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EVALUATION & CLOSE



# Getting started on your Precision Ag journey is EASY & FREE

## Step 1:

Create an account  
[decipher.com.au](http://decipher.com.au)

## Step 2:

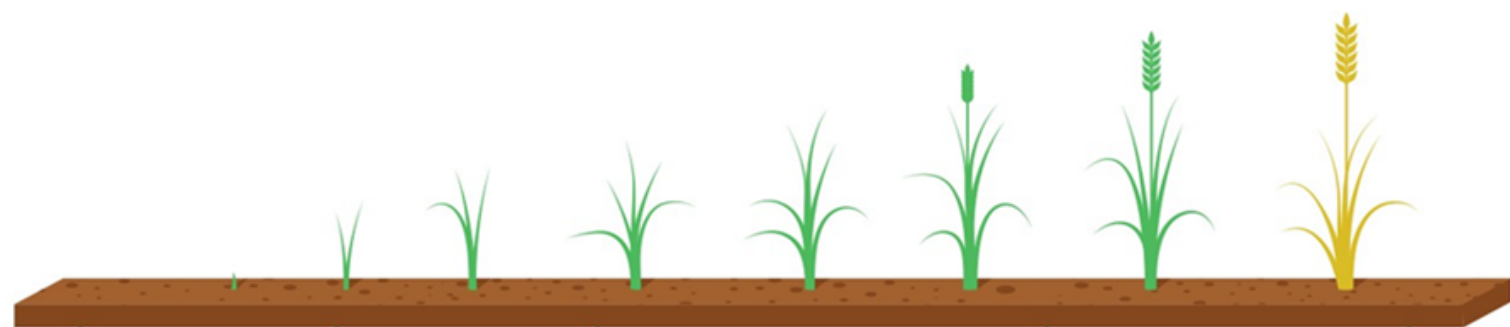
Draw or upload farm maps,  
and upload data

## Step 3:

Check out imagery to  
identify variability

## Step 4:

Address variability with zones,  
sampling, scouting, and plans



### Planning

Use biomass imagery,  
plan & collect soil  
samples, review sample  
data, create crop &  
nutrition plans

### Seeding

Create zones and  
prescription  
maps

### Spraying & Sampling

Make observations, collect  
plant samples, review results  
and amend plans

### Monitoring

Monitor & compare crop performance by  
season and paddock, make observations,  
create zones & prescription maps

### Harvest

Upload yield data, if required  
get data cleaned, and  
compare yield with biomass

[decipher.com.au](http://decipher.com.au)

## THE PLACE OF PRECISION AGRICULTURE

PETER BRICK  
TECHNICAL SALES SPECIALIST  
DECIPHER

Decipher is proudly part of the Industrial Division of Wesfarmers. Providing expertise in products, soils, research and agronomy decipher have the ability to improve and encourage growth and development in agriculture.

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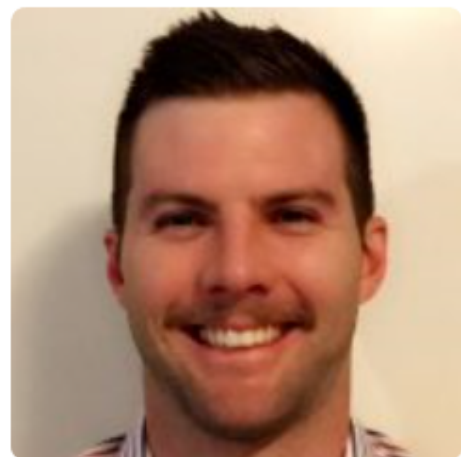
## THE VALUE OF BENCHMARKING

TIM HAINES  
FARM MANAGEMENT CONSULTANT  
FARMANCO

Benchmarking in farm businesses

1. Benchmarking for yourself
2. Benchmarking against others
3. Introduce 'Profit Series' benchmarking service
4. What the top 25% do - demonstration with benchmarking graphs.

Farmanco hope to encourage growers to quickly and effectively identify their strengths and weaknesses so that they can improve their businesses.



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## MANAGING STOCK IN DRY TIMES

SCOTT ISON  
BIOSECURITY OFFICER  
MURRAY LLS

### **Biosecurity**

Outlining risk around movement of livestock or feed on and off the farm.

### **Drought Feed Calculator**

NSW Drought Feed Calculator allows producers to analyse a diet and check it's suitability for different classes of livestock. It allows inputs of up to 3 feed types, compares dry matter, energy and protein. You can play with ration mix to formulate a cost effective diet.

### **Alternate Feeds including Cotton Trash**

Outlining regulations  
alternative feed options

### **Managing Lambing and Calving**

Outline effective management guidelines to reduce mortality at lambing and calving and increase survival rate.

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E-mail: [scott.ison@lls.nsw.gov.au](mailto:scott.ison@lls.nsw.gov.au)

Website: [www.murray.lls.nsw.gov.au](http://www.murray.lls.nsw.gov.au)



**Local Land  
Services**



## DROUGHT FUNDING & SERVICES

TONY FLETT  
RURAL FINANCIAL COUNSELLOR

Rural Financial Counsellor is a free service Australia wide that offers support to meet your individual or business needs.

### Eligibility

- Farmers
- Fishing enterprises
- Forest growers and harvesters
- Related small business owners .

Rural financial counsellors will support you to make the right decision for your business.

They can help you:

- Identify your financial business options
- Develop an action plan
- Negotiate with your lenders
- Apply for Farm Household Allowance

Rural Financial counsellors do not give family, emotional or social counselling or financial advice.

Phone: 03 5881 5766

Mobile: 0428 815 766

Fax: 03 5881 3781

E-mail: [tflett@rfc.nsw-sr.com.au](mailto:tflett@rfc.nsw-sr.com.au)



# OFF FARM INVESTMENT

SCOTT MILDREN  
ADVISER / DIRECTOR  
PROVINCIAL WEALTH

PAUL O'DONNELL  
ACCOUNTANT  
BRIAN MCCLEARY & CO ACCOUNTANTS

## Why should I consider off farm investment?

Wealth creation  
Diversity  
Risk Management  
Succession

## Typical Off Farm Investment

1. Defensive (low risk, income, no capital growth)  
Cash - bank accounts  
Fixed Interest - term deposits
2. Growth (high risk, income plus potential for capital growth)  
Shares, Property, Manage funds,  
Exchange Traded Funds

*'Failing to plan is  
planning to fail'*

Step 1. Consult your accountant

- Discuss cash flow
- where are you allocating profit

Step 2. Consult a Financial Advisor

- Why
- When
- How

Step 3. Strategies

- When making investments decisions need to ask
- who should own the asset?

Step 4 & 5. Implement & review

- All plans fail if they aren't actioned
- Building wealth should be a joint exercise - on & off farm
- Make sure you review you off farm investment and strategies.

**A refresher on tax and tax changes**

Increase in Tax threshold  
Low and middle income tax offset  
Instant asset write off - tax deduction

**Primary Production Concession**

Tax deduction of capital expenditure  
Landcare Operations  
Water Facilities  
Fencing  
Fodder Storage Assets

**Super Contribution Limits**

Concessional (Tax Deductible) -  
\$25,000 p/a per person  
Non Concessional (Non Tax  
Deductible) - \$100,000 p/a per  
person

**Single Touch Payroll (STP)**

Things have changed..go see  
accountant!

**Small Business Capital Gains Tax  
concessions:**

You must satisfy one of the following:  
Turnover of less than \$2 million  
Total net value of assets does not  
exceed \$6 million.

**What are the concessions?**

15 year exemption  
50% active asset reduction  
Retirement exemption  
Rollover

*'Always seek advice.  
There is never a silly  
question'*



Scott Mildren

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Brian  
McCleary  
& Co  
Accountants



## USING SHEEP DATA FOR IMPROVED MANAGEMENT DECISIONS

ELISE BOWEN  
SHEEP DATA MANAGEMENT

The sheep industry is going through a data revolution. It's becoming mainstream that commercial producers collect data on their sheep enterprise and increasingly this is on an individual basis. There is a plethora of information, case studies and products out there, it can be hard to keep up-to-date and find the relevant information for your enterprise.

**With ongoing tough season conditions, sheep data can be used for two key purposes:**

- 1. Improved animal selection decisions**
- 2. Timely flock management decisions.**

### Using data for selection decisions:

The aim is to use animal production data to rank animals in a flock based on individual production. The production traits will vary according to the profit driver of the enterprise.

For example: prime lamb flocks focus on reproduction & growth rates, wool producing flock will focus on fleece value. An important point to keep front-of-mind is that value from individual animal data collection can only be realised if there is an opportunity to cull animals. Drought presents an opportunity for producers to capitalise on historical data collection and make some evidence-based decisions on which animals to retain, rather than simply selling the oldest age group as many would have previously done



**Using data for management decisions:**

On top of animal selection, individual animal data collection really adds value by assisting producers in making timely and accurate on-farm decisions.

Example: finishing times of lambs on supplementary feed can be more accurately predicted, enabling forward booking of kill space and increased compliance rates.

The what, when and how of sheep data collection needs careful consideration. Make sure your data collection aligns with your flock breeding objective and keep planned analysis in mind. Aim to time data collection in with normal management practices.



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**SHEEP DATA  
MANAGEMENT**