

# WELCOME AND INTRODUCTIONS

8:45 - 9:00

## WELCOME

*Gina Mace, Conference Organiser.*

The Focus on Food and Fibre 2019 Conference thanks the many organisations, industry representative bodies and businesses who have supported this great event. Without this assistance we would not be here today.

Special acknowledgement to:

- ◆ Royal Flying Doctor Service.
- ◆ Cotton Australia.
- ◆ Western Queensland Primary Health Network.
- ◆ Meat and Livestock Australia.
- ◆ Southern Queensland Landscapes.
- ◆ Country Women's Association (CWA).
- ◆ StockCo Strategic Agrifinance.
- ◆ AGnVET Rural.
- ◆ Queensland Cotton.
- ◆ Queensland Department of Agriculture and Fisheries.
- ◆ Nindigully Landcare Group Inc.
- ◆ Westpac.

# SERVICING THE HUMAN VEHICLE

9:00 - 9:30

## THE HUMAN INGREDIENT IN OUR BUSINESS

*Alex Donahue, Mental Health Occupational Therapist*



Alex's passion is to work with people, assisting them to move through these challenges and to come out the other side with a strengthened sense of self, and an increased awareness of their own capacity.

Alex has been doing this for twenty years with people across the lifespan - children, adults

and our seniors. She has practiced in acute mental health and forensic facilities in the United Kingdom, specialist psychiatric hospitals in Sydney, and in acute and community mental health services within the Hunter Health Service. For the last five years it has been my immense privilege to work in private practice based at the St George Medical Centre. In addition to having private clients, I also contract to the Queensland Ambulance Service, the Royal Flying Doctor Service and the Western Queensland Primary Health Network.

# SERVICING THE HUMAN VEHICLE

9:30 - 10:10

## FROM THE BUSH TO THE BIG CITY VIA RUGBY LEAGUE

*Shane Webcke, former Australian rugby league test player*



Shane Webcke is a farmer, family man, businessman, author, news presenter, safety ambassador, speaker and former professional footballer. At the peak of his rugby career, he was renowned as one of the best front rowers in the world.

Shane represented Queensland on twenty-four occasions and represented Australia in twenty six tests. He played for the Brisbane Broncos for twelve years and was named Daly M Prop of the year three times.

Shane is still a Bronco through and through and has a few tales to tell about football life, retirement, managing a farm through drought and remaining grounded through it all.

## MORNING TEA

10:15 - 10:45

## TECHNICAL INDUSTRY UPDATES - CHOOSE YOUR SESSION

10:45 - 12:30

### IRRIGATION

Pages 5, 6 and 7.

### DRYLAND FARMING

Pages 8 and 9.

### LIVESTOCK

Pages 10, 11 and 12.

# TECHNICAL INDUSTRY UPDATES - IRRIGATION

10:50 - 11:30

## COTTON TO MARKET (BRAND DEVELOPMENT) AND THE BETTER COTTON INITIATIVE

*Hamish McIntyre, Chair of Cotton Australia, Local Producer.*



Hamish runs an irrigation and dryland farming, cattle breeding and feedlot business in the St George, Dirranbandi & Quilpie districts of SW Queensland. McIntyre Agriculture Pty Ltd grows 3,000ha of irrigated crops including BMP certified and BCI eligible cotton, mung beans,

sunflowers, corn and occasionally watermelons. 17,000 ha of dryland country is planted to grain, pulse and forage crops and an Angus breeding herd grazes the backgrounding country. The Feedlot value adds cattle and commodities produced on farm.

Hamish is a trained agronomist and also has a certificate in Cotton Production from UNE. He is a graduate of the Australian Rural Leadership Foundation and the Trailblazers Program. Currently Hamish is the Chair of Cotton Australia and sits on the Better Cotton Initiative (BCI) Council, based in Geneva.

# TECHNICAL INDUSTRY UPDATES - IRRIGATION

11:30 - 12:00

## THE LOCAL COTTON SUPPLY CHAIN

*Ben Suttor, Regional manager, QLD Cotton*



Ben has been the Regional Manager for Queensland Cotton for the past 8 years managing cotton gins, lint, cotton seed across southern Queensland. Olam Agribusiness specialise in supply chain, upstream and downstream facilities both domestically and overseas, including almond plantations, processing plants, canning factories and distribution lines.

Previous to working for Queensland Cotton, Ben worked with Coles Supermarkets, Australian Country Choice across all sections of the beef supply chain for seven years. He was involved with feedlots, abattoirs, rail and road transport into Coles, from breeding unit through to Retail Ready and MAP packing in Supermarkets.

Ben also spent 5 years with Rabobank involved in financing along the agribusiness supply chain across different sectors including horticulture, grain, livestock, meat and dairy. Rabobank specialise in agribusiness across single and multiple parts of the agri supply chains.

# TECHNICAL INDUSTRY UPDATES - IRRIGATION

12:00 - 12:30

## IRRIGATION INNOVATION

*Rob Jakins, local cotton grower.*



Rob has been involved in the St George Irrigation area as a landholder and water allocation user for 24 years. He currently operates an agribusiness enterprise in conjunction with his family growing cotton, grain and fodder crops. Rob also has an interest in a grazing operation where cattle and goats are run in conjunction

with a feedlot operation.

Rob has extensive experience in the water industry and all aspects of irrigation management. He has been involved for a number of years on the SunWater Customer Council Committee now known as the Irrigator Advisory Committee for the Beardmore Dam Scheme representing the areas interests in water policy and the operation of the Scheme.

# TECHNICAL INDUSTRY UPDATES - DRYLAND FARMING

10:50 - 11:30

## BUILDING RESILIENT FARMING SYSTEMS

Andrew Erbacher, Research Agronomist, Department of Agriculture and Fisheries



Andrew originates from a mixed farming background and attended UQ Gatton where he studied a Bachelor of Agricultural science (Rural Technology). He started with the Department of Agriculture and Fisheries in Emerald where he worked for 5 years as a Technical Officer on the Central Queensland Grower Solutions project - Feathertop

Rhodes grass and agronomy trials.

Andrew is currently in his 5th year as a Research Agronomist in Goondiwindi, working on farming systems and agronomy projects. His current focus is on Farming systems trials at Mungindi and Billa Billa and water benefits of cover crops in dryland grains and overhead irrigated cotton.

Andrew loves rugby union and is an amateur beer and cheese maker.



# TECHNICAL INDUSTRY UPDATES - DRYLAND FARMING

11:30 - 12:30

## MULTI-PERIL INSURANCE

*Andrew Trotter, Founding Director, Latevo Farmers Mutual*



Andrew is the founding director of Latevo Farmers Mutual, Australia's first agricultural income protection for dryland farmers, covering all natural perils. Andrew and his father run their farm in Western Victoria and Andrew is also the chief underwriter for Latevo. A qualified agronomist who developed the model for Latevo

Farm Income Protection, driven by a desire to minimise catastrophic losses on his own farm.

Latevo began in 2014 and in that time, Andrew has developed a strong background in brokering international trade deals and has a comprehensive understanding of the Multi Peril Crop insurance market. He is in a unique position to understand the market from both an underwriter's perspective, as well as from the farmers' perspective. Andrew successfully migrated the Latevo concept from being a Multi-Peril Crop Insurance product to a Farm Income Protection product, now in a grower-owned mutual.

# TECHNICAL INDUSTRY UPDATES - LIVESTOCK

10:50 - 11:30

## SETTING THE LIVESTOCK ENTERPRISE STRATEGY - LESSONS FROM BENCHMARKING DATA.

*John Francis, Director/Consultant, Holmes Sackett*



Holmes Sackett is an agricultural consultancy business based in Wagga Wagga NSW and provides consulting and benchmarking services to corporate and family farm asset owners and managers, the rural financial sector, government, industry bodies and the agricultural services sector.

John Francis is farm business management consultant with over ten years' experience in agricultural consultancy and a further fifteen years' experience in production agriculture (agronomy). John holds a Bachelor of Applied Science (Agriculture) and a Certificate IV in workplace training and assessment.

*With thanks to the Department of Agriculture and Fisheries, GrazingFutures Program. **Grazing Futures: promoting a resilient grazing industry.***

## TECHNICAL INDUSTRY UPDATES - LIVESTOCK

11:30 - 12:00

### THE TECHNOLOGY WORKSHOP - MAKING THE MOST OF HAND-HELD DEVICES.

*Peter Scott, Manager of Education and Training at  
Queensland Agricultural Training College (QATC).*



Peter has over 40 years' experience in Agriculture, Agribusiness, Rural Business Management, Livestock Production, Crop Production, Property Planning and Development, Vocational and Tertiary Education.

Peter developed a passion for agriculture at an early age studying agriculture in school and attending the Longreach Pastoral College. Peter has been an earlier adopter of technology and has embraced opportunities to learn new skills and utilise technology. Peter chooses technology which provides improved communication, access to information, data organisation and interpretation, improved decision-making, and assistance with risk analysis and strategic planning. He focuses on technologies that are practical, useful and easy to use or adopt.

*With thanks to the Department of Agriculture and Fisheries,  
GrazingFutures Program. Grazing Futures: promoting a  
resilient grazing industry.*

# TECHNICAL INDUSTRY UPDATES - LIVESTOCK

12:00 - 12:30

## ALTERNATE FUNDING METHODS FOR RESTOCKING AND GENERATING REVENUE AFTER THE DROUGHT.

*Tim Pryor, Chief Operating Office, StockCo Livestock Finance*



Tim joined StockCo in 2017 having worked for Bank of Queensland as Head of Agribusiness. Tim was introduced to StockCo in 2012 in his BOQ role having been a fundamental part of the underlying finance arrangements and due diligence completed by the senior debt club. Tim began his career working for rural agency

business AWB Landmark. Tim then spent the next 12 years in senior Rural Banking roles across CBA, ANZ and most recently BOQ. Tim holds a Bachelor Degree in Animal Sciences and Production. He has a very broad rural and banking knowledge having experience ranging from client facing roles to engagement with executive leadership teams driving policy and strategy in an ASX listed regional Bank.

# LUNCH

12:30 - 1:30

## TECHNICAL INDUSTRY UPDATES - CHOOSE YOUR SESSION

1:30 - 2:00

### IRRIGATION

Page 14.

### DRYLAND FARMING

Page 15.

### LIVESTOCK

Page 16.

# TECHNICAL INDUSTRY UPDATES

## - IRRIGATION

1:30 - 2:00

### FARM INFRASTRUCTURE AND IRRIGATION DESIGN

*Glenn Lyons, Irrigation Consultant, GL Irrigation Pty Ltd*



Since leaving the Water Resources Commission in 1994, Glenn has continued to provide technical assistance to existing and prospective irrigators.

Glenn is progressive in his designs, possesses a sound knowledge of what works well and is willing to test the boundaries. Being independent from any suppliers, he can offer unbiased advice.

Glenn is passionate about

improving irrigation with aspects such as:

1. Increasing the water efficiency of storage and irrigation systems.
2. Assessing fuel efficiency of irrigation pumps.
3. Reducing irrigation labour.
4. Reducing farm runoff and soil erosion.

Glenn also services other farmers with projects such as stock dam sites, stock water reticulation, fence lines, farm maps and feedlot design.

# TECHNICAL INDUSTRY UPDATES - DRYLAND FARMING

1:30 - 2:00

## EVOLVING GRAIN MARKETING - STRATEGIES FOR TODAY'S MARKET

*Gerard Doherty, Commodity Broker, Knight Commodities*



Gerard is an agricultural sales and marketing professional with broad understanding of crop agronomy. On completion of university he worked for over 5 years as a sales agronomist with Olam, followed by crop seed marketing with one of Australia's leading broadacre seed companies.

Gerard has a great understanding of chemical protection for crops from five years as an area sales manager for Nufarm. For the past two years he has worked in commodities marketing with Knight Commodities based in Goondiwindi.

# TECHNICAL INDUSTRY UPDATES - LIVESTOCK

1:30 - 2:00

THE POSITION OF RED MEAT DOMESTICALLY AND INTERNATIONAL AND WHAT ROLE DOES MEAT AND LIVESTOCK AUSTRALIA PLAY.

*Toby Pitt, Market Analyst, Meat and Livestock Australia*



Toby grew up on a cattle, sheep and goat farm in the New England region of NSW and has been with Meat and Livestock Australia for 12 months as a market information analyst.

Toby's presentation is about MLA's role in the Australian red meat industry, the current position of the domestic market and Australia's place in the international market.



## RETURN TO MAIN STAGE

2:00 - 2:10

## SUPPORT FOR AGRICULTURE IN THE BALONNE SHIRE

2:10 - 2:30

FUNDING OPPORTUNITIES FOR AGRICULTURAL BUSINESSES IN THE BALONNE SHIRE.

*Garnet Radford, Economic Development Officer, Balonne Shire Council*



# REGENERATIVE AGRICULTURE

2:30 - 3:00

## KEY MANAGEMENT INFLUENCES ON REGENERATIVE GRAZING AND FARMING SYSTEMS.

*Matt Barton, Senior Teacher, Resource Consultancy Services*



Matt is a fifth generation farmer in central NSW and began working with RCS in a part time role in 2007. He completed a Bachelor of Financial Administration in 1987. He worked in the financial markets in Sydney and held the role of Corporate Treasurer for a mid-level miner. While in Sydney he completed a post-graduate Diploma in Applied Finance and Investment and his professional

accounting qualifications. Matt returned to agriculture in the mid 1990's. After completing GrazingforProfit™ in 1996 and during ExecutiveLink™ Matt implemented strategic changes to his business and along the way became involved in the early adoption of pasture cropping. In conjunction with RCS, Matt help develop the Farming&GrazingforProfit™ (F&GFP) school. Matt's time in agriculture and RCS involvement has seen the addition of cropping into the RCS framework.

## AFTERNOON TEA

3:00 - 3:30

## SUPPLY CHAIN RESILIENCE - PANEL DISCUSSION

3:30 - 5:00

### PANEL MEMBERS

**Andrew Jurgs**

Carpendale Commodities

**Bryce Camm**

Chief Executive Officer, Camm Agricultural Group, and the  
Australian Lot Feeders Association President

**Paul Leonard**

Livestock Manager, Thomas Foods International

**To be confirmed**

Queensland Cotton, Marketing

## WRAP UP

5:00 - 5:15

### CONFERENCE CLOSE

*Gina Mace, Conference Organiser*

## SOCIAL GATHERING

5:15 - 6:30

### SPONSORED BY ST GEORGE AGNVET RURAL.

You are invited to continue celebrating agriculture and the people involved while enjoying some complementary beverages with thanks to AGnVET Rural St George.

