to suit your region. Read more about the service here: <https://elders.com.au/our-services/agriculture-services/agronomy/>
- Livestock Production advice – our team of livestock production advisors can offer some great advice on improving your flock or herd, read more about the service here: <https://elders.com.au/our-services/agriculture-services/livestock-production-advice/>

Your members can contact their local Elders branch to find these specialist services. <https://elders.com.au/our-services/our-branches/>





Comprehensive list below




Consultant	Bio	Location / Home Office		Team	Areas of Expertise
Alice Butler	<p>Graduated Bachelor of Environmental Science University of Western Australia. During university Alice undertook two mining internships where GIS software was used for mapping important structures and vegetation. From these internships Alice developed an interest in spatial science and decided to volunteer with a GIS consultant based in Esperance. In Esperance, she was exposed to Precision Agriculture (PA) through the grower group SEPWA and continued to work with the group on a PA projects for two and a half years.</p> <p>After SEPWA, Alice moved to Albany for two years to work with the Department of Primary Industries and Regional Development (DPIRD) on a graduate project which provided her with grounding in agronomy, specifically weeds, pests and diseases that affected growers along the south coast.</p>	Mt Lawley		Precision Agronomy	<p>Fertiliser and ameliorant strategy • Fertiliser requirement planning • Interpretation of soil tests • Operating profit focused agronomy advice • Soil fertility management • Creating prescription maps from spatial data • Analysing yield data to understand paddock variability • Paddock-level yield maps, and nutrient extraction maps, over time • Variable rate prescription maps</p>
Ben Curtis	<p>Graduated: Bachelor of Agriculture Science, Diploma of Project Management, extensive industry experience, agronomy research and extension projects to manage risks, reduce costs, improve profitability. Project managed crop sequencing workshops with several grower groups (Liebe, SCF and SEPWA) with GRDC funding, and just starting on another GRDC funded project on "Understanding grower decision making process around increasing wheat grain protein yield to maintain profitability in the Western Region"</p>	Esperance		Management Team	<p>Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning</p>

<p>Blake O'Meagher</p>	<p>Graduated: Bachelor of Agribusiness (Agribusiness Marketing). With a keen passion for new and emerging technology, Blake is at the forefront of where technological advancements fit within the Ag Industry, and where they may help benefit farmers and industry professionals. After a trip to the US and the chance to speak with a few key industry professionals around drone use in agriculture, Blake began to explore where utilising this technology can help yield a benefit in Australia; to both industry professionals and farmers.</p>	<p>Beverley</p>		<p>Precision Agronomy</p>	<p>Crop and pasture agronomy • Farm paddock/ Rotation • Fertiliser and ameliorant strategy • Operating profit focused agronomy advice • Rotational planning and analysis • Soil fertility management • Paddock-level yield maps • Nutrient extraction maps • Variable rate prescription maps</p>
<p>Brent Pritchard</p>	<p>Graduated: Bachelor of Science (Agriculture) (Hons); Long term with Elders, Advisor to DAFWA, focussed on canola & cereal systems, integrated pest & weed management.</p>	<p>Albany</p>		<p>Agronomist</p>	<p>Crop and pasture agronomy • Farm paddock rotation planning • Fertiliser and ameliorant strategies • Fertiliser requirement planning • Operating profit focused agronomy advice • Rotational planning and analysis • Soil fertility management</p>
<p>Chris Robinson</p>	<p>Graduated: Bachelor of Agribusiness; Experienced agronomist in all areas in the high rainfall zone, specialising in crops & pasture, rotation, fertiliser, pesticides, soil fertility.</p>	<p>Kojonup</p>		<p>Agronomist</p>	<p>Crop and pasture agronomy • Farm paddock rotation planning • Fertiliser and ameliorant strategies • Fertiliser requirement planning • Operating profit focused agronomy advice • Rotational planning and analysis • Soil fertility management • In-field pesticide recommendations</p>




David Cameron	Graduated: Bachelor of Science (Agriculture Hons); Agronomist specialising across all rainfall zones, worked as an agronomist in Merredin for four years. Then travelled internationally, working with farming systems and rotations where he can apply his crop selection, crop protection, soil science, plant nutrition and pasture knowledge.	Moora		Agronomist	<ul style="list-style-type: none"> Crop and pasture agronomy • Farm paddock rotation planning • Fertiliser and ameliorant strategies • Fertiliser requirement planning • Operating profit focused agronomy advice • Rotational planning and analysis • Soil fertility management • In-field pesticide recommendations
David Ward	Graduated: Bachelor of Agribusiness; Expertise in Finance, extensive experience with NAB, agronomic, marketing and farm management skills.	Dowerin		Management Consultant	<ul style="list-style-type: none"> Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning • Preparation of feasibility studies
Don McTaggart	Graduated: Bachelor of Agribusiness Marketing, PS 146 – (FNBASC03VA) – Provide advice in Derivatives; Previous experience in agribusiness, provides advice on the full range of grain marketing options, including derivatives	Albany		Grain Marketing Consultant	<ul style="list-style-type: none"> Strategic price risk management and grain marketing strategies • Execution on futures, currency, swaps and derivatives under our AFSL • Contract negotiation, execution and management • Price discovery and comparing prices on a net farm gate basis • Product analysis and advice covering cash, OTC, pools and domestic markets • Price alerts and tenders

Eve Kent	Graduated: Master of Business Administration (MBA), Registered BAS Agent; Over 20 yrs experience in bookkeeping, in her own company, provides the most up to date accounting software solutions whilst keeping up with technology and business systems (works with Xero, Agrimaster, MYOB, CashPeek, Phoenix, Quickbooks and Reckon).	Mundaring		Bookkeeping Manager	Budgeting, Cashflow, Financial & Statutory Reporting • Change Management - Implementing Improved Efficiencies through App integration • Automation software • Human Resource recruitment and training Master of Business Administration (MBA).
Greg Easton	Graduated: Bachelor of Agribusiness (Marketing) Curtin University. Comes from a farming background, having managed and operated a 1780 ha farming property in the Upper Great Southern. More recently, Greg was also Commercial Banking Manager with Bankwest.	Mundaring		Management Consultant	Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning • Preparation of feasibility studies
Holly Mackie	Graduated: Bachelor of Agribusiness Curtin University; Experience in the high rainfall zone. Completed a year in the trials team with CSBP implementing trials and has a keen interest in crop and pasture science, and sustainability in agriculture.	Mt Barker		Agronomist	Crop and pasture agronomy • Farm paddock rotation planning • Fertiliser and ameliorant strategies • Fertiliser requirement planning • Interpretation of soil tests • Operating profit focused agronomy • Rotational planning and analysis • Soil fertility management

<p>Ian Richardson</p>	<p>Raised on a mixed farm. specializing in mixed crop and livestock enterprises. Offers guidance on a range of areas including business management, finance, acquisitions, succession, and wealth protection to various family-owned enterprises.</p>	<p>Esperance</p>		<p>Management Consultant</p>	<p>Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning • Preparation of feasibility studies</p>
<p>Katrina Kowald</p>	<p>Graduated: Bachelor of Business Queensland University of Technology; spent a decade in finance as an agribusiness relationship manager across QLD and WA following the completion of her degree. Katrina has a broad range of experience in a variety of Ag industries and uses this to provide a fresh perspective when working with farm businesses.</p>	<p>Kojonup</p>		<p>Management Consultant</p>	<p>Mental Health in Agriculture (AgriBalance Program) • Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning • Preparation of feasibility studies</p>
<p>Keith Symondson</p>	<p>Ba(Hons) Business Studies, London South Bank University; majored in computer science; MA Area Studies, SOAS, London (majored in Japanese Law); Diploma in Marketing; Graduate trainee with Mobil Oil, commercial director for a startup software company, ran an e-commerce company, worked for the UK's Office of the Deputy Prime Minister on best practice in e-government projects; 15 years in operational management consultancy as a Project Manager, Operations Manager and COO, with oversight and delivery of over 150 change management projects in various industries / countries. In ANZ, worked with BHP, Australia Post, SA Health, NSW and QLD Governments, Energex, Optus, NZ Bus, BP and Shell on cost benefit</p>	<p>Mundaring</p>		<p>CEO</p>	<p>Complex project and program management • Change management • Systems and process redesign • Software and product development and commercialisation • Business development and marketing • Knowledge management</p>

	analysis and identification of return on investment cases and operational delivery of committed ROIs.				
Kelly Ryan	Graduated: Bachelor of Science (Agriculture) (2A Honours), University of WA and Diploma of Project Management, Central Institute of Technology. Former research portfolio manager at DPIRD WA. 15 years of professional experience in agricultural research and development, has a deep understanding of developing and managing complex agricultural research programs. Significant experience in communications, stakeholder management, proposal development and project and program management.	Mt Lawley		Project Manager	Project planning and scheduling • Communication and stakeholder management • Risk Management • Team Leadership • Bid development • Project and program management
Laurence Carslake	Graduated: Bachelor of Business (Agriculture); Agronomist, farm management livestock & cropping, broadacre agricultural production systems, farm & earthmoving machinery experience - operation/maintenance.	Pingelly		Management / Agronomy	Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Succession planning • Preparation of feasibility studies
Mae Connelly	Graduated: Bachelor of Agricultural Science, PS 146 – Provide advice in derivatives, Diploma of Financial Services, Graduate Certificate in Applied Finance (Financial Markets), Agricultural Commodity Markets, Pricing and Risk Management; Extensive grain marketing experience around Australia, provides advice on the full range of grain marketing alternatives, including derivatives	Esperance		Grain Marketing Consultant	Strategic price risk management and grain marketing strategies • Execution on futures, currency, swaps and derivatives under our AFSL • Contract negotiation, execution and management • Price discovery and comparing prices on a net farm gate basis

					<ul style="list-style-type: none"> • Product analysis and advice covering cash, OTC, pools and domestic markets • Price alerts and tenders
Mark Lawrence	Graduated: Bachelor of Agriculture (Hons); Agronomist with extensive experience in Elders, family farm in the central wheatbelt, Was a corporate agronomist in Cunderdin	Kojonup		Agronomist	<ul style="list-style-type: none"> • Crop and pasture agronomy • Farm paddock rotation planning • Fertiliser and ameliorant strategies • Fertiliser requirement planning • Operating profit focused agronomy advice • Rotational planning and analysis • Soil fertility management • In-field pesticide recommendations
Mike Monaghan	Graduated: Bachelor of Agricultural Science, University of Melbourne; 16-year career in agribusiness banking. Passionate about agriculture and is highly driven to assist growers in optimising business productivity, planning for the future, and achieving their goals.	Busselton		Management Consultant	<ul style="list-style-type: none"> • Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Preparation of feasibility studies • Succession planning
Rob Sands	Graduated: Bachelor of Business (Rural Management) with First Class Honours; Institute of Company Directors Graduate; Specialist knowledge in business analysis and farming systems including grain & livestock, developed software programs - Business Analysis & Decision Aids	Mundaring		Management Consultant	<ul style="list-style-type: none"> • Analysis of enterprise and rotational margins • Benchmark business performance • Preparation of cash flow budgets • Analysing a business' financial and production performance • Preparation of feasibility

					<ul style="list-style-type: none"> studies • Succession planning • Long-term strategic business planning • Machinery replacement plans • Paddock-level yield maps, and nutrient extraction maps • Variable rate prescription maps
Ryan Duane	<p>Graduated: Bachelor of Science in Agriculture, PS 146 – Provide advice in derivatives; Previous experience in agribusiness, provides advice on the full range of grain marketing alternatives, including derivatives</p>	Mt Hawthorn		Grain Marketing Consultant	<p>Strategic price risk management and grain marketing strategies</p> <ul style="list-style-type: none"> • Execution on futures, currency, swaps and derivatives under our AFSL • Contract negotiation, execution and management • Price discovery and comparing prices on a net farm gate basis • Product analysis and advice covering cash, OTC, pools and domestic markets • Price alerts and tenders
Stacey Bell	<p>Graduated: Bachelor Agricultural Business Management, Muresk; Worked in a variety of agricultural enterprises including sheep, cattle, cropping, live export, grain handling. Stacey has been involved in several externally funded projects (MLA and GRDC), including the use of eID tags, and also manages our internship program.</p>	Mundaring		Project Officer and Management Consultant	<p>Carbon Emission Auditing and Baselineing</p> <ul style="list-style-type: none"> • Analysis of enterprise and rotational margins • Benchmark business performance
Glenn Briggs	<p>Extensive 15-year background in the finance industry, gained a profound understanding of the critical role effectiveness biosecurity plays in safeguarding data.</p>	Mt Lawley		Business Development Manager (National)	<p>CashPeek Budgeting Software</p> <ul style="list-style-type: none"> • Data Management • Farm Analysis/benchmarking • Carbon Emission Auditing and Baselineing • Cybersecurity • Data Security