

NEWSLETTER TO MEMBERS

February 2010

Professional Development Workshops

The final Professional Development Workshops for 2009 were held in Melbourne on 29 October 2009 and Launceston on 26 November 2009, the evaluations from which were very positive and encouraging for the organisers.

Overall, 44% of attendees of 2009 workshops were non AAAC members thus presenting a potential market for membership.

Having sufficient time during the programme for participant networking has been highlighted in all of the evaluations from 2009 Workshops, and this will be taken into account when planning the 2010 Workshops.

The overwhelming requirement is for one day events in each State without a formal dinner.

The preliminary dates for AAAC's Professional Development functions during 2010 are as follows:

| | | |
|----------|------------------|----------------|
| Thursday | 25 March 2010 | Dubbo NSW |
| Thursday | 13 May 2010 | Melbourne VIC |
| Thursday | 29 July 2010 | Adelaide SA |
| Thursday | 12 August 2010 | Launceston TAS |
| Thursday | 2 September 2010 | Brisbane QLD |

New 2009 Members

The Executive would like to welcome the following new members to AAAC during 2009:

- Doris Blaesing
- Yasmin Calmers
- James Crawford
- Warwick Date
- Angus Drummond
- Paul Groves
- Robert Hillier
- Joe Lane
- Adrian Loschiavo
- Keith Pengilly
- Brice Roeger

It is hoped that these new members will participate in the Professional Development programmes and other events organised by AAAC for its members.

AAAC Annual Meeting

The 2010 Annual Meeting of AAAC will be held in conjunction with the workshop in Dubbo NSW on Thursday 25 March 2010.

Information relating to election of President and Executive Committee members has been included in the email with this Newsletter.

John Maynard of Devonport TAS, a member of the Executive Committee and Membership Subcommittee for several years, plus the primary organiser of the Professional Development function in Tasmania for the past three years has decided to not seek re-election to the position.

The Executive would like to sincerely thank John for his years of service to AAAC.

Agribusiness Contact Database

The Grains Research & Development Corporation (GRDC) currently has a project to improve 2-way flow of information with agribusiness. It has established a National Agribusiness Reference Group (NARG) and also a number of regional groups (RARGs). AAAC is represented and involved at both levels.

GRDC generates a lot of information, and often consultants are not aware of the information or are too busy to go looking for it on the GRDC website. GRDC would like to target individuals' needs more specifically.

To improve information flow, the NARG and GRDC encourages consultants to provide their contact details to GRDC to establish an **agribusiness database**. GRDC will use this database to send information which is relevant and timely to consultants. Ultimately this will benefit the grains industry as a whole.

Consultants can send their contact details (name, address, phone number, mobile number, email address) to subscribers@grdc.com.au and request inclusion in the agribusiness database.

Strategic Planning Workshop

The Executive Committee participated in a Strategic Planning Workshop in Melbourne on 12 January 2010, facilitated by Nigel McGuckian of RM Consulting Group Bendigo VIC. Diana Melham (CEO of AIAST) and Mike Stephens (Principal of MS&A and Board member of AIAST) also participated, for which the AAAC Executive are extremely grateful.

Prior to the Workshop, an on-line survey of AAAC members plus a selection of AIAST members known to be or thought to be consulting, was conducted. The response rate for these surveys was very pleasing and the information gleaned was very valuable to the Workshop.

The main outcomes of the planning day are as follows:

- The status quo is not sustainable and there are risks involved in change, but these risks will need to be managed to ensure the future of AAAC
- The need to identify a brand that would differentiate members within the market place and this would need to involve some form of accreditation
- The ability to differentiate from non-members will provide a commercial advantage to members of AAAC
- The need to provide a value proposition including other member-only benefits such as the newsletter, access to information, PI scheme etc
- The value of the brand will take time to grow
- A condition of membership should be the requirement to have PI cover – this will ensure an element of professionalism

- AAAC must deliver tangible benefits such as workshops, PD information etc
- The current AAAC/AIAST membership situation needs to be investigated

The draft vision developed for AAAC as a result of the Workshop is: **To be the peak body representing Agricultural Consultants through industry recognition of its assurance of superior professional competency.**

The Executive will be working on the development of the Strategic Plan over coming months.

Agricultural Science

Peter Finlayson, Managing Editor of AIAST's journal Agricultural Science, has requested some contributed or refereed articles for future editions from AAAC members.

An experienced AAAC consultant response to one or both of the two papers in issue 3/09 of JIAST, dealing with successful farming under drought stress conditions in South Australia (Hayman et al) and SE Australia (Ted Wolfe), would be useful in profiling AAAC's members to the readership of JIAST.

Articles can be sent to Peter Finlayson at peterfin8@bigpond.com

Best Wishes

AAAC Executive Committee

AAAC Executive 2009 – Contact Details

| | | | | |
|------------------|------------------|--------------|--------------|--|
| PRESIDENT | Robert Patterson | 02 6942 3666 | 0428 693 716 | robertp@rmsag.com.au |
| QLD | Jeff Clewett | 07 4696 8096 | 0408 071 482 | jeffclewett@agroclim.com.au |
| TAS | John Maynard | 03 6424 9311 | 0408 140 782 | john@daveyandmaynard.com.au |
| SA | David Price | 08 8532 1463 | 0438 321 463 | dlprice@lm.net.au |
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| NSW | Glenn Shepherd | 02 6885 2630 | 0427 850 004 | glenn@imag.net.au |
| AIAST CEO | Diana Melham | 02 6163 8122 | 0434 617 971 | ceo@aiaast.com.au |

AAAC 2010 EXECUTIVE COMMITTEE CALL FOR NOMINATIONS

Nominations for positions on the AAAC Executive Committee are now open.

There are 6 positions available, a President & 5 Committee members.
Committee members are elected annually and hold office for the period between Annual Meetings.

Nominations for election to the AAAC Executive Committee should be in writing and be made on the appropriate nomination form (below).

To be eligible to nominate you must be a current full financial member of AAAC.

Nomination forms must be signed by two current financial members and include the signed acceptance of the nominee.

Should the number of candidates for the positions exceed the vacancies, an election to determine the successful candidates will be held at the Annual Meeting.

Completed nomination forms should be forwarded to:

- Diana Melham, Returning Officer, AIAST/AAAC
- by Close of Business on **Friday 5 March 2010** by either:
 - Post to PO Box 130 CURTIN ACT 2605 OR
 - Fax to 02 6163 8133 OR
 - Email to ceo@aiast.com.au

If you have any questions, please don't hesitate to contact me on 02 6163 8122.

Kind regards,

Diana Melham

**Chief Executive Officer
AIAST**

☎ (02) 6163 8122 | 💻 ceo@aiast.com.au

📠 0434 617 971 | 📠 (02) 6163 8133

✉ PO Box 130 CURTIN ACT 2605

NOMINATION FORM AAAC Executive Committee

Nominee: _____

Position: Committee Member President

PROPOSER TO COMPLETE

I _____
(Full Name of Proposer)

being a current financial member of AAAC wish to confirm my support for the nomination of:

(Full Name of Nominee)

as a member of the AAAC Executive Committee.

Proposer's Signature: _____ **Date:** _____

SECONDER TO COMPLETE

I _____
(Full Name of Seconder)

being a current financial member of AAAC wish to confirm my support for the nomination of:

(Full Name of Nominee)

as a member of the AAAC Executive Committee.

Seconder's Signature: _____ **Date:** _____

NOMINEE TO COMPLETE

I _____
(Full Name of Nominee)

being a current financial full member of AAAC wish to confirm my acceptance of this nomination.

Nominee's Signature: _____ **Date:** _____

**Please return your completed Nomination Form to the
Returning Officer, Diana Melham by Friday 5th March 2010.**