

# PROGRAM

NORTHERN TERRITORY CATTLEMEN'S ASSOCIATION

# 32ND ANNUAL CONFERENCE

Alice Springs Convention Centre | 2016 | Hosted by the NTCA Barkly Branch



## "The Business of Balance"

The business of balance plays a crucial role in the lives of all Territorians, especially the men and women of the Northern Territory cattle industry.

Achieving balance is fundamental in the dynamic of everyday pastoral life.

Northern Territory pastoralists and their families manage a herd of some 2.1 million head of cattle, an area of the rangeland in excess of 650,000km<sup>2</sup> and are a major contributor to the Northern Territory economy.

With significant economic, environmental, and social responsibility, finding a balance is critical to the long term viability of individual businesses and the industry.

The NTCA's 32nd Annual Industry Conference, themed "The Business of Balance", will challenge delegates to consider the balance of investment in the pastoral industry, asking "who owns the farm and does it matter?" Is it foreign or private investment, corporate or family ownership?

An international expert will discuss the balance between the long term security of our natural resources and the economic opportunities shared between the pastoral and energy sectors.

Has the Northern Territory got the co-existence framework to enable this?

Recent Free Trade Agreements and global beef demand has provided unprecedented market options for Australian beef and cattle. Producers will be given the opportunity to consider their options and balance their production models with existing and future markets such as e-commerce.

The 32nd Northern Territory Cattlemen's Association Annual General Meeting, Industry Conference and Gala Dinner, proudly hosted by the NTCA Barkly Branch in Alice Springs, promises once again to be the premier industry conference in Northern Australia.

## KEY DATES & TIMES

### Thursday 17 March

11:00am NTCA and Northern Stock Water Ladies Luncheon

3:30pm NTCA Annual General Meeting  
MEMBERS ONLY

5:30pm NTCA and Pioneer Water Tanks Welcome Drinks

### Friday 18 March

7:30am 32nd NTCA Annual Industry Conference

6:30pm NTCA and Elders Gala Dinner



# PROGRAM

## Thursday 17<sup>th</sup> March

<b>11:00AM</b>	NTCA & Northern Stock Water <b>Ladies Luncheon</b>	<b>Tali Restaurant</b> Lasseters Casino
<b>3:30PM</b>	NTCA Annual General Meeting (members only)	<b>Alice Springs Convention Centre</b>
<b>5:30PM</b>	NTCA & Pioneer Water Tanks <b>Welcome Drinks</b>	<b>Courtyard</b> Alice Springs Convention Centre

## Friday 18<sup>th</sup> March

### SESSION 1 - Welcome Address

<b>7:30AM</b>	REGISTRATION	<b>Reception</b> Alice Springs Convention Centre
<b>8:00AM</b>	PRESIDENTIAL ADDRESS	<b>Tom Stockwell</b> NTCA President
<b>8:30AM</b>	OPENING ADDRESS	<b>His Honour the Administrator</b> Mr John Hardy

### SESSION 2 - Trade & Investment

<b>8:45AM</b>	<b>Foreign Investment:</b> Who owns the farm and does it matter? The balance between family, corporate, and foreign ownership.	<b>David Williams</b> Managing Director, Kidder Williams
<b>9:15AM</b>	<b>Free Trade Agreements:</b> More Aussie on global plates. Balancing our customer demands...can we achieve it?	<b>Angus Gidley-Baird</b> Senior Analyst, Rabobank
<b>9:45AM</b>	Ministerial Address <b>The Importance of Trade.</b> Consistency and moving forward.	<b>Hon. Gary Higgins MLA</b> Minister for Primary Industry and Fisheries

**10:15AM** QUESTION TIME

**10:30AM - BREAK - MORNING TEA**



# PROGRAM

## SESSION 3 - Natural Resource Security

11:00AM

**The balance between petroleum resource development and pastoral industry sustainability.** Is the regulatory framework in the NT robust enough to accommodate co-existence?

**Dr Tina Hunter**  
Reader in Energy Law,  
University of Aberdeen  
(Scotland)

11:30AM

**Avoiding conflict:** lessons learnt in the East.

**John Cotter**  
Chairman,  
Gasfields Commission  
Queensland

## 12:00PM PANEL SESSION - Is the Balance Right?

### Panel Members:

CHAIR: Matt Linnegar - Chief Executive, Australian Rural Leadership Foundation  
Ron Kelly - Chief Executive, NT Department of Mines and Energy  
Dr Tina Hunter - Reader in Energy Law – University of Aberdeen (Scotland)  
John Cotter - Chairman, Gasfields Commission Queensland  
Jimmy Cocking - Director, Arid Lands Environment Centre

## 12:30PM - BREAK - LUNCH

1:30PM

**E-commerce – Digital beef road to China:** 100 million customers at the click of a mouse.

**James Campbell**  
CEO, Sanger Australia

2:00PM

**Global Beef Position:** Emerging Trends

**Richard Norton**  
Managing Director, MLA

2:30PM

**Harnessing the Future:** merging new ideas with established practice.

**Jill Rigney**  
The Right Mind

3:00PM

**Future NTCA**  
2016 recipients announced

**Tom Ryan**  
NTCA

## 3:15PM - BREAK - AFTERNOON TEA

## 3:30PM PANEL SESSION - Industry Matters

An opportunity to engage with State and National leaders of industry; panel members include representatives from Peak Industry Bodies and Meat and Livestock Australia.

4:15PM

**OFFICIAL CLOSE** of NTCA 32nd Annual Industry Conference

**The Hon. Adam Giles**  
Chief Minister of the NT

6:30PM

NTCA & Elders Gala Dinner

**Helipad @ DoubleTree by Hilton**, 82 Barrett Dve

# SPEAKERS



## **David Williams** - Managing Director, Kidder Williams

David is Managing Director of the Investment Bank Kidder Williams Ltd, which specialises in mergers, acquisitions and capital raisings in agriculture, food and beverages.

He has advised many of Australia's largest aquaculture, dairy, almond, sugar, grain, fruit and fertilizer companies, being well known as long-time corporate advisor to Bega Cheese.

David is not just an adviser; he bought the bankrupt salmon producer Tassal for \$42m, turning the business around to create Australia's largest aquaculture company now capitalised at nearly \$800 million.

He is also one of the largest owners of water in Tasmania. When the Tasmanian irrigation system faltered through lack of farmer interest he bought all the remaining water to allow the scheme to progress.



## **Angus Gidley-Baird** - Senior Analyst, Raboank

Angus is a senior analyst, responsible for research and analysis on the local and global animal proteins sectors, with Rabobank's Food & Agribusiness Research and Advisory team.

This team is charged with analysing developments in food and agricultural markets and industries, and advising the bank and its clients on strategic implications for their businesses.

Angus formerly held roles at NSW Farmers Association, including policy director for Economics and Livestock, giving him a wide exposure to Australian farming operations and issues including policy development.

He holds an honour degree in Agricultural Economics from the University of Sydney, with majors in Agricultural Economics and Marketing. He also holds a masters in Accounting from Curtin University in Western Australia.



## **Dr Tina Hunter** - Reader in Energy Law, University of Aberdeen

Dr Hunter is the Co-Director of the *Aberdeen University Centre for Energy Law* (AUCEL) and the Associate Professor in Energy Law at the University of Aberdeen.

She teaches and researches in the UK, Australia, Norway, Canada, the USA and Iceland in the area of national and international petroleum law, resources law in the Arctic and shale gas law.

Her expertise in the regulating of petroleum activities has been sought by many governments. She has analysed petroleum laws in numerous jurisdictions, drafted legislation and consulted to governments, industry groups and NGO's worldwide.

Dr Hunter is a member of the EU's *European Science and Technology Network on Hydrocarbon Extraction* and was previously a member of the *South Australian Roundtable for Unconventional Gas Projects*, and the working group for the *Queensland Modernising Queensland Resources Acts Program*.



## **John Cotter** - Chairman, Gasfields Commission Qld

John Cotter, Chairman of GasFields Commission Queensland works with his fellow Commissioners to manage and improve sustainable coexistence among rural landholders, regional communities and the onshore gas industry in Queensland.

Mr Cotter is a landholder and beef producer with more than 30 years of experience in rural advocacy. He is a former President of AgForce, the peak rural industry organisation in Queensland and has successfully negotiated the rights of rural property owners in challenging times.

Mr Cotter has a track record of bringing onshore gas company senior executives, landholders, heads of government and advocacy groups to the table and leading open and frank discussions.



# SPEAKERS



## **James Campbell** - CEO, Sanger Australia

James' career spans 15 years in professional services at KPMG and ANZ Banking Group with a consistent specialist focus on agricultural business.

A mobile approach to his career resulted in roles managing Institutional Banking portfolios in New South Wales, Queensland, the Northern Territory, Victoria, and China. James' appointment as CEO of Sanger Australia in August 2015 resulted in his return to Australia after four years based in Shanghai as Head of Agribusiness, China at ANZ. During his time in China, he served 2 terms as a Director of the Australian Chamber of Commerce in Shanghai.

James is a Director of the Australian Meat Processor Corporation and a Councillor on the NSW Export Meatworks (Beef) Processor Council, and the National Export Meatworks (Beef) Processor Council within the Australian Meat Industry Council.



## **Richard Norton** - Managing Director, Meat & Livestock Australia

Richard joined MLA as Managing Director in June 2014. The fifth generation of a beef and sheep farming family from Monaro NSW, he began his working life as a rouseabout and jackaroo. He has spent more than 20 years serving livestock producers as a Stock Agent and Auctioneer across NSW, where he still farms beef.

His drive to see Australian agribusiness thrive has led him to hold various executive positions, including Head of Live Export and International Trade, and Managing Director of Landmark operations Australia. In addition to roles in agribusiness, Richard has held executive positions in retail, manufacturing, logistics and warehousing with Woolworths, Coca Cola, Wesfarmers and Toll Holdings.



## **Jill Rigney** - The Right Mind International

Jill is regarded as a dynamic speaker both in Australia and overseas. Jill and TRM specialise in areas of capacity building for businesses and individuals specifically in the areas of leadership and performance.

She delivers the company's well known Power of Engagement and Leaders Bootcamp programs which have been successfully conducted throughout Australia and South Africa. More recently they have been engaged to write, deliver and train presenters for a specialised program in the US.

With a background in company administration, Jill now specialises in the areas of engagement, self mastery, communications, conflict and negotiation.



## **Matt Linnegar** - Australian Rural Leadership Foundation

The Australian Rural Leadership Foundation is led by Matt Linnegar, who carries years of experience in rural, agricultural and representative roles, and is himself a Fellow of the Australian Rural Leadership Program (ARLP).

Matt joined the Foundation in mid-2014 after a successful three-year period as CEO of the National Farmers' Federation. He brings almost 20 years in agricultural representation – including roles in irrigation, rice, and meat and livestock industries.

He has held an array of roles in leadership and management, including as General Manager, Corporate and Customer Operations at Murrumbidgee Irrigation Ltd and Executive Director, Ricegrower's Association of Australia.

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# Notes...



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Angus Gidley-Baird - @angus\_gb

Richard Norton - @richardnorton\_1

Matt Linnegar - @mattlinnegar

Jill Rigney - @jill\_rigney