

Agribusiness Modelling and Financing

Developing and expanding your farming business

Presented in partnership with



Australian Government
Department of Industry,
Innovation and Science

Business

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Bundaberg
Fruit & Vegetable
Growers



Could your farming business be restructured for strong growth, diversification or market optimisation?

- Models and requirements for debt financing
- Planning for growth
- Horticultural case study (freeze drying)
- Customer-led marketing & food waste solutions
- Solutions for exporting & foreign exchange
- Horticulture produce agreements & legal assistance
- Support available from FIAL, QRIDA, RFCS, AusIndustry & Entrepreneurs Program

Date

Wednesday 7 March 2018

Time

8 am - 1 pm

(complimentary light lunch included)

Venue

Rowers on the River

2 Toonburra Street Bundaberg

Cost

FREE

RSVP

Friday 30 February 2018

For event booking please click [HERE](#)

Call Bundaberg Fruit & Vegetable Growers
on 4153 3007 for more information

1 pm - 5 pm Entrepreneurs Program closed session

If interested, click [HERE](#) to register, as numbers will be limited for this additional workshop

Forum speaker program



8.00 am **Registration and coffee**
MC James Scotland, Australian Industry Group Business Facilitator

8.30 am **Models & requirements for lending to Agribusinesses**
Lach Douglas, Rabobank

9.00 am **Planning for growth -
Different business models and financing options
Entrepreneurs Program offerings**
*Financial Consultant (Management Governance Australia)
& Rod Murray*

9.40am **Horticulture business case study**
Michael Buckley, (Freeze Dry Industries)
FIAL assistance, customer-led marketing and food waste solutions
Mirjana Prica, FIAL (Food Industry Australia Limited)

10.10 am **Overview of services and programs**
Mark Barrett, QRIDA (Queensland Rural and Industry Development Authority)
Kath Clarke, RFCS (Rural Financial Counselling Service)

10.30 am **Morning tea**

10.50 am **Solutions for exporting and foreign exchange
e.g. Risk management & transaction execution**
Clive Joyce, AFEX (Foreign Exchange specialists)

11.15 am **Horticulture produce agreements & legal advice**
Michael Waters, MRH Lawyers

11.35 am **Q & A with all presenters**
Panel session

12.15 pm **Lunch provided**

1.00 - 5.00 pm **Approx. 20 attending (pre-booked through Rod Murray)**
Pre-booked sessions



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Rowers on the River 2 Toonburra Street Bundaberg

Guest speakers

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James Scotland MC

With a long career as a senior manager in widely different industries followed by several years as a business consultant, strategist, corporate trainer and small business owner, James is a highly experienced professional who helps Australian businesses to improve, grow and succeed. His clients appreciate his ability to draw on his personal management experience combined with his practical understanding of the 'theory' of business.

Michael Waters

Michael is a partner at MRH Lawyers with expertise in workplace relations and employment law, commercial litigation and dispute resolution. Michael Waters completed his Bachelor of Arts (Griffith University) in 1996, followed by his Bachelor of Laws (Hons) (Queensland University of Technology) in 2001. He was admitted as a Solicitor of the Supreme Court of Queensland and as a Solicitor of the High Court of Australia in 2002. He also has a Graduate Diploma in Legal Practice from Queensland University of Technology.



Lach Douglas



Lachlan Douglas has spent the last 25 years providing finance to the Food and Agriculture sector in Australia and New Zealand. This involvement has covered the entire food chain from farming businesses in Queensland to food processing and marketing businesses located in all states of Australia as well as New Zealand. The experience gained over the past 25 years together with his hands on involvement in the rural industry early in his career has provided Lachlan with a unique insight into the many challenges and opportunities relating to regional Australia. Lachlan is currently Head of Relationship Management for Rabobank Australia.

Mirjana Prica

Mirjana loves food and wine, which is why she works in the Australian food and agribusiness industry. She believes the impossible is possible, and enjoys developing creative solutions for optimal impact. She currently leads Food Innovation Australia Limited, a national industry-led organisation, established to drive innovation and market initiatives for the sector.



Clive Joyce

Clive has worked in Foreign Exchange (FX) for over 20 years. Originally from NZ his first experience was working in retail FX for Travelex at Gatwick and Heathrow airports. After arriving in Australia in the mid 90's Clive has since worked in wholesale, corporate and margin trading FX for a number of institutions including Travelex, NAB and HSBC. He is currently employed by AFEX (a non-bank FX provider) as an Export specialist based in Brisbane. Being good with numbers and having a strong interest in the world geographically and politically FX for Clive is a natural fit.

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Kath Clarke

Encouraging financial literacy and embracing technology to streamline business processes is one area in which Kath specialises. She can assist her clients to improve their understanding of the options available to them in their financial situation, assist with funding applications to Government organisations and provide practical support.

"It is important to me that I can help others achieve better financial knowledge and management of their business, to ensure that the rural lifestyle can be enjoyed by future generations of farming families."

Rod Murray

Rod has worked for over 15 years with businesses in remote and regional Queensland and the Northern Territory offering business support and advice. Since 2010 he has been employed as a Business Advisor delivering the Enterprise Connect/Entrepreneurs' Programme in Far North Queensland and more recently, in Central Queensland and the Wide Bay Burnett.

Rod has extensive experience in business management, IT, marketing, accounting and risk assessment. His main strength is his ability to work with business owners in their own environment to identify growth opportunities and to put strategies in place to allow these opportunities to develop.

Rod has a degree in Corporate Governance, Masters qualifications in Professional Accounting (MPA) and Business Administration (MBA) and is a member and graduate of the Australian Institute of Company Directors.



Mark Barrett

Mark Barrett has been the Regional Area Manager Wide Bay and Fraser Coast for Queensland Rural and Industry Development Authority (QRIDA) for the last 9 years. He has been in the finance industry for the last 22 years. Mark is local and ready to discuss your business needs, and with his knowledge will ensure you obtain accurate information and support throughout your application process for the QRIDA offering.

Michael Buckley

Michael is the CEO and Founder of Freeze Dry Industries Pty Ltd (FDI) and its in-house freeze-dried product business, SunLife Superfoods.

He has a long background in business consulting and public practice accounting delivering an Australian record price on the sale of his business in 2005. This outstanding result was significantly due to the internal systems and processes designed and built by Michael – the same skill base that is driving productivity improvements for FDI.

