



Western Murray Land Improvement Group Inc

Farm Expansion Workshop

The Subject

John Francis from Agrista presented an informative and engaging workshop covering perceptions of value, scale and the difference it makes, leveraging debt to create wealth and how to be a low-cost borrower. Participants were also provided with useful spreadsheet tools to aid in assessing expansion opportunities.

Challenges and objectives

It was identified the need for a workshop of this kind could provide valuable knowledge to our local farmers in an area of agribusiness that otherwise typically does not receive un-biased professional opinion.

Solution

The workshop covered:

- How to apply business management and investment principles to a farm purchasing decision.
- When is a good time to expand?
- How does leveraging create wealth?
- How much to pay for additional land for a bank loan?
- What does your financier require?
- Scale advantages and risk
- Leasing success factors including communication and tenure.
- Case studies and scenarios.

John has worked in various aspects of agriculture, he started off studying agricultural economics degree at university, worked as a jackaroo, completed an agricultural science degree all before working for a farm management consultancy where he learnt the value of integrating the of science and a knowledge of production systems with financial management system.

Results

All attendees found the information that was presented in the workshop relevant, engaging, and informative and 9.3 out of 10 were going to make changes to because of the information they received, including:

- Using the spreadsheet tools provided and incorporating them into the next bank application.
- Go harder on expansion.
- More dirt, more often
- Being more positive

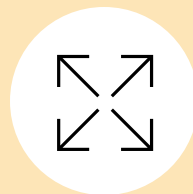
This project was funded by the Australian Government under the Murray-Darling Basin Economic Development Program.



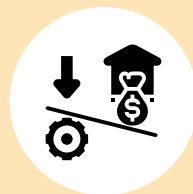
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Water and the Environment



The evening covered the importance of:



1. When to expand



2. How does leveraging create wealth



3. Scale advantages and risk



4. What does your financier require?

