



Advancing Rural Queensland

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Leading agribusiness panel to analyse rural resilience at 360 Roma

SOME of Queensland's leading agribusiness minds will join at the AgForce 360 Series event in Roma next week for an in depth panel discussion on business resilience within the rural sector.

Ben Cameron, Managing Director, Bentleys Brisbane, Ari McCamley, Partner, Thynne + Macartney and Don Chandler, Executive Director, UBS will discuss rural debt, income streams and succession planning in a panel facilitated by Central Queensland producer John Burnett. The session will be part of a stellar line up of speakers who will address the forum on Wednesday, 25 June.

AgForce Chief Executive Officer, Charles Burke, said the panel would seek to provide a snapshot of the existing financial and planning challenges faced by rural businesses as well as examples of alternatives and solutions delivered using a case study platform.

"We know many people are doing it tough financially in the sector due to a number of factors including drought, spiralling input costs and the legacy of poor government policy and decisions," Mr Burke said.

"By working through a number of hypotheticals and having an informed discussion about operating a primary production enterprise we believe we will be able to provide practical examples that will resonate with forum delegates.

"However, this is not just about discussing problems – we've brought in leaders in agribusiness to also provide some guidance as to how producers can be proactive in taking control of their businesses so as to increase resilience and sustainability."

The panel will be only one session in a program of quality speakers secured for the 360 Roma Event with a range of other topics relevant to modern primary production to be focused upon.

"Other issues include the future of the beef sector and navigating the way through consumer expectation, personal resilience and thriving through challenging times, climate and weather forecasting and meeting labour requirements while the Deputy Premier, Jeff Seeney, will outline key legislative reforms pertinent to agriculture.

"All producers are welcome to the forum, which is free of charge, but registrations do close at the end of this week.

"There are also limited spots still available at the official forum dinner of Tuesday evening."

To register go to www.agforceqld.org.au

Agenda

7:00am	Breakfast, Royal Hotel Roma
8:30am	Registrations open
9:00am	Welcome, AgForce Southern Inland Queensland President, Grant Maudsley
9:05am	Richard Rains: 'Beef Industry sustainability and navigating the way forward through roundtables, square tables and consumer expectation'
9:50am	Dennis Hoiberg: 'Thriving through Challenge'
10:35am	Morning Tea
11:00am	Panel Discussion 'Debt, succession and surviving into the future' – Ari McCamley , Thynne & Macartney, Ben Cameron , Bentleys Accountants & Advisors, Don Chandler , UBS and facilitated by John Burnett.
12:30pm	Lunch
1:30pm	Arnel Corpuz , Australian Agricultural Company: 'Filling the labour gap'
2:00pm	Deputy Premier, Jeff Seeney
3:00pm	Afternoon Tea
3:15pm	Roger Stone: 'Where to from here for the weather?'
3:45pm	AgForce Policy Discussion

Speaker Profiles

Jeff Seeney - Deputy Premier of Queensland

Richard Rains – Beef Industry Entrepreneur

Richard is one of Australia's foremost beef industry identities. He joined Sanger Australia in 1976 and liked the company so much he bought a controlling interest in 2000. In the late 1990's he convinced McDonalds North America they should use Aussie beef in their burgers in North America and was instrumental in establishing that trade for Australia whilst the rest of the industry told him he was wasting his time. Sanger has gone on to supply beef to McDonalds, not only in USA but also Japan, Korea, Taiwan, China, and much of South East Asia as well as domestically in Australia.

Richard is a shareholder and member of the board of The Arcadian Organic & Natural Meat Co, a pioneering and prominent processor/marketer of organic beef and lamb. Additionally, Richard sits on the Board of CAAB (Certified Australian Angus Beef), and the advisory board of the Australian Export Council as well as the Cattle Council committee for Marketing, Market Access and Trade.

Don Chandler – Executive Director, Client Adviser, UBS

Don joined UBS Wealth Management in November 2012 after a 21-year career with Ord Minnett. Don was the Queensland State Manager of Ord Minnett for eight of those years. During his 23-year career Don has provided investment advice to a broad range of Private and Wholesale investors. The move to UBS has provided the platform and resources to significantly expand his expertise and offering to High Net Worth clients.

Don is a Director of the Queensland Club Foundation, Chairman of the St Aidan's Foundation, Chairman of the Brookfield Recreation Reserve Trust and a Non-Executive Chairman of a Private

Queensland Families Investment interests. He is a member of the AICD and holds a Bachelor of Business from Queensland University of Technology.

Don grew up at Barcaldine, the youngest of four boys and boarded at Churchie in Brisbane. He married a Roma girl Alison Ferrier in 1991. They have four Children from 13 to 20 and live in Brookfield in the western suburbs of Brisbane.

Ben Cameron - Managing Director, Bentleys Brisbane

Ben Cameron has been with Bentleys since 1991, and is the Brisbane firm's Managing Director. He is a respected, connected industry expert in the Queensland market. He is also a trusted advisor and business confidant to some of Queensland's most successful family businesses.

In addition to his extensive work across sectors including property, finance, manufacturing and professional services, Ben heads up the firm's specialist Agribusiness Team. The team work with a mix of agribusiness clients, financiers and stakeholders – including corporate and family-owned industry participants operating in the beef (including feedlotting), grain, horticulture, cotton and other primary production industries. Ben also works closely with other rural industry operators – such as stock agents and saleyard operators.

As a leader in the agribusiness and rural accounting field, Ben has unique industry IP – evidenced by the undertaking of the most recent Queensland Rural Debt Survey on behalf of QRAA. Analysis presented by Ben showed that debt and production disparities indicate major viability issues in the future for rural industries.

Ben's expertise is further demonstrated through his position on the Regional Round Table with the Queensland LNP and his regular contribution to industry and Government forums.

Ari McCamley – Partner, Thynne + Macartney

Ari McCamley is a partner in Thynne + Macartney's Agribusiness team. Through Thynne + Macartney's long-standing relationship with AgForce, Ari has been an active supporter of AgForce's mission to advance the interests of the agricultural sector.

Ari has acted in several of Queensland's headline rural property transactions in the last 10 years, guiding clients through negotiations and consideration of taxation consequences and due diligence towards timely completion

Ari's clients are increasingly being affected by the increase in mining and coal seam gas exploration and production in rural Queensland. He has helped landholders to secure better outcomes when confronted with everything from preliminary access by resources companies through to compensation negotiations for open cut mines and extensive gas fields.

Ari has also developed expertise in environmental and planning laws (in particular those related to tree clearing, feedlots and rural subdivisions), water entitlements, leasehold land tenures and tenure conversion, compensation for statutory resumptions, leases, agistment agreements, share farming agreements and management and consultancy agreements.

Dennis Hoiberg - Lessons Learnt Consulting

Dennis is one of Australia's most sought after speakers on building human resource capacity in the agricultural sector. He works with individuals, families, teams, organisations and communities to

help them cope with change. He strongly believes that everyone needs a range of strategies and solutions to deal with the challenges they face in daily life. In his presentation, Dennis will provide you with practical strategies to better deal with information in your world.

Andrew Simpson - MLA Regional Manager, South-East Asia/Greater China

Andrew commenced the role of Regional Manager, South East Asia and Greater China in March 2013, after joining MLA in September 2012 as Business Manager, Global Marketing. Andrew has continued to serve the red meat industry for more than 20 years with extensive corporate management roles in the red meat industry including Stockyard Meats, Kilcoy Pastoral Company, JBS Swift and Stanbroke.

As a former Cattle Policy Director with the state farming organisation AgForce, and heralding a family background in cattle production, Andrew brings to the role a wealth of industry knowledge and combined understanding of production and trade issues.

Having lived in China and Japan for four years, Andrew enjoys a broad understanding of Asian culture and business, and continues to complement the multiple staff and operational requirements of MLA's extensive regional SEA and Greater China offices.

Arnel Corpuz - Australian Agricultural Company

Arnel is Feedmill Manager at Goonoo Feedlot owned by Australian Agriculture Company located at Comet, Queensland. His past work includes nine years at Barmount Feedlot at Marlborough and ten years at Dealco Farms - a Philippine feedlot that imports live cattle from Australia.

In recent year years, Arnel has become involved in helping Australian Feedlots and Pastoral Companies find trustworthy and reliable Filipino workers and has been instrumental in successful transition, integration and retention of Filipino workers in Australia.

In 2014 he was awarded the prestigious **Bagong Bayani (Modern Day Hero) Award** from the Philippine Government which seeks to recognise and pay tribute to outstanding and exemplary overseas Filipino workers for their contribution to the socio-economic development of their communities and the country as a whole.

Professor Roger Stone - Director of the International Centre for Applied Climate Sciences and Professor in Climate Science at the University of Southern Queensland

Professor Stone has a career in meteorological and climatological research extending more than 30 years, particularly in climate science and systems modelling applied to agricultural production, globally. Roger received his PhD from the University of Queensland in 1993 in climate science and has since held a number of positions mainly as director of climate applications research centres in government, although mostly externally funded directly from industry.

Professor Stone also occupies major international positions such as Program Chair within the *United Nations/World Meteorological Organisation Commission for Agricultural Meteorology* in Geneva to provide leadership and planning in the field of Climate Variability, Climate Change and Natural Disasters in Agriculture, globally.

Other 360 Dates:

- Biloela – September 3/4
- Charleville – October 1/2
- Blackall – November 5/6
- Brisbane – November 25

Ends

Ends

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Who is AgForce? AgForce represents thousands of Queensland broadacre producers who recognise the value in having a strong voice. AgForce leads the way to ensure agriculture's social, economic and environmental contribution is recognised by all levels of government. AgForce works alongside landholders, encourages and supports the next generation, builds industry partnerships and skills and promotes agriculture - for secure, sustainable, progressive and profitable food and fibre into the future.