



**Rabobank**

*Media release  
June 7, 2011*

## ***Lucerne Australia to host Business Skills Day***

Rabobank in partnership with Lucerne Australia are holding a Business Skills Day on Wednesday June 22 at the Keith Institute in the South East of the state, encouraging local farmers to build knowledge around the management of their enterprises.

Rabobank branch manager for Adelaide Frank Young says the event is an ideal way for local growers, some of which are Lucerne Australia members, to share ideas and learn more about certain industry developments and trends.

“This day will provide Lucerne Australia members and Rabobank clients with a good opportunity to gain knowledge into business operations, financial management and strategies, and analyse tools that will assist in developing their business skills,” Mr Young says.

“As a specialist in agribusiness banking, Rabobank places a strong emphasis on knowledge that will help Australia’s farmers keep ahead of the trends and take advantage of new technologies and practices in their respective industries.”

“Its during days like this where the farming community can get together, learn some more about how their businesses can develop and catch up with a few familiar faces in a social environment.”

Rabobank has a long-term partnership with Lucerne Australia, supporting the many grower members in the largest small-seed producing area in the Southern Hemisphere.

Mr Young said the support of the growers in this industry is incredibly important to the economy of the area.

The afternoon will feature five key speakers covering a range of topics including director of Business Advisory William Buck Chartered Accountants & Business Advisors Martin Hill who will discuss ‘Business structures for your farm business’. Victorian dairy and beef farmer Lachlan Sutherland will also present on ‘An increase in profits – but not inputs?’.

Mr Young will discuss the relationship between personal and professional skills.

“Its important that farmers are across their business management techniques – from a personal perspective such as leadership skills, and the way this can affect how a business is run, as well as the financial performance aspects and how to manage profits in the long run,” he said.

“All of these things combine and contribute to having the ability to run a successful enterprise.”

Additionally, Lucerne Australia Executive Member Warwick Thorpe will highlight the ‘Profitability of lucerne’ with an industry-first cost of production template for lucerne growers.

The day will conclude with a briefing by Paul Lynch of Hostsafeco who will cover O.H.&S obligations for farming.



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For more information on the event please contact Rabobank Adelaide on (08) 8124 2300.

The world's leading food and agribusiness bank, Rabobank is one of Australia and New Zealand's largest rural banks and a major provider of corporate financial services to the region's food and agribusiness sector. To find out more about its products and services, visit the Rabobank website: [www.rabobank.com.au](http://www.rabobank.com.au).

**Rabobank Australia & New Zealand is a part of the international Rabobank Group, the world's leading specialist in food and agribusiness banking. Rabobank has more than 110 years' experience providing customised banking and finance solutions to businesses involved in all aspects of food and agribusiness. Rabobank is structured as a cooperative and operates in 48 countries, servicing the needs of approximately 10 million clients worldwide through a network of close to 1600 offices and branches. Rabobank Australia & New Zealand is one of Australasia's leading rural lenders and a significant provider of business and corporate banking and financial services to the region's food and agribusiness sector. The bank has 91 branches throughout Australia and New Zealand.**

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