



**AUSTRALIAN ASSOCIATION OF
AGRICULTURAL CONSULTANTS**
WESTERN AUSTRALIA INCORPORATED

AAAC(WA) Members Professional Development

Friday 28 May 2021 | 9.30am to 5.00pm

Wembley Golf Club | Swingview Room, 200 The Boulevard, Wembley

PROGRAM

9.30am 9.50am **Registration & Morning Tea**

9.50am 10.20am **AAAC General Meeting**

10.20am 10.30am **Short break before presentations**

10.30am 11.15am **Land Ownership**
*Overview and discussion around appropriate entities for
owning farm land : trusts, companies, individuals,
superfunds | Succession considerations*
Tax Implications
*Capital gains | Capital improvements and depreciation
Passive vs active assets*
*Neil Hooper
Byfields*

11.15am 12.00pm **Legalities of Buying & Selling**
*Offer & acceptance, contract of sale- What are the
legalities?
Obligations of each party | Rules and conventions
Who can act for a client | Role of consultants and other 3rd
parties*
Lease & share farm agreements
*What is a legal agreement | Who can act for the client
Role of consultants*
*Brian McCormack
WA Property Lawyers*

12.00pm 12.30pm **Real estate agents**
*The role of an agent and where can they add value
Methods of buying and selling farm land
Sale by tender and EOI – why?
Engaging a selling and buying agents
How can a consultant add value to the process.*
*Rex Luers
Nutrien Harcourts*

12.30pm 1.30pm **Lunch – 300 Acres Restaurant**

1.30pm	2.00pm	Property Valuers <i>What is the role of a valuer & the process of valuing a farm</i> <i>Valuation vs appraisal – where is each applicable</i> <i>Information that makes a difference to a property's assessed value</i> <i>How can a consultant add value to the process?</i>	<i>David Abel</i> <i>Herron Todd White</i>
2.00pm	2.30pm	Settlement agents <i>Role of a settlement agent</i> <i>What happens at settlement</i> <i>What is recorded and where is the information held</i>	<i>Peter Groom</i> <i>Peter Groom Settlements</i>
2.30pm	3.00pm	A financier's view <i>What goes on behind the scenes at the bank when property is bought and sold</i> <i>The banks valuing process</i> <i>Registering and discharging a mortgage</i>	<i>Sabin Ivey</i> <i>Agrobusiness Manager, ANZ</i>
3.00pm	3.30pm	Comparison of returns and risks of agriculture against other investment classes	<i>Simon Bedbrook</i> <i>Bedbrook McCarthy</i>
3.30pm	5.00pm	Fellowship & Golf Driving Range <i>Enjoy a drink and bring your driver to hit a few balls!</i>	

Members please note 6 CPD points will apply for this PD Day

Member Cost: \$100.00

Register at <https://www.trybooking.com/BQLEN>