

Protecting The Bottom Line

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January 2020



Confidence



Believe in your industry



It starts with you

Be assertive
Stay focused



Invest in yourself



Defining the “Bottom Line”

Put Simply... Anything but Simple

Every farm and family are different

Defining what you need from your farm dictates the following....

Farm Investment / Farm Practices / Farm Budgets/Farm Future



Every Farm is Different



Large grazing platform
Perfect Soil
Up-to-date facilities and infrastructure
Skilled Labour readily available
No farm debt

Ideal!



Every Farm is different



Fragmented grazing platform
Heavy Soil
Infrastructure investment required
Problems in accessing labour
High debt levels

Challenging!



Attitude



Pessimism

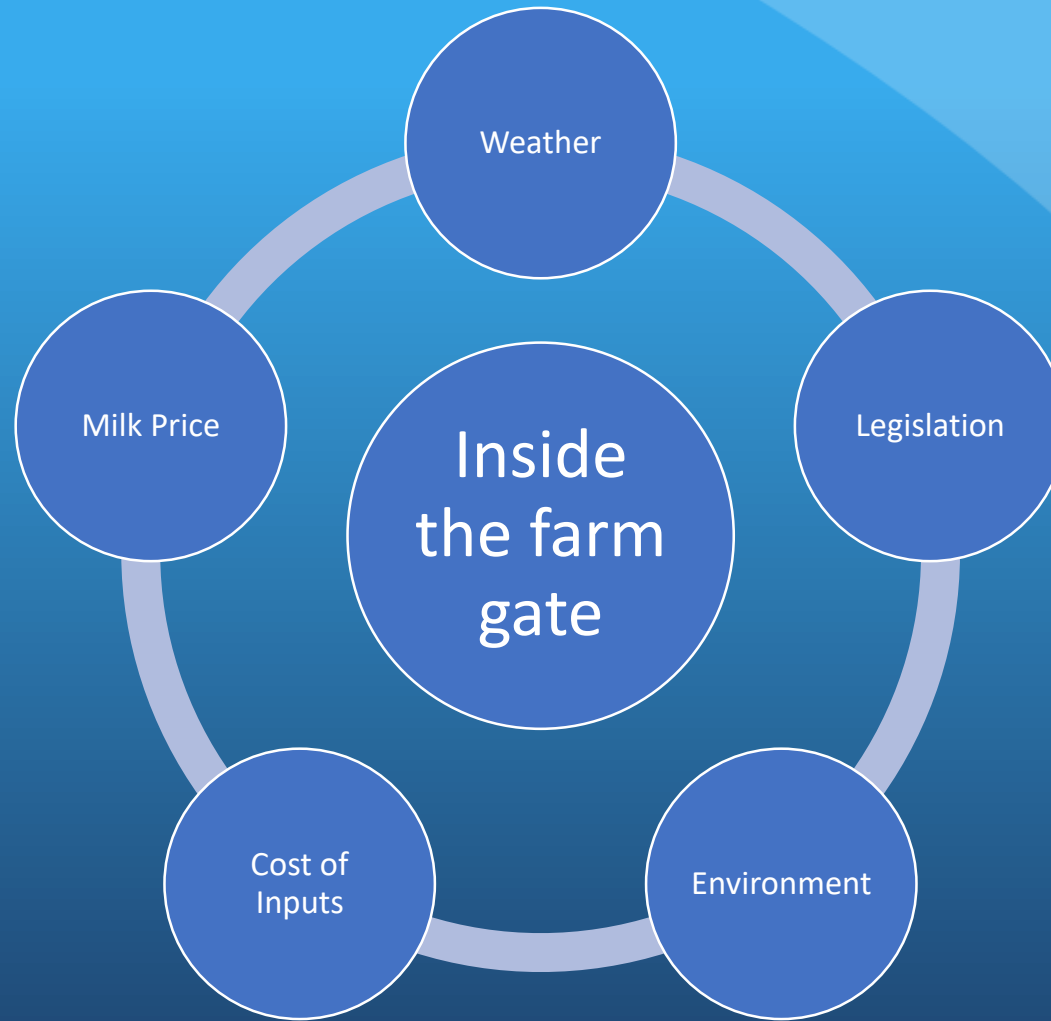


Euphoria

Management Style - Potentially Reactionary



Outside the Farm Gate



Every Solution is Different:

No 'one size fits all'

Distilled approach required

Align with 'relevant' peer

Mentor

Aim for individualized goals



Variable Costs



However.....



Fixed Costs

- Willingness and courage to accept increased fixed costs in pursuit of long term goals & sustainable future



Attitude Post Farming Career



The next generation
Third party collaborations



Retirement



Unfair expectations...



Summary

Confidence required in yourself and the sector

Understanding what you need from your farm

Understand the outside influences and focus on issues you can control within the farm gate

Distill all the information you receive in terms of its relevance to your circumstances

Constantly pushing your farm and stock to the limit may not be the best long-term plan

Courage to accept increases in fixed costs

Attitude!



Thank You

