



**Are you a livestock/mixed farmer in the Limestone Coast?  
Are you finding achieving 'real' business profitability (return  
on capital) challenging?**

## **“Improving your Farm Business Profitability - it's all in your taxation accounts”**

*A short course brought to you by the Limestone Coast Red Meat Cluster*

- By analysing your business with family members, you'll understand which levers (business ratios) to pull and which levers to leave alone.
- More profit means more choice for you - pay off some debt, reinvest in your business, pay yourself better...does your business provide you with the choices you deserve?
- What does a taxation profit really mean? Is it a 'real' profit?
- Benefit from coaching/mentoring with producers who have already made changes and improved their business profitability

***“I feel confident to go to our bank to discuss our finances because of this course”  
(course participant, 2016)***

This short course includes interactive training, mentoring and the opportunity to work on building your business profitability.

Presented by experienced farm business management consultant and trainer Chris Scheid of ProAdvice.

### **How do I get involved?**

You'll need to fill out an Expression of Interest form, available from Meg Bell or Chris Scheid, or from our website: [www.limestonecoastredmeat.com.au](http://www.limestonecoastredmeat.com.au)

Registration is essential and places are limited. Participants will be selected by the Project Manager. Please fill out an Expression of Interest form to register.

#### **For more information, contact:**

**Meg Bell**, Coordinator

Limestone Coast Red Meat Cluster

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**Chris Scheid**, Farm Business Consultant

ProAdvice

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## Who can participate?

We're targeting Limestone Coast red meat/mixed farmers who are the **decision makers in your business** and are **looking to grow** or **make positive changes**.

To get the most out of the program, ideally, you'll:

- be a red meat/mixed farmer in the Limestone Coast with
- have an annual farm turnover (gross income) of more than about \$200,000

Having said that, we won't be looking at your financials at the door, so please get in touch with us if you're keen to be involved but not sure whether your business fits the criteria.

## When is the short course?

### Lower South East - Chardonnay Lodge, Coonawarra **REVISED DATES**

| Workshop 1                                | Workshop 2                                | Workshop 3   |
|---|---|--|
| 13 <sup>th</sup> February 2018<br>9am-5pm | 27 <sup>th</sup> February 2018<br>9am-5pm | 7 <sup>th</sup> or 8 <sup>th</sup> March 2018<br>½ day only, TBC with participants |

### Upper South East - Keith Institute, Keith

| Workshop 1                                | Workshop 2                                | Workshop 3   |
|---|---|--|
| 14 <sup>th</sup> February 2018<br>9am-5pm | 28 <sup>th</sup> February 2018<br>9am-5pm | 13 <sup>th</sup> or 14 <sup>th</sup> March 2018<br>½ day only, TBC with participants |

### Optional modules - Naracoorte Town Hall, Naracoorte

| Module 1                               | Module 2                               |
|--|--|
| 21 <sup>st</sup> March 2018<br>9am-5pm | 28 <sup>th</sup> March 2018<br>9am-5pm |

## What does it cost?

There will be a cost of \$350 per business to participate in the 2½ day short course. The business knowledge you'll gain will be worth many thousands of dollars. Of course, if you are not 100% satisfied, we will refund your money.

You'll also need to commit 2½ days to attend all three workshops and time between workshops to review and prepare for the next session. This will see you benefit the most from attending.

Along with this short course, you are also invited to attend either or both 1-day modules that add value to this short course. Topics range from:

- **Livestock market intelligence (Angus Brown)**- key market inter-relationships and how they influence the ECYI/ESTLI/Mutton indicator
- **Succession Planning (Chris Scheid/Ken Solly)**- the process of and principles of successful succession planning – it's all about knowing and understanding everybody's needs
- **Accessing the support network**- what sort of grants, loans or programs are out there to assist you?
- **Best practice "human resource practices"**- recruitment, retention, problem solving; employer/ee rights and responsibilities; the recruitment process; probation periods and the 'induction' process; managing staff; why things go wrong and what to do? Avenues of support when things go wrong.
- **Leadership for the industry (Ken Solly)**- we're all leaders in some capacity, so what are the qualities of good leaders; tips for future leaders...from someone who has seen a bit!
- **Climate risk management (Melissa Rebbeck)**- decision support tools to assist production planning.

Too much for one day...so if you participate in our **"Improving your Farm Business Profitability - it's all in your taxation accounts"** short course, you can help us design these modules to suit you!

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