

# LEASING AND SHARE FARMING



## from both sides of the fence

### workshop overview

As a result of on going adjustment, many farming businesses are being presented with share farming and leasing opportunities. For some farm managers, leasing and share farming is a valid mechanism to increase the viability and stability of their business within an appropriate risk profile. However, the success of a leasing or share farming deal lies in how the arrangement has been structured. A well structured deal will provide enhanced risk management capacity for the business, however if the deal is not structured appropriately, such a strategy can increase business risk.

This workshop aims to introduce:

- Leasing and share farming business models
- Valuation methodologies for both cropping and grazing land
- Lease and share farming risks to be managed
- The strengths and weaknesses of different business models
- Guidelines for best practice proposal writing, forming agreements and participating in annual reviews to support leasing and share farming arrangements

### who should attend?

This workshop is ideally suited to farmers who have been presented with an opportunity to expand their business through leasing or share farming and do not know where to start. This workshop is also suited to farmers looking to lease or have their property share farmed.

### benefits for you and your business

If structured appropriately, leasing and share farming deals will have a positive impact on the equity return of your farm business.

You will be able to confidently assess, execute and manage leasing and share farming opportunities and integrate this within your existing business.

You will gain confidence in writing professional proposals for lease or share farming opportunities and be better equipped to establish effective lease or share farming agreements and supporting systems such as an annual review process.

“Very beneficial, a must do if considering leasing and share farming”  
Greg Twelftree, Minlaton SA

#### INVESTMENT

\$550 per business  
GST inc (up to 2 participants,  
\$165/person for additional participants)

*morning tea and lunch provided*

#### DURATION

1 Day  
9am – 5pm

#### WORKSHOP DATES

25 February 2021, Keith  
1 March 2021, Clare  
3 March 2021, Cummins  
4 March 2021, Cleve

# LEASING AND SHARE FARMING



## from both sides of the fence

### what will I learn?

During this workshop you will learn:

- How to structure various leasing and share farming deals
- How to apply different valuation methodologies to a deal on offer
- How to recognise common pitfalls and risks associated with leasing and share farming
- How to assess the financial impact of leasing and share farming on their current business
- How to implement a best practice approach to client relationship management
- Understand the key elements required to write a first class proposal
- Understand the underlying concepts and principles that should be applied when developing leasing and share farming agreements

### why you should attend a workshop delivered by Pinion Advisory?

Consulting in the same areas we deliver training provides you with confidence in our capacity to deliver business management training.



The deliverers of this workshop include Henry Treloar (above left) and Royce Pitchford (above right).

Our training workshops are practical, relevant and delivered in a way that allows effective implementation into your own business.

To register call 1300 746 466, email [admin@pinionadvisory.com](mailto:admin@pinionadvisory.com)  
or visit [www.pinionadvisory.com/events](http://www.pinionadvisory.com/events)