

HOSTED BY UNE / PART OF UNE AG-WEEK

Ruralfocus /2018

EVENT PROGRAM

**How to get in and out
of Farming... *and stay
talking to the family.***

> 1–3 August, 2018

PROUDLY SPONSORED BY:

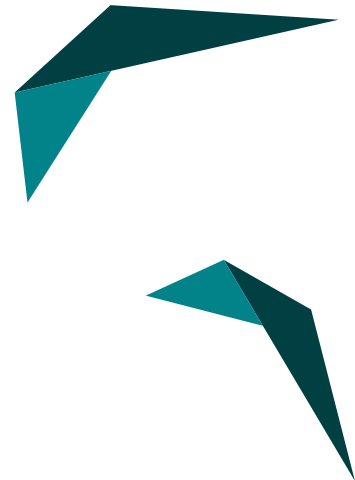




"This symposium is designed to help build stronger links between the research and educational platforms provided by UNE with industry and communities in rural Australia."

Ruralfocus /2018

Bringing Family and Ag together...



Welcome from the Vice-Chancellor;

There are enormous opportunities and challenges in agriculture which are impacting us on a regional level. Many of our students (in ag and non-ag studies) are asking how they can enter or stay in this industry, particularly those without land to inherit. How we lift our production plus our career opportunities while providing for and safeguarding the family and our land for future generations will be key to our measures of success.

This symposium is designed to help build stronger links between the research and educational platforms provided by UNE with industry and communities in rural Australia. There will be lessons and best-practice benchmarking for all of us in large and small enterprise. I welcome you to this engaging symposium and I congratulate the Robb College Foundation on this initiative.

Professor Annabelle Duncan

Vice Chancellor

University of New England

PROUDLY SPONSORED BY:



Robb Ruralfocus /Dinner

Black-tie event:

Wednesday **1st August** at Armidale Bowling Club.
5.30pm Cocktail commencement.
Please be seated by 6.15pm.



Guest Speaker – Nicole Alexander

“The Accidental Farmer... my stories in agriculture”
...how a *Master of Letters* became a successful *Grazier & Author*.

Nicole Alexander is a Bachelor of Arts Graduate UNE, a proud “Robber” and holds a Master of Letters in Creative Writing & Literature from Central Queensland University. A fourth generation grazier she is the business manager of her family’s rural holding located near Boomi, northwest of Moree and an author and blogger.

Australia’s pastoral history forms the basis of each of Nicole’s eight bestselling novels. Her debut novel, *The Bark Cutters* was shortlisted for an Australian Book Industry Award and in 2012 she was named Barwon Woman of the Year (Part of the NSW Woman of the Year Awards), for services to literature and the promotion of outback Australia. She has been profiled/appeared in National and International magazines, newspapers, radio and television programs including; Time International, Channel 10 Studio Ten, ABC Landline and Radio National.

Nicole grew up on the family property and worked in various marketing capacities in the areas of fashion and financial services in both Sydney and Singapore before returning to agriculture in the late 1990s. A prolific writer her novels, poetry, travel, writing and genealogy articles having been published internationally. She is a member of the Australian Society of Authors, the Royal Australian Historical Society & The Historical Novelist Society Australasia. Her ninth novel, *Stone Country* will be released in 2019.

To see Nicole’s books go to:
www.nicolealexander.com.au



PROUDLY BROUGHT TO YOU BY:



RuralFocus Symposium:

Your Program for 2018

THURSDAY 2ND AUGUST	
"Belshaw" Lecture Theatre 1 – Economics, Business & Law Building	
8.30 am	Arrival and registration
8.45 am	Please be seated in the Belshaw Theatre 1
8.50 am	Brief Welcome and Housekeeping
8.55 am	Pro Vice Chancellor UNE Official Welcome to Rural Focus 2018
9.00am	Benjamin Matigian – AAM Investment Group Trends & Issues of investing in Australian Agriculture. Impact on Family farming
9.25am	Professor Derek Baker – Chair UNE Agri-Business School What ways are people getting into farming? What new models are being used? How are barriers being overcome?
9.50am	James Pateras – Director, Modular Farms Australia New Container – Farming of Herbs & Vegetables. Land-free model.
10.10am	Andrew Crowe – Farmer Moree How I did it – a success in share farming. Getting in without owning a farm.
10.30am	Questions to Panel
10.45am	MORNING TEA/NETWORKING
11.10am	Please be seated
11.15am	Harvey Gaynor – CEO Auscott Ltd Share-farming – the forgotten alternative to leasing.
11.40am	David Bryant – Managing Director, Rural Funds Management Ltd How we invest & lease farms. Our risk criteria. Opportunities for Owners, Managers & Investors.
12.05pm	Hamish Webb – Partner, Terra Protein Equity Partners Equity funding. What is it, how does it work and what are the benefits or risks?
12.30pm	Questions to Panel
12.45pm	LUNCH
13.30pm	Please be seated
13.35pm	Mark Scanlon – Director, Next Rural Succession planning. How to succeed with handing-over the family farm.
14.00pm	Isobel Knight – Founding Director, Proactive The impact & growing role of Women in Succession.
14.25pm	Paul Williams – Specialist Taxation Advisor, Roberts & Morrow Legal and tax issues you must know and getting your Estate Planning right.
14.50pm	Prof Derek Baker – Chairing a Q&A Discussion Panel Getting into and out of Farming. Learning from our experiences. Ask the Panel. Key Issues explored.
15.45pm	Close
FRIDAY 3RD AUGUST	
Farming Futures Careers Fair	
9.30am	Farming Futures Schools Program – Lewis Lecture Theatre
10.00am	UNE Farming Futures Careers Fair – Lazenby Hall
6.00pm	Farming Futures Dinner - UNE Bistro

Your Speakers:

“Ways to buy, invest, grow, sell & hand-on your farm”.



“Trends & Issues of investing in Australian Agriculture”.

Ben Matigian
General Manager – Investments
AAM Investment Group

- What are investors looking for in Australian Agriculture?
- What are the trends & mix in size of ventures?
- How do family farms become attractive for investment?

Ben has over 15 years of banking and finance experience encompassing transaction advisory, capital structuring, mergers & acquisitions and leveraged finance. Ben recently joined AAM Investment Group, a private investment fund focused on acquiring agricultural assets on behalf of their investors. Ben was the lead financial adviser to the Southern Cross Poultry Fund, the largest single site chicken broiling operation in Australia and he was the lead buy-side adviser to Chinese based Fuyuan Farming’s majority acquisition of Burra Foods, a Victorian based dairy processor.

Ben was the lead sell-side adviser to Moxey Farms, Australia’s largest single site dairy operation. Ben previously worked at NAB and ran a team that was focused on supporting NAB’s clients with debt and equity capital raisings as well as running buy and sell side mandates. Prior to NAB, Ben work at Credit Suisse, based in London. During his time at Credit Suisse he was involved in arranging, structuring and distributing a number of small to large scale debt and equity transactions. Ben began his career in the Transaction Advisory Services division of Ernst & Young in Brisbane, advising clients on mergers and acquisition related activity throughout Australasia. Ben holds a Bachelor of Commerce from the University of Queensland, is a Certified Practising Accounting (CPA) and an associate member of the Chartered Institute of Securities & Investments (CISI).



“How to get into Farming”.

Prof Derek Baker
Professor of Agribusiness and Value Chains UNE

- What ways are people getting into farming?
- What new models are being used?
- How are barriers being overcome?

Derek is an agricultural economist that has written widely on food, farms, agribusiness and the agricultural industries. He holds the Chair of Agribusiness and Value Chains at UNE, and his work primarily deals with competitiveness issues throughout the food and agricultural industries. He holds a First Class Honours degree in Animal Science and Farm Management from Massey University, and a PhD in Agricultural Economics from the Pennsylvania State University. After graduating, Derek ran the family farm and worked as an agribusiness consultant in New Zealand during the pro-market reforms of the mid-late 1980s. He has since worked in over 40 countries, in the private sector and as an independent consultant as well as at the University of London, Copenhagen University and international research agencies.

Up until late 2013, Derek led Economics and Value Chain research at the International Livestock Research Institute (ILRI) in Nairobi, Kenya. Prior to that he managed the Danish Food Industry Innovation project while living in Copenhagen, Denmark. He is the Director of UNE’s Centre for Agribusiness, and is active in building bridges between UNE, the regional business community, and industry organisations.



"Vertical farming. A new land-free model".

James Pateras
Director, Modular Farms Australia

- Traditional farming is not sustainable.
- Reducing waste, increasing food security and cutting food miles.
- Scale-able, 24-hour farming anyone can do.

After graduating from Deakin University, with a major in economics and finance, James fled his family's farm in Victoria due to drought to work in banking for seven years. He wanted to find ways to integrate technology to create a better way for the future of farming. In 2016 James brought the Modular Farms' technology from Canada to Australia and launched Modular Farms Australia. Based in Brisbane they supply built-up Modular Farms to farmers and businesses across the Oceanic Region, in particular to many isolated, rural communities. The exclusive Modular Farm System is a complete indoor vertical farming system capable of producing fresh, healthy plants, 24 hours a day, virtually anywhere in the world, in any climate. Modular Farm units have a close-loop hydroponic system and are fully sealed for complete climate control, reducing energy consumption by 50 per cent. "Reducing food waste, increasing food security, and eliminating supply chain logistics to cut food miles are what we aim to do with Modular Farms technology."



"Share farming. The forgotten alternative to leasing".

Harvey Gaynor
CEO and Managing Director, Auscott Limited

- The mechanics of share-farming
- Benefits to the farm operator (established or young person starting).
- Benefits to the landlord.
- Traps and pitfalls to be aware of.

A happy childhood in a stonefruit orchard, holidays with relatives in Darling River country and work in a family business gave Harvey a love of agriculture and outdoor work. This led to study of Science and Agriculture at school and University and following a brief stint in biotech research, a 30-year career as an agronomist and manager with Auscott in Warren, Moree, California and Sydney. Harvey holds a Bachelor of Science, Agriculture (Hons) and is a Fellow of Australian Institute of Company Directors and Australian Rural Leadership Foundation. In addition to his role at Auscott Harvey is a Director of Cargill processing Limited and St Ignatius' College Riverview Limited, and has previously been a Director of Cotton Australia Limited and Cotton Seed Distributors Limited. Having raised with his wife Kerrie a family of three sons in the bush, Harvey is excited by the current bright future for Australian agriculture and the opportunities it holds for young Australians.



Silver Sponsor for the Symposium

Working with Australian agribusinesses for over 155 years.



“Equity funding. What is it, how does it work and what are the benefits or risks?”

Hamish Webb
Partner, Terra Protein Equity Partners

- Examples of equity funding in agriculture
- Who are the possible investors and what do they want?
- How does it work and what are the benefits and risks?

Following a few years in pastoral production, live export and organic meat sales, Hamish has been involved in corporate finance and investment banking. In total, Hamish has been involved in raising over A\$880m for Australian and international agricultural companies via private, public or joint venture equity funding. TerraProtein Equity Partners was originally founded in Scotland 2014 by an American vet, an English geneticist, a Danish pig farmer, a Danish dairy farmer, an African sugar cane farmer and a Dutch agri-banker. Today TerraProtein has offices in Edinburgh, Amsterdam, Illinois and Armidale and works exclusively with small and medium sized agribusiness and agri-technology companies to grow their business via equity funding. Our projects and investments include pork producers in Chile, Africa and the USA, chicken, pork and salmon producers in Europe and technology companies in the UK such as the University of Edinburgh’s Roslin Institute (creator of Dolly the Sheep).



“How I did it without owning a farm”.

Andrew Crowe
Farmer, Moree

- How I left a family-farm to start my own.
- How to do it with no capital.

Andrew is a barley grower and farmer located 50 kilometres north of Moree where he started farming in 1997. He is a father of 6 children on a family-run business where everyone has to “muck-in”. He is proud of producing high quality malt-barley for the beer industry and is the sole supplier to the Peroni beer brand in Australia. He believes in quality relationships to make the business successful.



“Leasing farms. Managing risk”.

David Bryant
Managing Director, Rural Funds Management Ltd

- How we invest and lease farms.
- Our risk criteria.
- Opportunities for owners, managers and investors.
- Lessons for family farm investors.

David Bryant established RFM in February 1997 and since that time has led the team that is responsible for the acquisition of large-scale agricultural property assets and associated water entitlements. RFM manages over \$740 million of agricultural assets. On a day-to-day level, David is responsible for leading the RFM Executive, maintaining key commercial relationships and sourcing new business opportunities. David holds a Diploma of Financial Planning from the Royal Melbourne Institute of Technology (RMIT) University and a Master of Agribusiness from The University of Melbourne.



“Succession planning. How to succeed with handing-over the family farm”.

Mark Scanlon
Director, Next Rural

- 5 Steps for successful generation transition.
- Managing ‘crisis’ – how to avoid the pitfalls.
- How to manage the process.

Mark is a Chartered Accountant who has worked for international accounting firms KPMG and Grant Thornton. He has spent most of his professional life working with businesses throughout rural and regional Australia. In 2008, Mark formed Next Rural, a company that specialises in assisting farming families manage generational change, specifically in the areas of business transition and succession planning. Mark has assisted hundreds of families, across all commodity groups, manage the complexities of rural family owned businesses and the challenges they face in their business, property and retirement transition.



"The impact and growing role of women in succession".

Isobel Knight
Founding Director, Proagtive Pty Ltd

- The key needs of women in the succession planning process.
- The important role women play in family business.
- The value of inclusion and contribution of women to agriculture and how succession planning facilitates this.

"I believe good operators in agriculture prepare their businesses for the future and view succession planning as a vital part of good business management." Isobel Knight is a succession planning specialist and has been the owner and a director of Australia's leading family farm succession planning business Proagtive since 2004. Isobel has degrees in business law and psychology, is a trained counsellor and mediator and was awarded the 2013 NSW-ACT Rural Industries Research & Development Corporation (RIRDC) Rural Women's Award and National Runner up. Isobel's association with family farm businesses stems back to her family's farm near Junee and now Loomberah and Gloucester NSW where she and her husband Rod run their own beef cattle backgrounding enterprise. Being part of two family farms and experiencing first-hand the challenges of planning for the future has been the catalyst for Isobel's interest in and dedication to farm succession planning. Isobel's passion is to ensure that the next generation has an opportunity to participate in agriculture and believes a lack of succession planning is costing farming families, rural communities and agriculture dearly. Isobel has worked closely with hundreds of individual farming families. This remarkable level of training and experience sets Isobel apart from anyone else in the field of succession planning.



"Latest Tax and Estate issues. Where can it go wrong?"

Paul Williams
Specialist Taxation Advisor, Roberts & Morrow

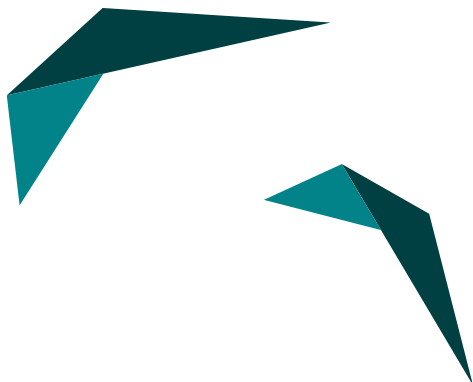
- Latest tax & legal issues you must know.
- Getting your Estate Planning right.
- Examples of where it can go wrong.

Paul grew up in Moree before attending the University of New England where he obtained his undergraduate degrees in Financial Administration and Law. He commenced his career in the taxation division of one of the Big 4 accounting firms in Sydney in 1998. He was admitted as a legal practitioner of the Supreme Court of New South Wales in 2000. He became a specialist tax lawyer with a mid-tier law firm before taking up a Senior Associate position with a boutique taxation advisory firm in 2009. Whilst working in Sydney, Paul furthered his tax knowledge by gaining a Master of Laws degree from the University of Sydney.

Paul and his family took the opportunity to make a 'tree change' from Sydney to Armidale in 2012 to enable him to accept the Tax Specialist position with Roberts & Morrow. He heads up the Specialist Tax and Estate Planning team which specialises in advising clients on business succession and estate planning issues. He has attained the designation of "Chartered Tax Adviser" from the Taxation Institute of Australia. He provides thorough, detailed and considered analysis of the taxation implications of a wide range of transactions and prides himself on being able to communicate complex ideas in a way that is easy for clients to understand.

"I believe good operators in agriculture prepare their businesses for the future and view succession planning as a vital part of good business management."

Isobel Knight



Our Major Sponsors

Our thanks go to our sponsors for enabling this symposium to occur and for their contribution towards lifting the future opportunities for producers and students and help fund the growth of rural Australia in efficient and sustainable methods.



Auscott

Auscott has almost 55 years of experience serving Australian agriculture. We maintain a strong reputation as a world-class supplier of cotton, grain and related processing, marketing and shipping services to both domestic and international customers. We are innovative growers, committed to the stewardship of natural resources through sustainable production practices and a high level of water use efficiency. As a strong supporter of science and technology, Auscott pursues farming techniques designed around the profitable stewardship of natural resources.

All the company's farms are certified Best Management Practice operations. The company is a leader in soil management and integrated crop management in irrigated agriculture. Auscott have a good reputation as a place for young people interested in cotton to learn the ropes and be guided into the industry. We are proud contributors to our community and industry and an employer of choice. We have been a significant employer of new people to the industry, providing scholarships as well as structured and supported work for students and graduates.

Go to www.auscott.com.au or call us on (02) 9295 4800



Prime Super

Prime Super is an independent profit-to-members superannuation fund and our members are at the heart of everything we do. Prime Super offers straightforward superannuation solutions to empower you to grow, manage and protect your wealth and retirement income. We take the complexity out of super and investments so that you can get on with what matters to you. We have provided super and retirement solutions to Australians for over 20 years.

From beginnings in rural Australia, Prime Super has expanded to represent a diverse range of workers across multiple industries. Prime Super has a team of Relationship Managers operating across the length and breadth of Australia. In fact most of our Relationship Managers are based regionally which means if you're located outside of a capital city, we're more than happy to visit you and help you with your super.

Go to www.primesuper.com.au or call us on 1800 675 839



Roberts & Morrow

Ranked in BRW's Top 100 Accounting Firms and one of the largest regional practices in Australia, Roberts & Morrow is a reputable, privately owned firm employing over 100 staff. Our range of services includes; business advisory, financial planning, self-managed superannuation, estate planning and IT consulting along with standard accounting and tax compliance services.

Being a regionally based firm, Roberts & Morrow has always focused heavily on services to the rural sector and today, primary producers remain one of the firm's biggest client groups. In fact, many of Roberts & Morrow Partners run their own farms and primary production operations, so they are passionate about providing quality specialist advice in this industry area.

We recognise, value and support our people. The personal contribution Roberts & Morrow staff make to the firm is integral to the success of our business and our clients. We work hard to build teams of highly trained and motivated individuals who are committed to offering outstanding service. Join us and enjoy continuous professional development, career progression opportunities and real work-life balance in a friendly, team-oriented environment.

Go to www.rm.net.au



An Initiative of the Robb College Foundation

Sponsors



Silver Sponsor for the Symposium

Working with Australian agribusinesses for over 155 years.



Catering Sponsor for the Symposium

Helping to feed our students.

Supporter Sponsors for the dinner and Symposium



Our Conference Supporters

Our thanks to our Supporters and Donors who have all in some way contributed to this event in kind. They are all to be recognised for their passion and enthusiasm for agriculture and improving rural Australia.

- Nicole Alexander
- Andrew Crowe
- AAM Investment Group
- Modular Farms Australia
- Rural Funds Group
- UNE Agri-Business School
- Terra Protein Ag
- UNE School of Environmental & Rural Science
- Next Rural
- Proagtive

ARMIDALE
City Bowling Club

THE ARMIDALE CITY BOWLING CLUB

Offering premier events,
weddings and corporate events
LARGE BAR AND RESTAURANT
Open 7 days a week

Courtesy bus available on Friday and Saturday evenings - by appointment only

92-96 DUMARESQ STREET | 02 6772 5666 | WWW.ARMIDALEBOWL.COM.AU

Facebook: @armidalecitybowlingclub
Twitter: @armidalecity
Instagram: @armidalecity
Website: www.armidalebowl.com.au



Ruralfocus 2018 / Bookings

How to register

Please book online via: www.trybooking.com/391877

Robb Rural Focus Dinner	Robb Focus Symposium		
Dinner fee \$110	(A) Industry Early Bird \$76.00 Normal \$95.00	(B) Sponsor Rate* \$65.00	(C) UNE Students & Staff FREE (first 60 registered) Then \$15.00
Includes: • Cocktails • Dinner and wine • Donation to Robb Foundation Black Tie	Includes: • Symposium • Lunch and tea/coffee • Guest show-bag	Includes: • Symposium • Lunch and tea/coffee • Guest show-bag * Rate for Sponsors/ Farming Futures exhibitors staff & clients	Includes: • Symposium • Lunch and tea/coffee • Guest show-bag Please book on-line for catering purposes. Only those with name tags will be allocated a meal.

Contact us at ruralfocus@une.edu.au or telephone (02) 6773 1700

PROUDLY SPONSORED BY:

