

# Farm Business Management Essentials Workshop

**When: Thursday, 22 September 2016 9 am – 4 pm**

**Where: Grains Innovation Park, Natimuk Rd, Horsham**

**Cost: Nil**

**Presented by: Partners in Grain**

*Farm Business Management Essentials* will provide the opportunity to build understanding and capability in:

- farm business planning and risk management
- farm financial literacy.

## **Who will benefit from this training?**

Farmer businesses who are:

- concerned about their future business viability
- unsure how to deal with their bank after several years of loss making
- needing support to understand their business risk and how to move forward
- seeking a better understanding of their business performance

## **How does the learning happen?**

- The workshop is a mix of instruction, group activities and participants working on their own business tax return.
- A farm case study tax return is used by all participants, so the final outcomes can be freely discussed.
- Participants work on their own tax returns with confidentiality maintained at all times.
- A simple instructional manual is provided so participants can later do the calculations independently.

## Outcomes:

- Better understand your business financial position and risk.
- Be energised and re-engaged in the business management side of running a profitable and sustainable business
- Develop the essential farm business cash flow budget, Profit & Loss and Balance Sheet accurately from your tax return figures.
- Negotiate lower interest rates from your bank
- Plan and set goals for the future success of your business
- Gain a more detailed understanding of the changes that can be made to minimise the impact of drought.
- Measure your business performance
- Develop measures used to assess farm business efficiency e.g. Profit and Loss, Balance Sheet, Cash Flow, 'KPI' s
- Identify how profits are really measured in a farm business  
Identify how to improve business financial performance
- Measure equity and understand why it is important
- Measure whether a different plan will be more profitable for your business
- Better understand how banks see your business ... (*negotiate better rates!*)

## Trainer - Tony Hudson

Tony has delivered over 15 workshops for PinG Vic/Tas with outstanding feedback from participants as to the value to them and their business.

## Learning Environment

- All members of your farming business can attend.
- Interactive and non-threatening, **IMPORTANT: PLEASE BRING YOUR LAST TAX RETURN** to use your farm numbers to calculate essential business information, including financial indicators.
- Your information will remain confidential.
- Lunch, morning tea and resources are all provided.

## Registration Details

To register your interest, or for more information please contact: Nickie Berrisford 0428622655 email [victas@partnersingrain.org.au](mailto:victas@partnersingrain.org.au)

Registration must be received by September 19<sup>th</sup> 2016

Participant Name/s .....

Telephone.....Mobile.....

Email .....

Address.....P/C.....

Dietary requirements?.....

Access requirements?.....

These funds have been made available to HRCC through the Local Government Drought Response Package - Regional Development Victoria.