



# FARM EXPANSION WORKSHOP

**THURSDAY 12<sup>TH</sup> APRIL '18 - CASINO**

## Buying more farmland - Is it time to get bigger?

This workshop will help you to learn how to apply business management and investment principles to a farm purchasing decision to create wealth.

## Who should attend?

Farm owners, Managers & Agribusiness service professionals e.g. accountants, agronomists, bankers and consultants.

## What's included?

Access to practical spreadsheet tools, course notes and the consultant's expertise. *"Well presented, timely and relevant in the current market. A great insight to considerations and financial analysis."*



## What will you learn?

- ✓ Is now the time to expand?
- ✓ How leverage works to create wealth
- ✓ How much bigger you can get?
- ✓ What your financier is looking for
- ✓ How much to pay for additional land?
- ✓ How much more to pay for adjoining land
- ✓ How to develop an exit strategy

## Topics

- ✓ Why buy more farm land?
- ✓ What is leverage and how does it work?
- ✓ Farm performance – does it matter?
- ✓ Can I afford to expand?
- ✓ How much bigger should I go?
- ✓ Procedures for due diligence

## CASINO

Community & Cultural Centre

Thursday 12<sup>th</sup> April 2018  
8.30am – 3.00pm

RSVP's are essential



**The Holmes Sackett farm expansion workshop is delivered by John Francis, Holmes Sackett & Nick Pearce, Head of Relationship Management, Southern Queensland & Northern NSW.**



**John Francis** has over 25 years' experience in the agricultural industry. John has a technical background in agronomy, expertise in farm business management, investment analysis and an understanding of the drivers of profitability on farm.



**Nick Pearce** Rabobank Senior Manager in Armidale, has over 20 years in agricultural finance covering multiple commodities. Nick will provide an overview and insight into financing farm expansion and will detail how to generate an effective bank proposal.

**TO REGISTER CONTACT LUCY AMEY:**

02 6660 0772 or email [member.services@cassino.com.au](mailto:member.services@cassino.com.au)

For specific Farming Together Program enquiries contact Fiona Borello on 0416 041221 or at [fiona.borello@bigpond.com](mailto:fiona.borello@bigpond.com)



**feedback**

“Holmes Sackett are able to back up their findings with real numbers. The presenter has an excellent agronomic and animal production knowledge. I wish more courses were as factual and to the point as this one was.”

“I found the discussion areas of quantifying risk and valuing the economic values of the opportunity thought provoking. Overall I found it challenged some of my established thoughts on expansion which made it worthwhile.”

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