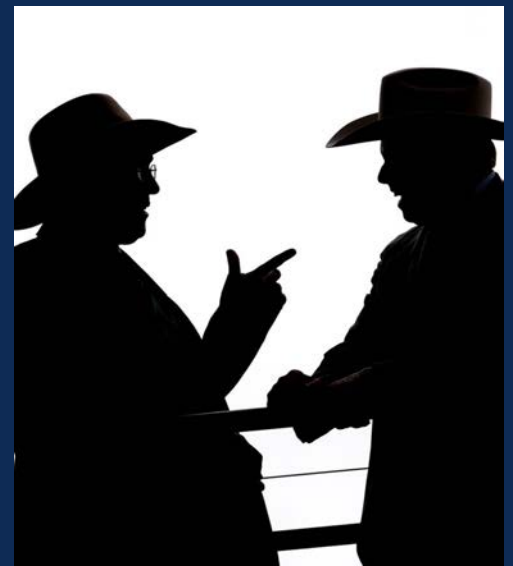




**AUSTRALIAN LIVESTOCK & PROPERTY AGENTS
ASSOCIATION LTD**

2016 Annual Report



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Front Cover: Agents at ALPA Rockhampton auctioneer school; 2016 ALPA National YAC winner Ronnie Dix, Elders, Lucindale SA (L) and runner up Blake O'Reilly, Ray White Livestock, Guyra/Armidale NSW (R); Stock Agents Office at the Ekka; 2016 ALPA NSW and National Young Auctioneers Competition.

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PHOTO INDEX

*Clockwise from top left hand corner

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Past presidents, Peter Homann who was awarded his ALPA Life Membership in 2015 (L) and Gary Tapscott; Regional Livestock Exchange Staff at the ALPA 2016 NSW & National YAC Dinner; ALPA Board Members Warren Clark (L) and Chris Howie; ALPA Board Member Cyril Close; ALPA President, David Corcoran; Guest Speakers at the ALPA 2016 NSW & National YAC Dinner Sam and Jenny Bailey; From L to R Winsome and Peter Cox with ALPA President David Corcoran.

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ALPA 2016 NSW & National YAC Dinner; Allflex name tags at the ALPA 2016 NSW & National YAC Dinner; ALPA 2016 Victorian YAC Dinner; ALPA 2016 Victorian Young Auctioneers Competition; ALPA 2016 NSW & National Young Auctioneers Competition.

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ALPA QLD Auctioneers School, Rockhampton; ALPA CEO Andy Madigan addressing Indonesian delegates at the Livestock Short Course run by the University of Sydney; Rockhampton Cattle Sale; ALPA CEO Andy Madigan with New Zealand Prime Minister John Key at the 2015 Canterbury A&P Show in Christchurch, NZ; ALPA Sydney auctioneers school.

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ALPA VIC Auctioneers School, Bendigo; Landmark agents at the Ballarat sheep sale; ALPA VIC Auctioneers School, Bendigo; ALPA Wodonga Industry Awareness Day; Wagga Wagga Agents; ALPA Griffith Industry Awareness Day.

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Martins Stock Haulage; Nick Gray representing Australia at the International Livestock Auctioneer Championships at the Calgary Stampede, Canada; ALPA 2016 NSW Young Auctioneers Competition; Kerr & Co Agents at Hamilton Sheep Sale; Thomas George at the 2016 ALPA NSW & National YAC Dinner; ALPA 2015 VIC Young Auctioneers Competition; Nick Gray and NZ Young Auctioneers Winner George Mannering, conducting the charity auction at the 2016 ALPA NSW & National YAC Dinner; Khan Horne, NAB Agribusiness presenting the NAB Team Shield to 2016 ALPA National competitors Blake O'Reilly (L) and Tom Boyle (R) representing NSW.

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Don Greenwood (L) and Peter Wilson (R) at ALPA AGM 2015; 2015 VIC Young Auctioneers Competition; ALPA 2016 National YAC Winner Ronnie Dix; GJ Hulm Agents at Wagga Wagga sheep sale; 2015 VIC Young Auctioneers Competition; KP Lanyon agents at Hamilton sheep sale.

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Crowd at the Ekka during the ALPA 2015 Queensland Young Auctioneers Competition; Brian and Lana Meldon with Nick Gray and Todd Clements at the 2016 ALPA NSW & National YAC Dinner Charity Auction; Crowd at the Sydney Royal Easter Show during the ALPA 2016 NSW & National Young Auctioneers Competition; 2016 ALPA National Young Auctioneers Competition Finalists; Gavels donated for the 2015 ALPA VIC Young Auctioneers Competition; 2016 NSW Young Auctioneers Competition.



Notice of Annual General Meeting

NOTICE IS HEREBY GIVEN THAT THE
ANNUAL GENERAL MEETING OF

AUSTRALIAN LIVESTOCK & PROPERTY AGENTS ASSOCIATION LIMITED

WILL BE HELD AT

The Grace, 77 York Street, Sydney

Friday 21st of October 2016

Lunch at 12 noon

Annual General Meeting at 1:15 pm

AGM Dinner at 6:30 pm

Proudly Sponsored by



ALPA STAFF



From left to right: Amelia Honner (Administration Manager), Lauren Jones (Administration Officer), Andy Madigan (ALPA CEO), Andrea Lethbridge (Northern Regional Manager), Liz Summerville (Southern Regional Manager).

Photo: ALPA Queensland Young Auctioneers Competition
Brisbane, 6 August 2015



DIRECTORY AT 30 JUNE 2016

BOARD OF DIRECTORS	David Corcoran – President Warren Johnston – Vice President Peter Cabot Warren Clark Cyril Close Chris Howie Dale Keatley Ross Plasto	Delta Agribusiness Roberts Ltd Landmark Keith P Lanyon P/L TopX Australia P/L Elders Ray White Keatley Plasto & Company P/L
STAFF	Andy Madigan Amelia Honner Lauren Jones Liz Summerville Andrea Lethbridge	Chief Executive Officer Administration Manager Administration Officer South Region Manager North Region Manager
AUDITOR	Michael Hargreaves MA Hargreaves & Co 2/24 Warringah Road MOSMAN NSW 2088	
SOLICITOR	Christopher Zucker Zucker Legal 137 Marius St TAMWORTH NSW 2340	
BANKER	National Australia Bank Level 3, 255 George St SYDNEY NSW 2000	
COMPANY SECRETARY	Andrew (Andy) Madigan	
REGISTERED OFFICE & PRINCIPLE PLACE OF BUSINESS	Suite 3, Level 6 2 Barrack St SYDNEY NSW 2000 Phone – 02 9262 6633 Fax – 02 9262 6422 www.alpa.net.au	

REGIONAL ADVISORY COMMITTEE MEMBERS

AS AT 30 JUNE 2016

EASTERN REGION

Chairman	Ross Plasto Peter Cabot David Corcoran Peter Cox Geoff Rice Luke Scicluna Michael Wright	Plasto & Company P/L Landmark Delta Agribusiness Elders Langlands Hanlon Davidson Cameron & Co Schute Bell Badgery Lumby
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NORTHERN REGION

Chairman	Cameron Wilson Cyril Close Peter Daniel Colby Ede Paul Pratt Mike Wheeler Stephanie Whitaker	Elders TopX Australia P/L GDL P/L Landmark Pratt Agencies P/L Mike Wheeler Livestock & Property Burnett Livestock & Realty
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SOUTHERN REGION

Chairman	Warren Clark Robert Bolton Warren Johnston Colin Jones Dale Keatley Jack Kelly Russell Mawson Ronald Rutledge Matthew Starr Bradley Walker Damien Webb	Keith P Lanyon P/L Rodwells & Co P/L Roberts Ltd Bill Wyndham & Co P/L Ray White Keatley J & J Kelly Stock Agency P/L Landmark Elders Quality Livestock Landmark Elders
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WESTERN REGION

Leon Giglia Andrew Lindsay Geoff Shipp	Landmark Primaries of WA Elders
----------------------------------------------	---------------------------------------



PRESIDENT'S REPORT



As we conclude another operating year for the association, I am pleased to present my annual report in my third year as President. ALPA as an organisation, for what it stands for and how it operates under its constitution; I believe has continued to deliver real value to its members.

Being a member organisation, we strive to make a tangible difference in representing our members; dealing with concerns that they have that affects us now and into the future.

One of the great strengths I believe ALPA has is the calibre of our personnel who are an enthusiastic, committed active staff, led by our CEO, Andy Madigan. Andy has continued to both overlap and utilise his strong relationships across a whole range of governments and industry bodies that can deliver real value to ALPA and our members. When changes occur in such areas as licensing, government regulations, livestock handling and a range of many other industry matters, we are well placed to both act and engage in the debate if needed.

Andy and ALPA are well supported by our state based regional managers, Andrea Lethbridge in the north, Liz Summerville in the south, and our dedicated staff in Sydney Lauren Jones and Amelia Honner.

During the past 12 months the organisation has continued its focus on key areas that include;

- Development of the profession of livestock and property agents and its promotion as a key component in rural

marketing and business transactions across the land.

- Maintaining the integrity of the profession and developing ways of encouraging its strong image.
- Training of and encouraging participation to a high standard for young agents coming through our member businesses.
- Fostering relationships amongst member agencies and acting as a key provider of information affecting them.
- Developing strategies that promote industry best practice in relation to its member and their operations. e.g. Animal welfare in sale yards.

Ongoing issues such as the push from some quarters for the introduction of RFID electronic tag in sheep are still high on the list as an issue affecting the members. This issue continues to offer challenges to the agency world and ALPA is still very focused on trying to keep a balanced perspective on the debate.

With several states having had recent elections the focus and urgency has to a large extent gone off this debate and hence has allowed us and other industry bodies with sound credentials the opportunity to keep some reality in place.

We as a body continue to believe the introduction of mandatory tagging with electronic tags and the scanning to facilitate transfer will not best serve the needs of the industry and will be logistically and financially extremely demanding to say the least.

No doubt there are challenges that arise in lifting the standard of information that is being put forward by producers, and agents being the go to person to help lift the standard that as an industry is both sought and required.

We believe the continued promotion of the mob base movement program though accurate NVDs is still the best option. Processors have developed their systems to capture and utilise the relevant information on the NVD and to now move to an expensive replacement will serve no one.

With updated versions of NVDs being introduced this year with important changes that were partly promoted by our body, I believe the producers are slowly but surely getting better at being compliant.

ALPA celebrates 12 years as a national organisation; representing the interests of agents across Australia. Beginning as the Stock and Station Agents Association, the new body has taken the representation to a new level. Representing 1,200 member agents across the nation has this body well placed to act on their behalf.

Agency, I believe, and the role we play in acting on behalf of our clients, is a great profession and we are constantly reminded of this both in our own personal businesses and also dealing with agents across the region, state and nationally.

To the various regional committees and also our training groups, a big thank you. These individuals give up their time to help mentor and train the next generation of agents. The results of their efforts are showcased each year in the various competitions around the states, as well as in the businesses they represent.

In closing I take this opportunity to thank the board for their support and efforts in guiding the agendas of the body and look forward to your continued involvement in whatever capacity is determined by the members.

David Corcoran
ALPA President

CHIEF EXECUTIVE OFFICER'S REPORT



It gives me great pleasure to submit my thirteenth ALPA annual report to members. ALPA is now in its twelfth year as a national body representing agents across Australia.

Firstly I would like to thank everyone for the continuing support and kindness shown to my wife Shane and I whilst she continues her cancer battle. The amount of help offered and where it has come from has astounded us. People have given so much support to us, words cannot describe our gratitude and we sincerely thank you.

Life Membership to Peter Homann was awarded to him last year at the AGM. Peter was on the Board of the Stock & Station Agents Association in 2003 and was a founding Board Member of ALPA in 2004 as the Landmark representative. Without the support of the major companies ALPA would not have been possible. Peter was a main driver for ALPA becoming a national body via his role at Landmark. In 2005 he became President of ALPA as the Landmark rep and in 2006 he moved to Ruralco and remained as ALPA President to 2007.

It's been another interesting and challenging year for all in rural Australia - record cattle prices and the EYCI hitting all-time highs, record droughts in some states and floods in others. As Stock and Station Agents we continue to be a key social conduit for Australian rural communities.

ALPA has had tremendous support and legal advice throughout the year from our solicitor, Chris Zucker at Zucker Legal in Tamworth. We thank Zucker Legal for their judicious counsel and steadfast support. Our

accountant, Michael Hargreaves, continues to have the prosperity and the future of the Association at heart. I thank him for his guidance over the past twelve years.

ALPA lodged thirteen submissions this past year on behalf of members to state and federal governments:

- July 2015, Senate Inquiry into the effect of market consolidation on the red meat processing sector.
- July 2015, QLD review property and motor/auctioneering forms.
- July 2015, Proposals to Amend section 55 of the Victorian Estate Agents Act 1980.
- August 2015, South Australian Cattle Industry Fund Levy Collection.
- September 2015, VIC Consumer Property Acts Review.
- December 2015, QLD Chattel Auctioneer Trainees.
- December 2015, Under-quoting guidelines for NSW residential property.
- January 2016, Review of training for licensed occupations in the NSW property services industry.
- February 2016, QLD Cattle tick line consultation.
- March 2016, VIC Consumer Property Acts Review. Issues Paper No.1.
- March 2016, Contract Driver Minimum Payments Road Safety Remuneration Tribunal Order 2016.
- May 2016, Cattle and beef markets – a market study by the ACCC Issues Paper.
- June 2016, Review of NSW Property Stock & Business Agents Regulations.

Through these submissions ALPA continues to make our view and position heard. We continue to challenge regulatory bodies throughout Australia to deliver on their responsibilities. This is becoming increasingly more difficult as State funding for DPI and other agricultural services shrinks with the expectation that agents and others will fill this void.

During the past year ALPA has reached some significant milestones:

- With support from Fairfax Media ALPA and the RMA network we were able to live stream the ALPA Young Auctioneers Competition live from Sydney Show right across the country.
- ALPA Facebook page has generated tremendous interest with over 2,700 friends. Members can now enjoy good news stories as they happen.
- ALPA ran 15 schools and courses in NSW, SA, VIC and QLD delivering information and training to over 440 members and their staff.
- ALPA continues to oppose the mandatory introduction of RFID tags for NLIS sheep. We have been doing this for ten years now. We, along with other major players in the industry, strongly support the enhancement of the current mob based movement recording system, paper based with visual tags.
- We raised \$47,737 in total for Motor Neurone Disease.

Animal welfare is still a hot topic and one that will only get hotter. This year saw the release of the Australian

Animal Welfare Standards and Guidelines for Livestock at Saleyards and Depots. This gives all some consistency to animal welfare in saleyards and the ALPA Board urge all members to adopt it in their saleyards.

Education is paramount in achieving better animal welfare outcomes. People need to understand the difference between animal welfare and animal wellbeing. It is imperative to know what animal cruelty is. These days this is a real challenge due to the increasing divide between city and country. With greyhound racing to be banned in NSW in 2017, we must be more vigilant on what we do in saleyards so as not to have attention brought upon us over on farm welfare issues. Information can be distributed in an instant via social media and the frightening result is that people believe it.

I thank the ALPA Board members for their dedication during the past 12 months. Our Directors are listed in the front of this report. They have assisted in changing attitudes and behaviour amongst other industry stakeholders and members. I also thank members of our Regional Advisory Committees and their sub-committees. Their time and valuable contributions assist ALPA achieve positive results within the rural sector.

David Corcoran as President has led ALPA in the same vain as past presidents. He has put ALPA first. David's industry experience and knowledge has made him an ideal representative to lead ALPA into the future.

ALPA staff deserve a special thanks and recognition. I thank them for their consistently high performance and the support that is willingly given to members and myself. Liz Summerville in

the south is making sure ALPA is represented at all levels. Andrea Lethbridge in the north continues to forge strong links with industry bodies and our members and keeping a focus on current and arising issues nationally for ALPA.

Both Amelia Honner and Lauren Jones are a pleasure to work with in the Sydney office. They ensure ALPA events are well supported, professionally run and lots of fun for attendees. Amelia, Lauren, Andrea and Liz have assisted many members with all sorts of enquiries throughout the year with a friendly and helpful approach.

I would also like to take this opportunity to thank our sponsors who are listed inside the front cover. And most importantly you – our members. I thank you for your ongoing support.

I look forward to continuing to lead and work with the ALPA team. ALPA is ready for the future, the fundamentals are all there for us to keep growing in our rural industries and communities well into the future. Agents have always been – and will no doubt remain – the true rural entrepreneurs.

Best wishes to you and your families. I hope to see you at the ALPA AGM in Sydney on 21st October 2016.

Andy Madigan
Chief Executive Officer



Pictured (L-R) ALPA CEO Andy Madigan, Lucy Cochrane, Grant Cochrane CEO Rural Press and Shane Madigan with ALPA President, David Corcoran.



EASTERN REGION ADVISORY COMMITTEE REPORT

It has been a pleasure serving my second year as Chairman of the Eastern Region Advisory Committee. I would like to thank ALPA CEO, Andy Madigan, and ALPA staff for their support during this time.

Education

Compulsory Professional Development (CPD) courses were run by ALPA all over the state, and attendance has been increasing this year. The courses offered were ALPA Industry Awareness Days and Auctioneers Schools.

ALPA ran Industry Awareness Days in Griffith, Wagga Wagga, Tamworth, Dubbo, Forbes, Goulburn, Armidale and Sydney. These were attended by more than 230 Members and the feedback was very pleasing. More of these are scheduled for this year, with up-to-date industry information and member services high on the agenda. ALPA also teamed up with REINSW and the Australian College of Professionals to offer other CPD Courses throughout the state, face to face and on-line.

ALPA ran three Auctioneers Schools – Tamworth (July), Sydney (December) and Wagga Wagga (June). The Sydney Auctioneers School was held at Inglis Newmarket complex in Randwick. I would like to thank them for allowing us the opportunity to run this event there. This school doubles as the ALPA NSW Young Auctioneers Competition (YAC) Selection School. There was a strong field of participants vying for selection for the 2016 NSW YAC, as well as other attendees. Only ten competitors can be selected, but it's great to see there is still a lot of

good, young auctioneering talent climbing the ranks.

I would like to personally thank the staff of ALPA and the NSW Auctioneers Committee, we are very lucky to have such an experienced team of people working for and with ALPA. I thank these members Scott Bailey, Peter Cabot, Paul Dooley, Glenn Fordyce, Patrick Purtle, Luke Scicluna and Peter Thomas.

Training and education is such an integral part of our industry and ALPA pride themselves on providing a consistent dissemination of information to all members, nationally. We are proud of the results of our training and education programs, whether it be shaping young agents or keeping those involved in the industry up to date.

ALPA Young Auctioneers Competition

Over 300 competitors, members, industry representatives and other guests came to the Young Auctioneers Dinner this year, which was held for the seventh year in the city. The night was well received by all. Guests enjoyed their night at Dockside in Darling Harbour, with over \$12,000 being raised for the Black Dog Institute.

The Competition, on Thursday 17th March 2016, was another hard-fought battle, with ten young auctioneers competing to be named 2016 ALPA NSW Young Auctioneer winner. The winner this year was Tom Tanner, Davidson Cameron & Co, Quirindi, and the runner up was Zac Ede, Elders, Scone. The ALPA NSW Max Bailey

Encouragement Award was presented to Toby Newnham, Elders, Barham.

I would like to congratulate all of the auctioneers from this year's competition and thank all of the sponsors, officials and volunteers for the smooth running of the 2016 ALPA NSW and National Young Auctioneers Competitions.

ALPA & Fairfax Media Agency Award

In the state judging, Peter Armstrong, Schute Bell Badgery Lumby, Bourke was successful as the NSW finalist. He then went to the 2015 ALPA & Fairfax Media Agency Award National Judging. The National Judging was held the morning preceding the ALPA AGM in Sydney. Kelvin Shelley, Australian Wool Network, Highton Victoria was awarded the 2015 ALPA & Fairfax Media Agency Award for his nomination outlining his marketing efforts in selling wool. I would like to congratulate Kelvin on this achievement.

Industry

During the next twelve months, once again, we will be faced with some serious challenges. I believe the two main issues will be animal welfare and the possible imposing of radio frequency identification (RFID) tags in the sheep industry.

Animal welfare in saleyards and during transport is coming under more and more scrutiny with major well-funded groups taking interest in the welfare of animals. We as industry must insure a zero tolerance to mishandling of livestock. The live export livestock business has seen the evidence of what a media campaign can have on commodity prices where mistreatment of livestock was suggested.

National livestock identification in sheep is still gaining momentum in Victoria however is presently on hold. ALPA obviously opposes RFID and believes the paper based system can be 100% compliant and cannot see the cost benefit of introducing any other system.

With more overseas markets opening up under free trade agreements and record prices being received I believe that we will see strong prices continue for quite some time.

I would like to thank my fellow NSW Regional Advisory Committee Peter Cabot, David Corcoran, Peter Cox, Geoff Rice, Luke Scicluna, and Michael Wright for their assistance over the past twelve months. In NSW we are very lucky to have a great committee with a mix of youth and experience in which I have been able to call on at any given time with advice and help.

Ross Plasto
Chairman



2016 ALPA New South Wales Young Auctioneers Competition winner Tom Tanner, Davidson Cameron & Co Quirindi (R) and runner up Zac Ede, Elders Scone (L).



2016 ALPA New South Wales Young Auctioneers Competitors with ALPA NSW Auctioneers Committee members Paul Dooley (L) and Glenn Fordyce (R).



NORTHERN REGION

ADVISORY COMMITTEE REPORT

Unprecedented dry conditions throughout Queensland over the past twelve months has seen the largest area ever officially recognised as being in drought with 86% of the state drought declared. Fortunately, some parched areas have received welcome rain over the past few months, but the drought is far from over and there will be a long hard road to recovery ahead.

The record dry has been matched with record cattle prices. The short supply of cattle has seen prices continue on an upward trajectory. We are in uncharted territory. How long these prices can be sustained and where they end up is the million dollar question, but we will make the most of it while we can.

This is the sixth year I have served on the ALPA Northern Regional Advisory Committee with the last three years as chairman. Regrettably this is my final report as I step down from the committee. It has been an absolute pleasure and privilege to have served on the committee. The dedication of my fellow committee members – Cyril Close, Peter Daniel, Colby Ede, Paul Pratt, Mike Wheeler and Stephanie Whitaker – have assisted in ensuring the best interests of members are considered.

I would also like to acknowledge the contribution of all ALPA staff and a special thank you to our Northern Regional Manager, Andrea Lethbridge whose professionalism and dedication to the position provides invaluable support to the RAC and all ALPA members.

On behalf of the Northern Regional Advisory Committee, it was a pleasure to welcome all members to Brisbane for the 2015 ALPA AGM and members' seminar and trust everyone enjoyed our hospitality.

Education

The dynamics of the industry may be subtly changing if the presence of two young female auctioneers at this year's auctioneers school is anything to go by. The two-day auctioneer's school at Rockhampton saw twenty-one participants from all corners of the state attend this greatly anticipated event on the ALPA calendar.

The enthusiasm demonstrated by all participants was evidenced by the marked improvement by everybody after their two intensive days of training.

The success of the school would not be possible without the contribution of the presenters who freely gave of their time. The Association would like to acknowledge course convener Paul Pratt, Pratt Agencies Murgon, assisted by Cyril Close, TopX Roma, Mark Scholes, Landmark Rockhampton, Harvey Weyman-Jones, GDL Dalby, Mike Wheeler, Mike Wheeler Livestock and Property Woodford and myself.

The professional support provided by the two speech pathologists, Eliza Galvin and Lou Philpott is an integral component to the school program. The knowledge and experience they pass on is priceless.

ALPA Young Auctioneers Competition

The ALPA Young Auctioneers Competition is a fitting culmination to the hard work and dedication of these young auctioneers to their auctioneering profession.

It is rewarding to see these young auctioneers draw on their auctioneer training to become the best auctioneer they can be. The task of judging this year's competition was no mean feat with a closely contested competition. Congratulations to Jake Passfield and Bryton Virgo, winner and runner-up who went on to represent Queensland at the ALPA National Young Auctioneers Competition in Sydney. All ten competitors represented their companies admirably.

The ALPA Young Auctioneers Dinner on the Thursday evening was a fitting curtain raiser to the competition proceedings. Over 180 of the competitor's friends, family and industry members attended. One of the highlights of the evening was the charity auction, with the money raised this year supporting Australia's largest MND research centre the Motor Neurone Disease Research Centre at Macquarie University. Last year's competition winner Joshua Heck hosted the auction and successfully raised over \$17,000 for MND. The auction would not have been possible if not for the generosity of those who donated items, for which ALPA is very grateful.

The success of these events would not be possible without the continued support of our many sponsors and the Association is grateful for their contribution.

ALPA & Fairfax Media Agency Award

Queensland unfortunately did not put forward a state finalist to the ALPA & Fairfax Media Agency Award. This was disappointing considering the judging was conducted in Queensland in conjunction with the ALPA AGM. We would like to congratulate all finalists and particularly the winner, Victorian agent Kelvin Shelley, Australian Wool Network. All were worthy contenders and as an industry we should be proud of their achievements as their success is the success of our industry.

Industry

Licensing Legislation

Eighteen months into the new auctioneer licensing regime in Queensland ALPA continues discussions with the government with regards the ambiguity of the dual licensing framework and the impact of the abolition of the trainee certificate.

The removal of the trainee certificate is a serious concern for the industry and has the potential to severely deter new entrants into the industry. At a time when we are trying to encourage youth into agriculture and retain youth in rural and regional areas these changes have wiped out a career pathway previously available to aspiring young auctioneers. It is disappointing to think we have on our doorstep Australia's largest selling centre at Roma that will not be able to attract the next generation of auctioneers, due to bureaucracy.

Biosecurity Act

The Queensland Biosecurity Act will come into effect on 1 July. A key component of the Act will be the General Biosecurity Obligation (GBO) making everyone responsible for reporting biosecurity concerns. The

GBO follows the same principle as the animal welfare chain of responsibility.

Prior to the Act coming into effect, supporting regulations were developed. ALPA was invited to contribute to the development of some elements of the regulation including cattle tick management. While the outcomes may not be to everyone's liking, the positive was that

our opinion was sought and considered.

ALPA's strength comes from the members it supports and to you we thank for entrusting us in representing you in industry issues.

Cameron Wilson
Chairman



2016 Queensland ALPA auctioneer's and selection school attendees at the Central Queensland Livestock Exchange, Rockhampton.



2015 ALPA Queensland Young Auctioneers Competition winner Jake Passfield, Hoch & Wilkinson Clermont (R) and runner Up Bryton Virgo, Landmark Emerald (L).



2015 ALPA Queensland Young Auctioneers Competitors.

SOUTHERN REGION

ADVISORY COMMITTEE REPORT

Although our committee didn't meet often this year, I would like to pass on my thanks to the following committee members for their support: Rob Bolton, Warren Johnston, Colin Jones, Dale Keatley, Jack Kelly, Russell Mawson, Ron Rutledge, Matthew Starr, Bradley Walker and Damien Webb.

Thank you to our Southern Regional Manager Liz Summerville who makes my position much easier. Her enthusiasm of our industry is second to none and we are lucky to have her.

Education

ALPA conducted training days in Victoria and South Australia. These courses were a mix of member days and auctioneer schools. We are very grateful for the continued support of Consumer Affairs Victoria who assists us in educating our agent members.

Victoria held two auctioneers schools with the assistance from the Victorian Auctioneers Committee headed by Rob Bolton. This committee consists of Dean Coxon, Anthony Delaney, Daniel Fischer, Tom Madden, Adam Mountjoy and Graeme Nicholson.

South Australia conducted two auctioneer schools in Naracoorte. The two SA schools had the assistance of Tom Dennis, Dale Keatley, Matthew Starr, Bradley Walker and Damien Webb.

The continued success of the schools in the Southern Region is dependent on the assistance of the committee members and helpers. All give freely of their time to help educate young agents in our region and we are

extremely fortunate to have the support from them and their agency businesses. The knowledge and experience which is passed onto the course participants is invaluable.

ALPA Young Auctioneers Competition

There was a change of date for the ALPA South Australian Young Auctioneers Competition and the past financial year saw two competitions. The 2015 competition was held during the Naracoorte cattle sale in July. This gave the participants the chance to sell in a real sale environment which had not previously been done. Ronnie Dix, Elders Lucindale and Mat Macdonald were the winner and runner up respectively.

The 2016 competition was again held at the Naracoorte cattle sale late June. Thank you to Tom Dennis for driving the vision of the SA competition in Naracoorte and also to the local agents in Naracoorte for their support. Jack Coleman, Elders Jamestown and Dean Coddington, Elders Keith will represent South Australia at the Sydney Royal Easter show next year.

Victoria held a very successful ALPA Young Auctioneers dinner at the iconic Hotel Windsor with over 100 people in attendance. There was \$18,700 raised from the night's charity auction, cattle and crowd donations for Motor Neurones disease which was an amazing result.

The competition at the Victorian Livestock Exchange, Pakenham goes from strength to strength. The support from the buyers and vendors is

fantastic and thank you to Anthony Delaney for his coordination of the cattle and competition.

The ten Victorian finalists competed to a very high standard and all need to be congratulated on their level of professionalism. Zeb Broadbent, McKean McGregor Bendigo was named the winner and Jamie Quinlan, Elders Pakenham the runner up.

The Southern Region was very proud when Ronnie Dix was announced the winner of the 2016 ALPA National Young Auctioneers Competition. Ronnie is the first South Australian to take home the national trophy in the history of the competition. I have no doubt Ronnie will enjoy his trip to Calgary and represent Australia to a very high standard.

ALPA & Fairfax Media Agency Award

The Southern Region had two excellent candidates at the national judging of the ALPA & Fairfax Media Agency Award in Jock Goss, Quality Livestock Port Adelaide and Kelvin Shelley, Australian Wool Network Geelong.

Congratulations to Kelvin Shelley who was named the 2015 winner.

Industry

Whilst it has been relatively quiet in the industry, we must still keep our focus and attention on the threat of RFIDs in sheep and lambs. This is something that our industry doesn't warrant nor afford. Therefore keep reminding your clients and vendors that they must fill out their NVDs correctly.

Animal welfare should remain a top priority for all ALPA members. We need to lead by example and ensure best practice is upheld at all times.

Currently, the EYCI is sitting at an all-time high of just over 650¢. I reported last year that the EYCI had risen to over 530¢ which at that time was a record. The big question still remains, how high will prices go? Season and demand will be the driver and most of Victoria has had a reasonable start but spring rains are the most important. With continued high prices and with a good season in the north, hopefully we can see those prices remain. It is certainly a good time to be in the industry.

Warren Clark
Chairman



2015 ALPA Victorian Young Auctioneers Competition winner Zeb Broadbent, McKean McGregor Bendigo (R) and runner Up Jamie Quinlan, Elders Pakenham (L).



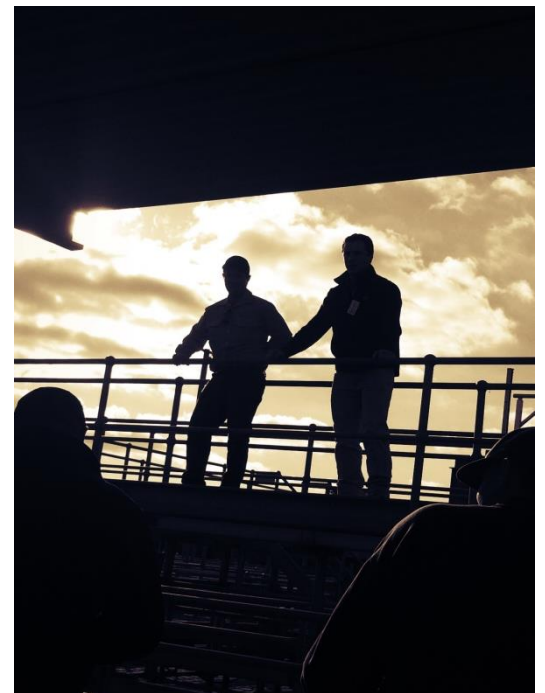
2015 ALPA Victorian Young Auctioneers Competitors.

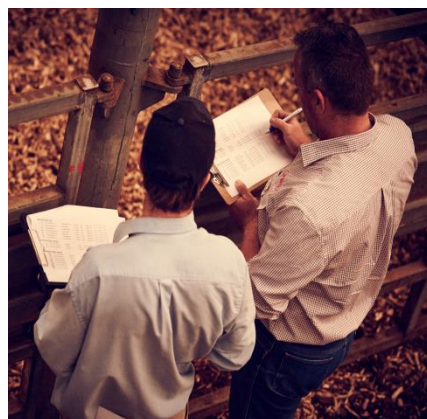


2015 ALPA South Australian Young Auctioneers Competition held on 21 July 2015
winner Ronnie Dix, Elders Lucindale (L) and
runner up Mat MacDonald, Southern Australian Livestock Naracoorte (R).



2016 ALPA South Australian Young Auctioneers Competition held on 28 June 2016
winner Jack Coleman, Elders Jamestown (L) and
runner up Dean Coddington, Elders Keith (R).





2015 ALPA & FAIRFAX MEDIA AGENCY AWARD

The ALPA AGM Dinner includes the announcement of the ALPA & Fairfax Media Agency Award winner. The Award was inaugurated in 2005 in memory of Mike Nixon, a well-known and respected journalist and livestock commentator for Victorian rural newspaper, Stock & Land.

The ALPA & Fairfax Media Agency Award was originally incepted to reward excellence in livestock marketing. The award has, however

evolved to encompass all facets of agency marketing including livestock, wool, rural property sales merchandise and insurance.

The successful finalist is awarded the Mike Nixon Shield for Excellence in Marketing, also a cash prize and a trip to the Calgary Stampede in Canada the following year with the ALPA National Young Auctioneers Competition winner.



2015 ALPA & Fairfax Media Agency Award winner,
Kelvin Shelley, Australian Wool Network, Highton, Victoria.





DIRECTORS' REPORT

FOR THE FINANCIAL YEAR ENDED JUNE 2016

Your directors submit the financial accounts of the company for the period ended 30 June 2016.

2015 – 2016 Directors	Position	Attendance
Peter Cabot	Director	5
Warren Clark	Director	6
Cyril Close	Director	6
David Corcoran	Director	6
Chris Howie	Director	5
Warren Johnston	Director	5
Dale Keatley	Director	4
Ross Plasto	Director	6

Directors

Names of directors holding office at the date of this report: Peter Cabot, Warren Clark, Cyril Close, David Corcoran, Chris Howie, Warren Johnston, Dale Keatley and Ross Plasto.

Directors' Meetings

During the period, six directors' meetings were held and directors' attendance is noted above.

Principal Activities

The principal activities of the association during the period were industry association advocacy. There has been no significant change in the nature of these activities during the period.

Specific short and long term objectives include:

Short Term

- Provide the best possible service to members
- Maximise and maintain membership
- Improve profitability and efficiency of company

Long Term

- Maintain financial stability of company
- Ensure facilities continue to cater for members' needs

Strategy for achieving the objectives

- Attract and maintain quality management and staff.
- Be flexible and adapt to the changing environment of the company, economy and members demographic characteristics.
- To continually review and upgrade facilities and services of company.

Results

The operating surplus of the company for the financial period after provision for income tax was \$45,490 (2015 \$109,506).

Dividends

The company's Articles prohibit the payment of dividends.

Significant Changes in the State of Affairs

There were no significant changes in the state of affairs of the company during the period.

Matters Subsequent to the end of the Financial Period

There are no matters or circumstances to report.

Likely Developments and Expected Results of Future Operations

The directors expect no significant changes to the operations of the company in the immediate succeeding financial years.

Shares

No shares or debentures were issued by the company during the period. The company has no share capital and is a company limited by guarantee.

Environmental Issues

The company's operations are not subject to any significant environmental regulations under the law of the Commonwealth or of a State or Territory.

Directors' Benefits

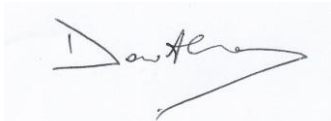
No director has received or has become entitled to receive, during or since the financial year, a benefit because of a contract made by the company, controlled entity or related body corporate with a director, a firm which a director is a member or an entity in which a director has a substantial financial interest, with exception of payments made to Directors by way of reimbursement of out of pocket expenses incurred during performance of their duties as directors.

Directors' and Auditor's Indemnification


The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate:

- Indemnified or made any relevant agreement for indemnifying against a liability, including costs and expenses in successfully defending legal proceedings; or
- Paid or agreed to pay a premium in respect of a contract insuring against a liability for the costs or expenses to defend legal proceeding.

Signed in accordance with a resolution of the Board of Directors at Sydney,
8 August 2016.



DAVID CORCORAN
Director



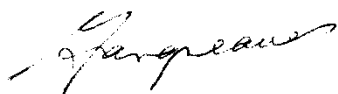
WARREN JOHNSTON
Director

AUDITOR'S INDEPENDENCE DECLARATION

TO THE DIRECTORS OF THE AUSTRALIAN LIVESTOCK & PROPERTY AGENTS ASSOCIATION LIMITED

In accordance with the requirements of section 307C of the Corporation Act 2001, as the auditor of the Australian Livestock & Property Agents Association Limited for the year ended 30 June 2016, I declare that, to the best of my knowledge and belief, there have been:

- a) No contraventions of the auditor independence requirements of the Corporation Act 2001 in relation to the audit, and
- b) No contraventions of any applicable code of professional conduct in relation to the audit.



MICHAEL A HARGREAVES
Sydney, 22 July 2016

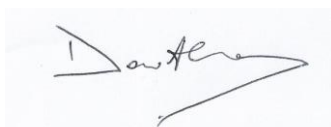
DIRECTORS' DECLARATION

The Directors of the company declare that the accompanying financial statements and the notes to the financial statements:

- a) the attached financial statements and notes thereto comply with Accounting Standards and the Corporations Act 2001;
- b) the attached financial statements and notes thereto give a true and fair view of the company's financial position and performance of the Company;
- c) in the directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors on 8 August 2016.

On behalf of the Directors
Sydney, 8 August 2016



DAVID CORCORAN
Director



WARREN JOHNSTON
Director

INDEPENDENT AUDIT REPORT

I have audited the accompanying financial report, being a general purpose financial report, of the Australian Livestock and Property Agents Association Limited (the company), which comprises the Directors' Declaration, the Statement of Comprehensive Income, the Statement of Financial Position, Statement of Cash Flows, Statement of Changes in Equity, notes comprising a summary of significant accounting policies and other explanatory notes for the year ended 30 June 2016.

Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation and true and fair presentation of the financial report in accordance with Australian Accounting Standards – Reduced Disclosure Requirements (including Australian Accounting Interpretations) and the Corporations Act 2001, and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on the financial report based on my audit. I conducted my audit in accordance with Australian Auditing Standards. These Auditing Standards require that I comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Independence

In conducting my audit, I have complied with the independence requirement of the Corporations Act 2001.

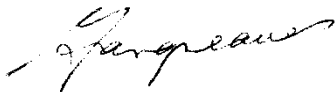
Auditor's Opinion

In my opinion the financial report of the Australian Livestock and Property Agents Association Limited is in accordance with the Corporations Act 2001, including;

- (a) Giving a true and fair view of the company's financial position as at 30 June 2016 and of its performance for the year ended on that date; and
- (b) Complying with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Regulations 2001.

Emphasis of Matter

Without qualification to the above opinion attention is drawn to note 1(E) in the financial report 'Key Management Personnel', one key management employee exists. The Association has elected non-compliance with AASB 124 in order not to breach employee confidentiality.



MICHAEL A HARGREAVES
Sydney, 8 August 2016

STATEMENT OF COMPREHENSIVE INCOME

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

	2016	2015
Revenue from Ordinary Activities	1,151,381	1,142,378
Young Auctioneers Competition Expenses	-134,568	-133,575
Communication (Membership & Promotion)	-112,582	-124,108
Administration	-767,110	-688,089
Professional Development & Education	-66,674	-60,220
Surplus before Income Tax Expense	70,447	136,386
Income Tax Expense	-24,957	-26,880
Surplus after Income Tax Expense	45,490	109,406
Other Comprehensive Income		-
Total Comprehensive Surplus	45,490	109,506

CASH FLOW STATEMENT

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from operations	1,056,967	1,124,345
Payments to suppliers and employees	-1,037,757	- 994,435
	19,210	129,910
Interest received	53,548	65,752
NET CASH FROM OPERATING ACTIVITIES	72,758	195,662
Less		
Payment for Office Strata Lots 29 & 34	-	551,282
NET CASH USED IN INVESTING ACTIVITIES	-	551,282
NET INCREASE (DECREASE) IN CASH HELD	72,758	-355,620
CASH AT BEGINNING OF YEAR	1,604,432	1,960,052
CASH AT END OF YEAR	1,677,190	1,604,432

STATEMENT OF FINANCIAL POSITION

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

	2016	2015
Current Assets		
Trade Debtors	57,958	17,092
Cash at Bank & on Hand	1,677,190	1,604,432
	<u>1,735,148</u>	<u>1,621,524</u>
Fixed Assets		
Property (Note 6)	1,166,368	1,193,218
Office Furniture & Equipment (Note 7)	-	1,688
	<u>1,166,368</u>	<u>1,194,906</u>
Total Assets	2,901,516	2,816,430
Liabilities		
Trade Creditors & Accrued Expenses	38,531	30,784
Provision for Income Tax	4,081	8,292
Provision for Employee Entitlements	197,490	161,430
	<u>240,102</u>	<u>200,506</u>
Total Liabilities	240,102	200,506
Net Assets	2,661,414	2,615,924
Equity		
Retained Earnings	2,661,414	2,615,924
Total Equity	2,661,414	2,615,924

STATEMENT OF CHANGES IN EQUITY

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

Balance at 1 July 2015	2,615,924	2,506,418
Operating Surplus	45,490	109,506
Balance as at 30 June 2016	<u>2,661,414</u>	<u>2,615,924</u>

NOTES TO THE FINANCIAL STATEMENTS

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

Note 1 – Summary of Significant Accounting Policies

A) Basis of Preparation

The financial statements are general purpose financial statements that have been prepared in accordance with Australian Accounting Standards - Reduced Disclosure Requirements of the Australian Accounting Standards Board and the Corporations Act 2001.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless otherwise stated.

The financial statements have been prepared on an accruals basis and are based on historical costs, modified where applicable by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

B) Impairment of Assets

Assets that are subject to depreciation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

C) Depreciation

Depreciation is calculated on the straight line basis so as to write off the net cost of each fixed asset during its expected useful life. Profit and losses on disposal of fixed assets are taken into account when determining profit and loss.

The depreciation rates used for each class of depreciable assets are:

<i>Class of Fixed Asset</i>	<i>Depreciation Rate</i>
Buildings	2%
Office Equipment	15%

The asset's residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting period.

D) Employee Benefits

Provision is made for the company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Consideration is given to the employee wage increases and the probability that the employee will not meet its vesting requirements.

Contributions are made by the entity to an employee superannuation fund and are charged as expenses when incurred.

E) Key Management Personnel

One Key Management Personnel exists but non-compliance with AASB 124 has been chosen as not to breach confidentiality of the Association.

Note 2 - Operating Profit

Operating profit before income tax has been determined after:	2016	2015
Crediting as Income:		
Interest Received	53,548	65,752
Charging As Expenses:		
Auditors remuneration	8,920	8,850
Depreciation of non-current assets	28,538	23,556

Note 3 - Other Income

Other Income		
Association Products	10,820	6,360
Commission and other	8,560	8,007
	19,380	14,367

Note 4 - Queensland Office Expenses

Current		
Rent	17,294	15,085
Telephone, Facsimile & Internet	1,634	2,372
Printing Stationery & Postage	436	379
Hire of Office Equipment	859	2,874
Office Expenses	697	-
	20,920	20,710

Note 5 - Victorian Office Expenses

Current	2016	2015
Rent	5,460	5,460
Telephone, Facsimile & Internet	1,893	2,707
Printing Stationery & Postage	505	344
Office Expenses	18	738
	7,876	9,249

Note 6 - Property

Strata Premises - at cost	1,342,534	1,342,534
Less: Provision for Depreciation	176,166	149,316
	1,166,368	1,193,218

Valuations – Strata Property

An independent market appraisal was carried out on the original office premises (Lot 33) and the newly purchased office (Lots 29 & 34) at 2 Barrack Street, Sydney on 6 June 2015 by Will Mulvihill of Henderson & Horning Pty Ltd, Sydney with a market value in the vicinity of \$945,000 - \$975,000 for lot 33 and \$650,000 - \$691,000 for lots 29 & 34.

The Directors considered the amounts recorded in the financial accounts as adequate and as such have not booked an adjustment.

Note 7 - Office Furniture & Equipment

Office Furniture & equipment - at cost	64,280	64,280
Less: Provision for Depreciation	64,280	62,592
	-	1,688

Note 8 – Reconciliation of Operating Surplus to Net Cash Provided By Operating Activities

Operating Surplus	45,490	109,506
Employee Provisions	36,060	21,425
Depreciation	28,538	23,556
Change in Assets and Liabilities		
(Increase)/Decrease in Trade Debtors	(40,866)	18,033
Increase/(Decrease) in Creditors and Accrued Expenses	7,747	12,544
Increase/(Decrease) in Provision for Income Tax	(4,211)	10,598
Net Cash Inflow Provided by Operations	72,758	195,662

Note 9 – Directors’ Remuneration

The names of the Directors who held office during the financial year were: Peter Cabot, Warren Clark, Cyril Close, David Corcoran, Chris Howie, Warren Johnston, Dale Keatley and Ross Plasto.

There were 8 Directors of the Australian Livestock & Property Agents Association Limited, none of whom has received or is entitled to receive any remuneration as a Director, except for payments made to Directors by way of reimbursement of out-of-pocket expenses incurred during the performance of their duties as Directors. No superannuation fund contributions have been made by or on behalf of any Director by the Australian Livestock & Property Agents Association Limited. The chairman received an allowance of nil for 2016 (2015 nil) to defray out-of-pocket expenses incurred in executing his duties. It should also be noted that the Association deals with Directors as members on terms and conditions no more favourable than those available to other members.

Note 10 – Environmental Regulation

The company's operations are not subject to any particular and significant environmental regulation under a Law of the Commonwealth or a State or Territory.

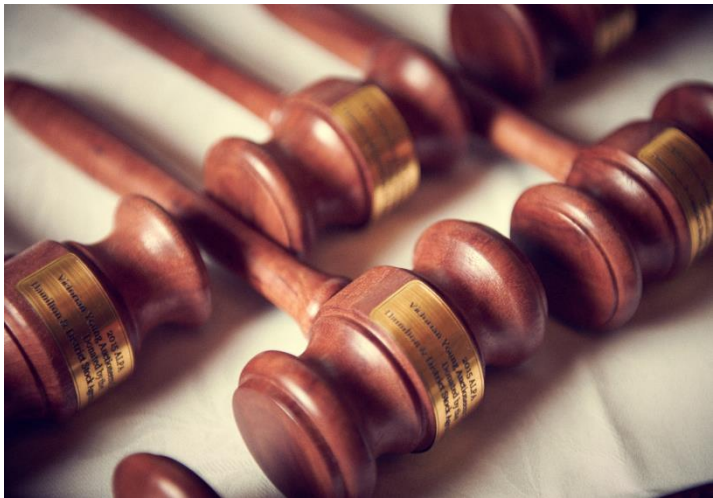
Note 11 – Events Subsequent to Reporting Date

There are no subsequent events that materially affect the performance of the Company for the period under review.

INCOME STATEMENT

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2016

INCOME	2016	2015
Subscriptions Received	486,822	477,053
Rent Recovered	48,631	34,062
Education Income	50,194	42,254
Office Communications	32,577	35,206
Administration Transit Insurance	217,696	211,806
Sponsorship	168,776	175,955
Interest Received	53,548	65,752
Government Grants	39,025	49,428
Young Auctioneers Competition	34,732	36,495
Other Income (Note 3)	19,380	14,367
TOTAL INCOME	1,151,381	1,142,378
EXPENDITURE		
Association Products	12,381	2,601
Annual Meeting & Dinner	17,529	28,940
Audit & Accountancy	8,920	8,850
Charges Govt. & Bank	2,285	2,220
Committee Expenses	71,317	51,630
Computer Expenses	26,599	25,060
Consultant Fee	-	6,880
Depreciation	28,538	23,556
Education Expenses	66,674	60,220
Office Communications Costs	5,083	4,573
Hire of Equipment	1,773	2,986
Holiday, Sick & LSL Provision	36,060	21,425
Insurances	6,226	6,812
Legal Fees	5,054	2,506
Office Expenses	19,580	16,271
Printing, Stationery & Postage	23,168	24,445
Property Expenses	42,211	30,202
Young Auctioneers Competition	134,568	133,575
Queensland Office Expense (Note 4)	20,920	20,710
Salaries & Wages	459,045	442,216
Superannuation	73,530	66,188
Telephone	6,477	9,006
Trade Subscriptions	5,120	5,871
Victorian Office Expense (Note 5)	7,876	9,249
SUB-TOTAL EXPENSES	1,080,934	1,005,992
Income Tax Provision	24,957	26,880
TOTAL EXPENSES	1,105,891	1,032,872
OPERATING SURPLUS	45,490	109,506





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2015 ALPA & Fairfax Media Agency Award State Finalists (L - R)

Peter Armstrong, Schute Bell Badgery Lumby, Bourke NSW; Kelvin Shelley (winner) Australian Wool Network, Geelong VIC;
Jock Gosse, Quality Livestock, Port Adelaide SA.



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