



# STATE TRAINING CONFERENCE

TORQUAY 2023



## PROGRAM

### WEDNESDAY 15 NOV

9am	<b>Economic Outlook for the Ag Industry</b> A look at market trends, industry challenges and new opportunities in the farming sector	<b>Clare Harper</b> <i>Agribusiness Relationship Manager</i> Rural Bank  <b>James Maxwell</b> <i>Senior Manager - Insights</i> Rural Bank
10am	<b>Decision Making</b> How to best use available information to rural industries for business planning	<b>Cam Nicholson</b> Nikon Rural Services
11am	<b>Gambling Behaviour</b> (Panel Discussion) Gambling in Victoria is a multi million dollar industry with enormous resources to attract new customers. How is it affecting rural communities, what can we do to address addiction, and how do we minimise the fallout?	<b>Courtney Guy</b> <b>Joanne Parker</b> <b>Linda Borner</b> Meli   Anglicare   CAFS  <b>Lucinda Tucker</b> <b>Sarah Muller</b> <i>Financial Counsellor</i> <i>Therapeutic Counsellor</i> Meli   Meli
12:30pm	<b>Lunch</b>	
1pm	<b>Farm Carbon Credits</b> How do they work and what guidance should we be offering our clients?	<b>Cam Nicholson</b> Nikon Rural Services
2pm	<b>Assumptions and Bias</b> Case Study and Discussion	Led by <b>Karen Brady and George Leishman</b>
3:30pm	<b>Year in Review</b> and what lies ahead	Group Discussions





## KEY SPEAKERS

**Clare Harper**

Clare studied at the University of Melbourne where she completed a Bachelor of Agriculture. She went on to work for NAB in Geelong as Agribusiness Manager and more recently as Agribusiness Relationship Manager at Rural Bank in Ballarat.

**James Maxwell**

James is manager of Insights at RuralBank encompassing RB Insights, Australian Crop Forecasters and Profarmer Australia. James is a highly experienced agricultural analyst specialising in grain involving collection, collation and interpretation/ presentation of agricultural industry data including crop forecasting, supply & demand, grain supply chain, local and global pricing analysis.

Insights Publications available here: [ruralbank.com.au/knowledge-and-insights/publications/insights/](https://ruralbank.com.au/knowledge-and-insights/publications/insights/)

**Cam Nicholson**

Cam Nicholson is a partner in Nikon Rural Services, a consulting business near Geelong working with the grazing and cropping industries. He provides consultancy advice to farmers, and lectures on animal and pasture systems at Marcus Oldham College. For the past decade Cam has been advising farmers on carbon farming and the potential opportunities and pitfalls emerging in this space. He and his wife Fiona also run a 400 ha beef and sheep farm on the Bellarine Peninsula.

