



Background

Professional and personal development is an important ingredient for business improvement and innovation. Devine Agribusiness has been assisting primary producers to upgrade their skills in core areas through the delivery of relevant training courses for over 15 years. Our courses focus on equipping managers to practically meet an identified need in their business, and to identify and maximise opportunities.

We are currently delivering a number of practical training courses addressing some of the key business management challenges faced by primary producers today. We also offer courses with a whole farm planning focus. Most of our courses can be delivered on property.

Eligible primary producers can obtain federally funded reimbursement for approved courses through the FarmReady scheme. This may cover up to 100% of the course costs.

Current Training Programs

Developing an Environmental Risk Management Plan

Farmready Approved? ✓

Course overview

This course will enable participants to better manage their property through improved sustainable farm management practices by understanding, identifying and mitigating environmental risks, developing a risk management plan to monitor potential risks, and assessing current land condition to achieve a more sustainable farming enterprise. The key course areas involve the following:

- Understanding climate change at the property level through the analysis of rainfall and climate research both on a state basis and for the specific geographical region and property.
- Analyse the make up of a rural property's resources and describe the benefits in understanding the components of the business and natural resources.
- Identification and recording of natural resource attributes, land condition and management practices on a rural property to be used in a planning context.
- Identification and recording of environmental risks on a rural property and development of a risk management plan to manage identified risks.
- Understand how to review an environmental risk management plan and update on a regular basis.

Application to your business – How to use it

- Assist in meeting government compliance.
- Aid in obtaining grant funding.
- Provides knowledge for farm infrastructure planning.
- Provides awareness of risk zones.
- Helps to focus on environmental risks and how these can be improved to the benefit of the business.
- Property specific and geographically relevant.
- Focused on individual farm businesses as opposed to large groups.
- Delivered on property.

Course overview

Participants will have a sound understanding of the steps required to develop a picture of their current business situation and its resources and enable identification of strengths, weaknesses, opportunities and threats as a stepping stone for overall farm planning. The key course areas involve the following:

- Understanding climate change at the property level through the analysis of rainfall and climate research both on a state basis and for the specific geographical region and property.
- How to analyse historical financial information (Financial Statements) to make planning decisions.
- Identifying and understanding a rural business make up.
- How to identify and record financial, physical, human and intangible components of a farm business.
- How to prepare a situation analysis.
- SWOT (strengths, weaknesses, opportunities and threats) analysis and how to prepare a SWOT.
- The use of the SWOT in effective decision making and planning.

Application to your business – How to use it

- Finance applications and reviews.
- Pre-cursor to succession planning.
- Business planning.
- Business review.
- Profit analysis.
- Grant & concessional loan applications.
- Property development planning.
- Marketing improvement and advertising.

Course overview

This course will enable participants to gain an understanding of the benefits of preparing cashflow projections. Areas of focus include modelling livestock movements, direct, capital & operating expenses, projected income and finance requirements. Through detailed cashflow forecasting participants will be well placed to identify opportunities. The key course areas involve the following:

- Understanding climate change at the property level through the analysis of rainfall and climate research both on a state basis and for the specific geographical region and property.
- Understand how to use historical seasonal analysis to shape cashflow and management decisions.
- Model stockflows, purchases, sales and projected income over the cashflow period.
- Budget operating expenditure requirements over a three year period.
- Calculate requirements for capital and estimate finance servicing obligations.
- Monitor projected cash surplus/deficit, working capital requirements and longer term finance needs.
- How to regularly review and update cashflow projections & analyse expected yields.

Application to your business – How to use it

- Business planning.
- Grant Applications.
- Bank reviews.
- Debt restructuring and finance negotiations.
- Property development planning.
- Modelling the effects of production shifts e.g. move from selling bullocks to weaners with more cows.

Course overview

The FPR (Farm Performance Review) System is a rural business analysis tool which uses your financial and production data to analyse a range of productivity, cost and profitability indicators within your business. It is designed to provide you with information for business appraisal and decision making that is superior to that currently available from traditional sources. The key course areas involve the following:

- Accurately assessing business performance.
- Calculating and monitoring costs of production.
- Improving understanding of what drives profit.
- Comparing enterprises within the business.
- Recording and monitoring trends over time.
- Benchmarking performance against industry and regional indicators.

Application to your business – How to use it

- Provides an objective assessment of true financial and production performance for a given period.
- Identification of the returns from your efforts and where the money has gone for the given period.
- Enables identification of both strong and weak business performance areas.
- Provides a baseline of objective financial and performance indicators to improve from.
- Provides an objective basis for focused strategic planning and improvement.
- Develops a framework to identify, observe, and measure trends in the financial and productive performance of the business.

Course overview

All primary production enterprises rely on natural resources to generate production. Understanding what natural resources are and how primary production interacts with them is important for improving sustainability. Finding a balance between your unique natural resources and making money can be a difficult challenge. Investment into land needs to be well planned and directed if outputs are to be maximised in the long term. The key course areas involve the following:

- Managing for seasonal variability. Understanding climate change at the property level through the analysis of rainfall, pasture growth and climate research both on a state basis and for the specific geographical region and property.
- Using geographical information data sets and high resolution satellite data to define natural resource attributes and extents at a property scale.
- Identifying how existing infrastructure interacts with natural resources.
- Defining and understanding what natural resources are.
- Natural resource management and how management practices influence the utilisation and condition of natural resources at the farm level.
- How to identify and record the natural resource attributes, condition and management practices on a rural property to be used in a planning context.
- Identifying and detailing strengths and weaknesses of current natural resources and their use as a means of developing practical strategies for whole of enterprise improvement.
- Reviewing relevant industry practices and benchmarks for natural resource issues in a primary production context.
- Developing an action plan for prioritising and implementing productive change at the farm level.

Application to your business – How to use it

- Development of detailed property infrastructure mapping.
- Reviewing vegetation status.
- Preparing development permits (e.g. complex PMAV's, thinning permit applications).
- Understanding how to manage mining, petroleum and gas resource development and access.
- Pre-property purchase investigations – Reviewing natural resources and productive capacities, i.e. vegetation status, water, soils, infrastructure, rainfall, pasture cover, development potential.
- Pasture development planning.
- Improving production.
- Strategic infrastructure planning (e.g. planning new fencing and water development).
- NRM grant funding applications (e.g. Reef Rescue, Sustainable Practices).
- Delivered on property.