

Buying more farm land

Is it time to get bigger? How big should I get?



Delivered by John Francis
Holmes Sackett Director & Consultant

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.



Delivered by Nick Pearce
Rabobank
Head of Relationship Management
Southern Queensland & Northern NSW

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.

Topics

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

What you will learn

- Whether it is 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

\$

\$750 + GST per person

\$350 + GST for a 2nd person from the same business

↓50%

Up to 50% reimbursement for NSW RAA eligible participants.

Check your status & apply here:

https://ef.trade.nsw.gov.au/sysRAA/en/green/3301229405639596c18c7a5041415895/Application_for_Reimbursement.php



WALCHA

*Tuesday 10th October 2017 9am-4pm
Walcha Vet Supplies conference room*

BEN LOMOND

*Wednesday 11th October 2017 9am-4pm
Ben Lomond Hall*

BARRABA

*Thursday 12th October 2017 9am-4pm
Barraba Playhouse conference room*

To Register click [here](#)

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Who should attend & workshop feedback



Holmes Sackett farm expansion workshops have been run throughout Australia since 2009 with over 500 participants attending. Over 95% of participants have stated that they would recommend expansion courses to others.

This farm expansion workshop shows how to apply business management and investment principles to a farm purchasing decision to deliver a successful outcome.

Workshop feedback

“Holmes Sackett are able to back up their findings with some real numbers. The presenter had 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.”

Who should attend?

- Farm asset owners
- Agribusiness service professionals
 - Accountants
 - Agronomists
 - Bankers
 - Consultants

What's included?

- Access to consultant's expertise
- A copy of the presentation
- Course notes
- Practical spreadsheet tools
- Morning tea and lunch

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