

HEADLANDS AGRI BUSINESS CONFERENCE

PREPARING ELITE DAIRY BUSINESSES FOR THE NEXT DECADE AND BEYOND

2021

Venue: Copthorne Hotel and Resort Bay of Islands

TELETYPE





Optional Study Tour

HEADLANDS 2020 FARM TOUR

Venue: Copthorne Hotel and Resort Bay of Islands

Time	Agenda	Presenter
TBC	Travel to the farm from hotel by bus	-
TBC	<ul style="list-style-type: none">• Farm visit to Okaihau Pastoral Holdings Ltd• Supreme Winner DBOY19• 1,180 cows• ROC 11.3%• Operating Profit Margin 41.4%	Facilitator – David Densley Introduction to the farm – Okaihau Consultant overview – Paul Martin
TBC	Travel back to hotel by bus	-

TEMPORARY



Preparing Elite Dairy Businesses for the Next Decade and Beyond – DAY ONE

Day One – Date to be confirmed		
Time	Topic	Presenter
8:40am	Formal welcome Introduction to the days programme	Warren Morritt Headlands MC
Theme: What's Happening in the World of Dairying		
8:45am	Global trends in dairy farming over the next decade	
9:30am	Global consumer trends over the next decade & its potential impact on the Australasian dairy industry	
10:10am	Morning tea in trade hall	
Theme: Preparing for the future - dairy farming in Australasia in 2030		
10:50am	Expectations and banking trends from rural lending institutions in the future	
11:35am	What might we expect with climate change over the next decade	
12:10pm	To be finalised	
12:35pm	Lunch in trade hall	
Theme: Breakout Sessions – staying Ahead of the Game		
1:30pm Breakout Session 1 (choose one)		
	Income diversification & off farm investment strategy	
	The future of management - leading for success in the next decade and beyond	
	Managing animal nutrition in a changing world	
	Governance, strategy & vision planning – why this is important to your business	
2:25pm Breakout Session 2 (choose one)		
	Income diversification & off farm investment strategy	
	The future of management - leading for success in the next decade and beyond	
	Managing animal nutrition in a changing world	
	Governance, strategy & vision planning – why this is important to your business	
3:20pm	Afternoon tea in trade hall	
Theme: Topics & technologies to help develop and maintain a resilient business		
4:10pm	The importance of benchmarking and analysing business metrics for elite businesses	Fiona Smith
4:50pm	Looming technologies that will assist in optimising business performance	To be finalised
5:30pm	Day 1 Wrap up	Headlands MC
5:40pm	Free time	
7:00pm	Conference dinner & drinks - Guest speaker	

Preparing Elite Dairy Businesses for the Next Decade and Beyond – DAY TWO

Day Two – Date TBC		
Time	Topic	Presenter
8:40am	Outline of the days program	Headlands MC
Theme: How resilient is your business - an overview & assessment of the groups physical & financial performance		
8:45am	Summary & benchmarking of the groups physical & financial KPIs	Fiona Smith & Karl Jeffery
	Breakout group workshops – a deep dive and analysis of the numbers in more detail to help prepare for the future	Group
	Breakout group presentation on the respective business operations strengths & opportunities for improving resilience	
	The essential take home messages	
10:30am	Morning tea in trade hall	
Theme: Key attributes of profitable & sustainable dairy businesses of the future – part 1		
11:15am	Dairying and the environment – preparing for the future	
11:55am	Looking back to go forward – learning from the past to improve the future	
12:35pm	Lunch in trade hall	
Theme: Key attributes of profitable & sustainable dairy businesses of the future – part 2		
1:45pm	A look into the future of pasture based dairy farming	
2:20pm	Preparing for the next decade – our panel’s response to questions from conference attendees ¹	Technology Future pasture & farm systems Environment Fiona Smith Milk Company - Milk Company – Dairy Industry
3:10pm	Afternoon tea in trade hall & depart	

¹ Questions for the group from Postit notes (questions for the group discussion submitted during break sessions)