

CAPABILITY STATEMENT

Patrick Redden



**General Manager
Farm Business Services**

CONTACT DETAILS

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QUALIFICATIONS

- Graduate, Company Directors Course, AICD
- Professional Management Program
- Post Graduate Certificate in Climate Change in Agriculture
- Bachelor of Agricultural Science

PROFESSIONAL ASSOCIATIONS

- Independent Agricultural Consultants Group, SA
- Ag Institute Australia
- Society for Precision Agriculture Australia

COMMITTEES OR BOARDS

- Director, Pinion Advisory

Patrick is General Manager of Farm Business Services and is responsible for ensuring that our services create value at the farm gate. He has strong technical skills in broadacre agronomy and grain production and works with clients across South Australia to improve the profitability of their cropping enterprise.

Patrick brings a whole of business approach to consulting and enjoys working with farming families through an advisory board process to address challenges including succession, growth, and managing people.

As well as individual client work, Patrick has led and been involved in numerous industry research and extension projects in areas such as precision agriculture, greenhouse emissions, and farm profitability.

Patrick is passionate about the rural community and helping rural businesses to succeed.

Areas of expertise

- Technical agronomy service delivery
- Farm business management
- Business planning
- Benchmarking
- Process facilitation with clients
- Extension of project results
- Advisory board delivery
- Mentoring and development of capacity

Professional experience

- Pinion Advisory (Rural Directions Pty Ltd) – Agribusiness Consultant, General Manager – Farm Business Services, 2004-present

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Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Farm business advisory services for individual clients	Support clients to identify and develop actions to improve business performance, including business analysis and process facilitation	Various farm business clients	2005-ongoing
Agronomic service delivery	Provide one on one client advice to ensure robust, practical and profitable agronomic strategies in place	Various farm business clients	2005-ongoing
Assessing the Economic Benefits of Precision Agriculture Tools for the Southern Region	Project leader. Assess, analyse and explore the ways that precision agriculture can improve profitability in Southern Region grain farming businesses	GRDC	2018-2020
Integration of Technical Information and Profit Drivers	Project deliverer. Substantial national benchmarking and profit analysis project across all grain growing regions to identify profit opportunities for farmers	GRDC	2013-2016
Quantifying the Impact of Farm Management on Emissions	Project Leader. Examine the impact of different farming operations and systems on greenhouse emissions in the lower north of SA	DAFF	2009-2012