

### Bus(iness) Tour - Day 1 – Wednesday 28<sup>th</sup> August 2019

Time	Item	Discussion	Focus
8.30am	<b>Bus Departs</b> – Adelaide Hills Convention Centre, Hahndorf for...		
9.00–11.00	<b>Beerenberg Farm</b> (Robert Paech)	Beerenberg Farm - 200 years ago, ancestors George and Anna Paech and their young family emigrated to SA. Settling on land at Hahndorf, they grew fruit and vegetables for a living. Six generations later, the Paech family still farm and live on the property, “The Beerenberg Family Farm”. In 1970, parents, Grant and Carol, made the decision to concentrate on growing strawberries. The first batch of strawberry jam in 1971 was the start of Beerenberg as we know it today, now branching into a tourist destination, manufacturer of the best tasting jams, chutneys, sauces and dressings exporting to 23 countries and employing 55 people – and still 100% family owned.	<ul style="list-style-type: none"> <li>• Enterprise and risk management</li> <li>• How risk started a new venture</li> <li>• Expansion of product lines</li> <li>• Keeping the business as the family business</li> <li>• Value adding Ag products – why?</li> <li>• Marketing and sales – who?</li> </ul>
11.00-11.30	<b>Bus Departs</b> – Beerenberg Farm for Eastbrook Farms, Nairne <a href="https://www.beerenberg.com.au/70/Our-story">https://www.beerenberg.com.au/70/Our-story</a>		
11.30-1:30pm	<b>Eastbrook Farms</b> Samwell & Sons (Leigh Samwell)	Family business established in 1949. Ray’s two sons, Kent and Leigh Samwell joined the business in 1972 and in 1985 the business moved to Mount Barker. In 2019 Eastbrook is still a family managed farm. Brussels sprouts and kalettes and cabbage are grown on properties at Mount Barker (500 acres), Nairne (200 acres), and Langhorne Creek (700 acres). Eastbrook currently supply Australia wide to Aldi, Coles, Adelaide Wholesale Markets and Fresh Wholesale Markets Australia wide, Foodland, IGA and Klose supermarkets.	<ul style="list-style-type: none"> <li>• Maintaining an industry in a peri-urban zone</li> <li>• Growing brussels sprouts to strict specifications</li> <li>• Enterprise specialisation and how to manage risk</li> <li>• Managing Multi-National partnerships</li> <li>• Family roles and responsibilities</li> <li>• Managing 5 full time staff and 30 seasonal casuals</li> </ul>
	<i>Lunch provided...</i>		
1:30-2pm	<b>Bus Departs</b> – Eastbrook Farms for Beston Global Foods (Mozzarella plant, Jervois) <a href="https://bestonglobalfoods.com.au/about-us/company-overview/">https://bestonglobalfoods.com.au/about-us/company-overview/</a>		
2.00-3.30pm	<b>Beston Global Food Company</b> Mozzarella Plant, Jervois	Beston is an ASX listed food, beverage and nutritional company producing premium products across dairy, meat, seafood, health and nutritional sectors. In owning the raw materials, Beston Global Food Company, not only vertically integrate but also aim to provide natural and verifiably safe food and beverages to global markets so that consumers can make healthy choices. Beston owns dairy farms in South East SA and uses its milk to produce mozzarella at its Jervois factory.	<ul style="list-style-type: none"> <li>• Branding and selling a story</li> <li>• Establishing and managing production factory</li> <li>• Integrated supply chain and managing casual staff</li> <li>• Managing shareholders and suppliers – a delicate balance</li> </ul>
3:30-4pm	<b>Bus Departs</b> – Beston Global Foods for Prancing Pony Brewery, Totness <a href="https://prancingponybrewery.com.au/our-story">https://prancingponybrewery.com.au/our-story</a>		
4-6pm	<b>Prancing Pony Brewery</b> Frank Samson and Corrina Steeb	The Ponies at Prancing Pony love beer and proudly operate as an Independent Brewery. Frank and Corrina believe in making beer for people and building a community. In 2015, the brewery relocated to the current day site, with a restaurant as part of the brewery and where all brewery processes can be observed. Known for supporting emerging and performing artists is one way Frank and Corrina connect with their community.	<ul style="list-style-type: none"> <li>• Finding and getting the right people for their team</li> <li>• Branding and selling a story</li> <li>• Living and working our core values (honesty, integrity, independence and community).</li> <li>• Beer tastings</li> </ul>
6pm	<b>Bus Departs</b> – Prancing Pony Brewery for Adelaide Hills Convention Centre, Hahndorf <a href="https://prancingponybrewery.com.au/">https://prancingponybrewery.com.au/</a>		
6.00-9.30	<b>Dinner</b>	<b>Three Gums (at Adelaide Hills Convention Centre) or by yourself in Hahndorf</b>	

## Day 2 – Thursday 29<sup>th</sup> August 2019

Time	Item	Discussion	Focus
8.30-8.45	<b>Registration</b>		
8.45-9.00	Welcome – Clinton Peake (MD ProAdvice)	Welcome & outline of key themes...	
<b>THEME: High Performance families</b>			
9.00-10.30	<b>Jenny Williams</b> (Best On Ground Performance; Psychologist & Master Coach) <i>“High performance families – what we can learn from high performance sport”</i>	Jenny is daughter of Von and Fos Williams (x9 premiership coach of Port Adelaide FC) Williams. Jenny is a SA sportswoman who in her own right represented SA in six sports (lacrosse, indoor lacrosse, touch football, soccer, cricket and Australian rules football). After attaining her Bach degree in Behavioural Science and Master of Psychology, Jenny has gone on the carve out her own career coaching teams, players and coaches including many current day SANFL/AFL players and coaches.	<ul style="list-style-type: none"> <li>• ‘Coachability’ - how do you coach champions, and can everyone become a champion?</li> <li>• The 7 dimensions of the ‘champion star’ (with ‘self’) as central in relationship to family</li> <li>• The practical psychology of getting (family) teams working</li> </ul>
10.30-11.00	<i>Morning Tea</i>		
11.00-12.00	<b>Jenny Williams</b> (Best On Ground Performance; Psychologist & Master Coach) <i>“High performance families – what we can learn from high performance sport”</i>	...in 2015, Jenny wrote her book <i>“Think Prepare Play like a Champion”</i> . Jenny will discuss how she gets people to think like and build them into champions. Along the way, Jenny will give clues to the behaviour, thinking and preparation of champions and how we can make these same choices for our workplaces and families.	<ul style="list-style-type: none"> <li>• Managing destructive people</li> <li>• Practical advice and activities to modify, change and improve behaviour and obtain results</li> </ul>
12.30-1.30	<i>Lunch</i>		
<b>THEME: Technology – perils and pitfalls to manage!</b>			
1.30-3.00	<b>David Gillespie</b> (Author and educator) <i>“Teen Brain – what we need to know to thrive in today’s screen epidemic”</i>	David Gillespie is a lawyer and the best-selling author of <i>Sweet Poison</i> , a book about how sugar is poison, addictive and the food industry knows it (ProNet National 2013). David has a thirst for delving into and finding the facts behind myths. His latest book - <i>“Teen Brain”</i> – outlines how screens are making us depressed and what we can do about it.	<ul style="list-style-type: none"> <li>• The undeniable facts of what computer screens are doing to us all...</li> <li>• What we can do to gain back control</li> </ul>
3.00-3.30	<i>Afternoon Tea</i>		
<b>THEME: Technology for your businesses – what to get excited about!</b>			
3.30-4.15	<b>Rick Llewellyn (CSIRO)</b> (Group Leader, Integrated Agricultural Systems, WAITE Institute, Adelaide) <i>“Virtual fencing/herding – a game changer for Ag – when and what cost?”</i>	Rick Llewellyn is a farming systems scientist and Research Group Leader based at the Waite Campus in Adelaide. With ‘virtual technology’ here for cattle now, Rick is currently leading a project (in partnership with Agersens eShepherd) that is developing virtual fencing technology for sheep for application on mixed farms.	<ul style="list-style-type: none"> <li>• How does virtual fencing technology work?</li> <li>• Commercial application for farm businesses – when, how much?</li> </ul>
4.15-5.00	<b>Daniel Hayes (In2It)</b> <i>“Internet Connectivity and uses in Rural Australia (incl remote water sensing)”</i>	In their Naracoorte, SA based business, brothers Daniel & Mike Hayes work out how to get rural clients connected to fast broadband NBN that assists business productivity, efficiencies and households.	<ul style="list-style-type: none"> <li>• Tips to get fast internet speed</li> <li>• Examples of business applications with fast speeds – remote water sensing</li> </ul>

## ProNet National Conference Agenda

5.00-5.30pm	<p><b>Dr Wayne Pitchford (Adel University)</b> (Professor of Animal Breeding &amp; Genetics, School of Animal &amp; Veterinary Science, Adelaide University)</p> <p><i>“Genetic technologies for commercial graziers – what’s here today and on the horizon”</i></p>	<p>Professor Wayne Pitchford’s primary interest has been in genetics and genomics where he has focused on maternal productivity, feed efficiency, carcass and meat quality. Wayne will inform us about genetic technologies available now and in the near future as well as entertain and make genetics understandable to the lay person.</p>	<ul style="list-style-type: none"> <li>• ‘Genetic tools’ available to improve livestock productivity</li> <li>• What’s on the ‘genetic horizon’ for producers?</li> <li>• The commercial future for new horizon genetic tools?</li> </ul>
6.00	<p><b>Pre-Dinner Drinks (and a bit of German culture)</b></p>	<p>at The German Arms Hotel (Main Street, Hahndorf)</p>	<ul style="list-style-type: none"> <li>• Have a few drinks on ProAdvice!</li> </ul>
6.30-9.30	<p><b>Dinner</b></p>	<p>at The German Arms Hotel (Main Street, Hahndorf)</p>	<ul style="list-style-type: none"> <li>• Socialise and network over dinner</li> </ul>

### Day 3 – Friday 30<sup>th</sup> August 2019

Time	Item	Discussion	Focus
7.45-8.00	Registration		
<b>THEME: Opportunities ahead with future pricing and value of some key business resources</b>			
8.00 – 9.00	<b>Matt Dalgleish</b> (Mecardo) <b>“Commodity price update - wool, beef, lamb and grains”</b>	Matt is part of the Mecardo team that brings objective marketing intelligence to producers Australia wide. Matt will provide us with the commodity price trends and some longer term projections and introduce us to the signals to look out for that may bring about a reversal of pricing trends	<ul style="list-style-type: none"> <li>• Current Ag commodity trends</li> <li>• The drivers behind current commodity price trends</li> <li>• Commodity pricing opportunities</li> </ul>
9.00 – 10.30	<b>Will Gurry</b> (Director and Head of Agribusiness Valuations, Jones Lang LaSalle – rural land valuers) <b>“Current and future drivers of rural land/water values”</b>	Will Gurry is part of Australia's largest property services firm, Jones Lang LaSalle based in Adelaide. JLL provides rural valuations across South Eastern Australia with a presence in NSW, VIC and SA. Will's specific expertise is in broad hectare livestock and cropping properties, large forestry portfolios, acquisition/compensation matters and grain receival/processing assets.	<ul style="list-style-type: none"> <li>• Rural land and water value trends</li> <li>• What are the current drivers of land values?</li> <li>• What effect will low interest rates, foreign capital have on future land and water values?</li> </ul>
10.30-11.00	Morning Tea		
<b>THEME: Managing change positively...</b>			
11.00-12.30	<b>Allan Parker</b> Peak Performance <b>“Negotiating change and partnerships”</b>	Back by popular demand is Allan Parker – MD of Peak Performance Development Pty Ltd, a consultancy company that operates both in Australia and overseas in the areas of Organisational Change Facilitation, Training and Dispute Management. Allan's training expertise includes sales training, facilitation skills, negotiation and mediation skills, and management development.	<ul style="list-style-type: none"> <li>• The critical skills and success factors in change and leadership?</li> <li>• Introducing a brand new approach to negotiating better outcomes for your business...</li> <li>• Having considered conversations that prevent, or resolve, complex situations with +ve outcomes</li> </ul>
12.30-1.30	Lunch		
1.30 – 2.30	<b>Allan Parker</b> Peak Performance Development <b>“Negotiating change and partnerships”</b>	Currently, the two most talked about dynamics in the world of business are creating productive change and leading people easily and collaboratively through that change. Allan will lead us on a journey to assist us to see how Change, Leadership, Negotiation and Conversation are one activity not four.	<ul style="list-style-type: none"> <li>• Becoming an industry leader and effectively advocating for the future of your business</li> <li>• Stimulating a new understanding of conflict management and resolution</li> <li>• Working within a framework from tradition to co-creation and innovation</li> </ul>
2.30-2.45	<b>Chris Scheid, ProAdvice</b> Wrap up	Feedback on event and ideas for next time.	<ul style="list-style-type: none"> <li>• Ensuring ProNet matches clients' needs</li> </ul>
2.45-3.00	Afternoon Tea	Grab a coffee and a muffin for the trip back to the airport	<ul style="list-style-type: none"> <li>• Thank you for attending</li> <li>• Goodbye and travel home safely ☺</li> </ul>