

Principles of profitable farm leasing for grain producers

A FarmReady approved course for potential tenants looking for lease land for cropping opportunities

Will paying 5% of land value send you broke?

FarmReady course number: FRTC0320

Learn what makes leasing cropping land successful and understand how to rationally appraise a land leasing opportunity.

Date: Cowra - Tuesday 30th March 2010
Orange - Wednesday 31st March 2010
Dubbo - Thursday 1st April 2010

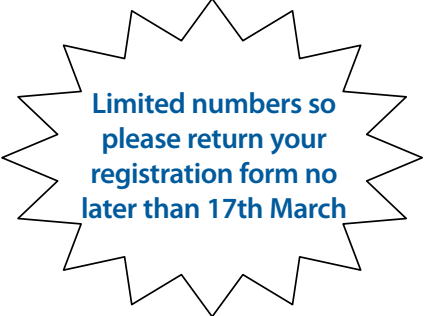
Venue: Cowra - Services Club
Orange - Ex-Services Club
Dubbo - RSL Club

Time: Registration 8.50am
Start 9am - finish 3pm

Cost: \$500 (GST Exl) for 1st business person
\$100 (GST Exl) for 2nd business person
(Limited to two people per business)
(Course costs refundable to FarmReady approved primary producers)

Topics for the workshop include:

- Introduction to leasing
- Principles of investment in agricultural ventures
- Determining what to pay and accounting for risk
- Lease versus sharefarm
- Lease versus purchase



Limited numbers so please return your registration form no later than 17th March

Holmes Sackett are able to back up their findings with some real numbers derived from their extensive benchmarking database

Nick Pearce, Branch Manager, Rabobank Armidale

An informative and provocative course confirming some of my thoughts about leasing and introducing new concepts that I hadn't previously considered

Derek Ingold, Farmer, Temora

Holmes Sackett is a registered training provider under the FarmReady reimbursement program allowing 100% refund of course costs. Check your FarmReady eligibility status at www.farmready.gov.au

FarmReady participants -

Step 1 - Fill in the course application form on the FarmReady website and return to FarmReady before the 15th March. Step 2 - Fill in the workshop registration form on the Holmes Sackett website www.hs-a.com.au and fax to Holmes Sackett on (02) 69317113 before the 17th March 2010.

Non-FarmReady participants -

Simply fill in the registration form made available on the Holmes Sackett website and return to Holmes Sackett no later than the 17th March 2010.

For further information contact Natalie at Holmes Sackett on (02) 69317110, visit the website at www.hs-a.com.au or email natalie@hs-a.com.au

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Agenda

8.50 am	Registration
9.00 am	Session 1 Introduction <ul style="list-style-type: none">• Introduction to leasing• What are the advantages of leasing?• What makes a successful lease? Understanding farm performance <ul style="list-style-type: none">• How to assess the likely production levels• Quantifying the risk - what is the range of potential outcomes?• Management - what does it matter?
10.30 am	Morning tea
11.00 am	Session 2 Principles of investment in agricultural ventures <ul style="list-style-type: none">• Market and economic value - what's the difference and why does it matter?• Understanding investment principles• Internal rate of return and net present value - important concepts• Risk premiums - how to set them
12.30 pm	Lunch
1.30 pm	Session 3 Putting it all together <ul style="list-style-type: none">• Determining what to pay• Sensitivity to management and price
2.15pm	Case study <ul style="list-style-type: none">• Working out what to pay for a local cropping lease
3.00pm	Afternoon tea / Close

For further information contact Natalie at Holmes Sackett on
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Registration form

LIMITED NUMBERS ONLY SO PLEASE RSVP NO LATER THAN 17th MARCH 2010

PLEASE PRINT and return completed registration form to Holmes Sackett by FAX: (02) 6931 7113

Please indicate which workshop you will be attending: Cowra Orange Dubbo

Attendee's first and last name(s) (as it/they will appear on name tag):

Trading name: _____ Course Number: 0320

Address: _____

Town: _____ State: _____ Postcode: _____

Phone: (____) _____ Fax: (____) _____

Email: _____

Please advise of any special dietary requirements: _____

How did you hear about the workshop? Please tick one

- Newspaper
 Word of mouth
 Consultant
 Holmes Sackett mail
 Fax
 Holmes Sackett email
 Phone call
 Website

Refund Policy - \$100 cancellation fee will be charged for cancellation within 7 days of course commencement
Payment is required prior to course commencement to receive FarmReady funding

Payment details:

\$550.00 (GST Inc) per business. \$110 (GST Inc) for additional business member

Total amount: \$ _____

Method:

- Cheque (payable to Holmes Sackett)
 VISA / MasterCard

Card expiry ____/____

CVV: _____ (last 3 digits on back of card)

Card Number:

Name on card: _____

Signature: _____



APPLICATION FORM FOR FARMREADY REIMBURSEMENT GRANT

INFORMATION TO COMPLETE FORM

COMPLETING THIS FORM

- All questions must be answered to complete the form.
- Completed forms must be submitted at least **five (5) working days** prior to course commencement for processing. You cannot receive a FarmReady reimbursement without receiving pre-approval before the course commences. The applicant is solely responsible for any outlays made before receiving pre-approval.
- A single form for each applicant is required.

LODGING YOUR APPLICATION FORM

Completed Application Forms should be sent by post, fax or email.

Email	admin@farmready.gov.au
Post	The FarmReady Program Administrator ANU Enterprise Pty Ltd The Fulton Muir Building (95) The Australian National University Canberra ACT 0200
Fax	(02) 6103 9098

Payment of the reimbursement grant will be after the successful completion of the training. Incomplete claims or claims missing information may not be eligible for support.

Making a claim after course completion

Payments will be made subject to the submission of the following within **30 days of the course finish date**. Claims for reimbursement made after this date will not be funded.

- Evidence of participant payment: Copy of itemised Tax invoices and receipts for each cost to be claimed:
 - detailing evidence of course payment, course attendance and completion, courses name, location, training date(s) and time, participant contact details
 - for child care provided, including the name of the carer, number of children, date and hours, rate and total cost
 - for travel, accommodation and meal claims,

Participants should keep a copy of all receipts for their own records

- Evidence of course completion (eg. Certificate of Attainment)
- Fully completed Claim for Reimbursement and Course Review Form.

For more information,

Visit the FarmReady website <http://www.farmready.gov.au>, or
Email the Program Administrator on admin@farmready.gov.au, or
Call the Program Administrator on 1800 087 670.

THIS PAGE IS FOR INFORMATION ONLY



APPLICATION FORM FOR FARMREADY REIMBURSEMENT GRANT

(All questions must be answered in order to complete the application)

SECTION 1: APPLICANT DETAILS *(this is the individual attending the course)*

GIVEN NAME	SURNAME	DATE OF BIRTH
		/ /

Have you already claimed a FarmReady Reimbursement Grant in this financial year?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If YES, please provide your FarmReady Participant ID number (if known):	FRA	
Are you an employee of the Commonwealth, State or local government departments and agencies involved in primary production, fishing or forestry?	<input type="checkbox"/> Yes	<input type="checkbox"/> No

RESIDENTIAL ADDRESS

Street Address		
Town	State	Postcode

POSTAL ADDRESS *(if same as Residential Address, write 'AS ABOVE')*

Street Address		
Town	State	Postcode

CONTACT DETAILS

Telephone:	Facsimile:
Email:	

PRIMARY PRODUCTION DETAILS

Business Trading Name:	
ABN:	GST Registered? Yes <input type="checkbox"/> No <input type="checkbox"/>
What is the major activity of your farm/fishing/forestry enterprise? (select ONE only) <input type="checkbox"/> Fruit <input type="checkbox"/> Vegetables <input type="checkbox"/> Grain <input type="checkbox"/> Grain/Sheep/Beef <input type="checkbox"/> Sheep/Beef <input type="checkbox"/> Sheep <input type="checkbox"/> Beef <input type="checkbox"/> Dairy <input type="checkbox"/> Aquaculture <input type="checkbox"/> Viticulture <input type="checkbox"/> Pigs <input type="checkbox"/> Poultry <input type="checkbox"/> Cotton <input type="checkbox"/> Sugar <input type="checkbox"/> Forestry <input type="checkbox"/> Other Livestock <input type="checkbox"/> Wild Game Harvesting <input type="checkbox"/> Wild Catch Fishing <input type="checkbox"/> Plant Nurseries and Cut Flowers <input type="checkbox"/> Other _____	
What is your relationship to the business owner? (select ONE only) <small>Indigenous land managers do not need to complete this section)</small> <input type="checkbox"/> Self <input type="checkbox"/> Partner <input type="checkbox"/> Immediate family member <input type="checkbox"/> Shareperson <input type="checkbox"/> Manager <input type="checkbox"/> Assistant manager <input type="checkbox"/> Human resource/personnel manager <input type="checkbox"/> Office manager <input type="checkbox"/> Head stockman <input type="checkbox"/> Farm overseer <input type="checkbox"/> Other _____	
What is the size of this property? <small>(Not applicable to fishers, foresters or wild game harvesters)</small>	
	_____ Ha

(All questions must be answered in order to complete the application)

SECTION 2: COURSE DETAILS

Approved FarmReady courses are listed on <http://www.farmready.gov.au>

Have you previously attended this course within the last four (4) years? Yes No

Course Name:			
FarmReady Course Number:			
Course Start date:	/ /	Course Start time:	
Course Finish date:	/ /	Course Finish time:	
Course Location (nearest town):		Course Location (postcode):	

What is the amount you expect to claim attending this course?

Item	Amount (\$)	Notes
Course cost		Course fees will be reimbursed up to a maximum of \$1,500 per person per financial year
Associated reasonable costs		Associated reasonable costs (inc travel and childcare) will be reimbursed up to a maximum of \$500 per person per financial year. Associated reasonable costs can only be claimed in conjunction with a course cost. Refer to the FarmReady Guidelines and the "Claim For Reimbursement and Course Review Form" to verify which associated reimbursable costs (travel costs) are eligible to claim.

AUTHORISATION / DECLARATION OF APPLICANT

I declare that: *(tick as appropriate)*

- I am a **primary producer** – defined as a person who is an owner/operator, immediate family member of the owner, or in a management position¹ of a primary production enterprise (farming, fishing and forestry) as determined by the Australian Taxation Office. The enterprise has an Australian Business Number (ABN);

OR

- I am an **Indigenous land manager** - defined as those involved in the management decisions for Indigenous lands that are zoned for rural purposes, or outside existing control plan areas, if the land is owned, managed, controlled or operated by an Indigenous community, corporation or trust; or an Aborigine or Torres Strait Islander.

I acknowledge that:

- The information provided about the participants referred to in this application is held and dealt with in accordance with the Information Privacy Principles under the Privacy Act 1988 and will only be used for the purposes of this application and the administration of the FarmReady program;
- I can gain access to personal information which is held about me, except in certain circumstances specified in legislation;
- Failing to provide some or all of the information required may result in this application not being processed or approved.
- The information given in this application is true and correct.
- I agree to provide such supplementary information as may be requested and authorise the department to obtain any further information from the training provider.
- The amount I am claiming is accurate and will not result in a material gain to me or my employer. In addition, I declare that should I receive any other form of financial assistance to attend this training activity, this will be detailed in my Claim for Reimbursement and that in total with the FarmReady reimbursement, these funds will not exceed the cost of the course.
- I agree to participate in follow up surveys or case studies if requested at the completion of this training activity.

Signature:

(or type name if submitting electronically) _____

Date: _____

***Disclaimer:** The Commonwealth of Australia and the Training Provider accept no responsibility for any loss or injury to any person as a result of undertaking the course or their involvement with the Training Provider or them acting or refraining from acting on any outcomes from the course. Applicants should discuss any insurance concerns directly with their chosen Training Provider.*

¹ 'Management positions' include, but not limited to, assistant managers, human resource/personnel managers, office managers, head stockmen and farm overseers.