



AUSTRALIAN LIVESTOCK & PROPERTY AGENTS ASSOCIATION LTD

2018 Annual Report



ALPA 2017-2018

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Front Cover: 2018 ALPA National Young Auctioneers
Competition winner Sam Gemmell, Elders, Dubbo NSW (L) and
runner up Nick Shorten, GDL, Roma QLD (R);
2018 ALPA NSW and National Young Auctioneers Competition,
RAS Sydney.

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PHOTO INDEX

*Clockwise from top left-hand corner

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All taken at the 2018 ALPA NSW and National Young Auctioneers Competition (YAC) Dinner. ALPA President Warren Johnston; ALPA director Cyril Close with ALPA sponsor Andrew Donoghue, Herefords Australia and ALPA President Warren Johnston; 2017 New Zealand YAC winner Logan Moore; ALPA director Cyril Close with ALPA sponsor Stephen Rudman, Gallagher and ALPA President Warren Johnston; Legacy Australia Chairman Rick Cranna OAM; ALPA sponsor Gordon Martin, The Martin Group of Companies, ALPA sponsor Don Wright, Stockinsure and ALPA Life Member the Hon. Thomas George, MP.

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All taken at the 2017 ALPA Victoria YAC Dinner.

Prize gavel; ALPA guests; Rob Bolton, Rodwells & Co Bendigo; ALPA guests; ALPA Vice-President David Corcoran; ALPA hat; 2017 ALPA Victoria YAC competitors.

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ALPA Auctioneers School, Rockhampton; ALPA Industry Awareness Day, Wagga Wagga; ALPA Auctioneers School, Wagga Wagga; ALPA Auctioneers School, Wagga Wagga; ALPA Auctioneers School, Dandenong.

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ALPA agents JM Ellis & Co at the Hamilton Regional Livestock Exchange; ALPA hat.

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ALPA agents DMD at the Horsham Saleyards; Biggenden Saleyards; ALPA agents Landmark at the Livestock Marketing Centre Wagga Wagga; cattle at the Roma Saleyards; Biggenden Saleyards; working dogs.

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ALPA Auctioneers School, Bendigo; ALPA Auctioneers School, Wagga Wagga; ALPA Auctioneers School, Wagga Wagga; ALPA Auctioneers School, Rockhampton; ALPA Industry Awareness Day, Tamworth; ALPA Auctioneers School, Rockhampton.

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2018 ALPA National YAC winner Sam Gemmell, Elders Cootamundra with runner up Nick Shorten, GDL Roma; 2018 ALPA National YAC competitors; 2018 ALPA NSW YAC; 2017 ALPA National YAC winner and International Livestock Auctioneer Rookie of the Year Lincoln McKinlay, TopX Roma at the Calgary Stampede; 2017 ALPA National YAC winner and International Livestock Auctioneer Rookie of the Year Lincoln McKinlay, TopX Roma at the Calgary Stampede; 2018 ALPA NSW YAC.

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All taken at the 2017 ALPA Queensland YAC Dinner.

Allflex name tags; ALPA trophies; ALPA CEO Andy Madigan; 2017 ALPA Queensland YAC competitors; 2016 ALPA Queensland YAC winner Jake Smith, Landmark Roma.

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ALPA Industry Awareness Day, Griffith; ALPA Auctioneers School, Rockhampton; ALPA Auctioneers School, Bendigo; ALPA Auctioneers School, Rockhampton; ALPA Auctioneers School, Bendigo; ALPA Auctioneers School, Wagga Wagga.



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 Hotel, 77 York Street, Sydney

Friday 19th of October 2018

Lunch at 12 noon

Annual General Meeting at 1:00 pm

Members Seminar 1:30pm

AGM Dinner at 6:30 pm

Proudly Sponsored by



ALPA BOARD



Back row from left to right: Warren Clark, Warren Johnston (President), Peter Cabot, Dale Keatley and Ross Plasto
Front row from left to right: Cyril Close, David Corcoran (Vice - President) and Chris Howie

*ALPA membership is a signature of professionalism in the industry
Join the online conversation*



DIRECTORY AT 30 JUNE 2018

BOARD OF DIRECTORS

Warren Johnston – President
David Corcoran – Vice President
Peter Cabot
Warren Clark
Cyril Close
Chris Howie
Dale Keatley
Ross Plasto

Roberts Ltd
Delta Agribusiness
Landmark
Keith P Lanyon P/L
TopX Australia P/L
Elders
Ray White Keatley
Plasto & Company P/L

STAFF

Andy Madigan
Charlie Elliott
Sarrah Corner
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

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 2018

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	Paul Pratt Cyril Close Peter Daniel Colby Ede Paul Holm Stephanie Whitaker	Pratt Agencies P/L TopX Australia P/L GDL P/L Landmark Elders Burnett Livestock & Realty
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SOUTHERN REGION

Chairman	Warren Clark Jarrod Bennetts Anthony Delaney Warren Johnston Dale Keatley Jack Kelly Russell Mawson Ronald Rutledge Bradley Walker Damien Webb	Keith P Lanyon P/L Everitt Seeley & Bennetts Rodwells & Co P/L Roberts Ltd Ray White Keatley J & J Kelly Stock Agency P/L Landmark Elders Landmark Elders
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WESTERN REGION

Leon Giglia Andrew Lindsay Geoff Shipp	Landmark Primaries of WA Elders
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PRESIDENT'S REPORT



As the 2017-2018 operating year concludes for ALPA, it is my pleasure to present my annual report in my first year as President. ALPA continues to be the voice for Agency across the country, delivering value to our members and being a positive advocate representing our member base by being at the forefront of concerns and issues that affect us all in our day-to-day business.

ALPA is truly fortunate to have the experience and expertise within our personnel who remain active, energetic and approachable. Staff mentored and trusted by Andy Madigan our CEO of 14 years. It is great to utilise Andy's skills, background and intimate understanding of the agency sector along with the difficulties we are all presented with. Using the strong relationships he has built with industry and government bodies, sponsors and the agency sector across the country, Andy is always prepared and armed with the knowledge to lead the charge and act in our interests should the need for action arise.

Andy and ALPA continue to have great support from our regional managers with Liz Summerville in the Southern Region, Andrea Lethbridge in the Northern Region and with our new addition of Charlie Elliott replacing Lauren Jones who left us in December 2017 and ably assisted by Sarrah Corner based in our Sydney office.

At the time of writing, we are heading into an election process across all sectors of our Association and by the time our AGM is held we may have some new representation on both our Regional Advisory Committees and at board level. It is at this time I would like to thank all members at both levels for

their time, knowledge, wisdom and expertise that they have brought with them to their respective roles at ALPA. Without their ongoing support this great Association couldn't function effectively and we truly appreciate the time and effort you have given. On this note, as a matter of interest our board currently consists of a wealth of knowledge with a combined 291 years of Agency experience to steer the business forward into the future.

Over the past 12 months our key focus areas that ALPA has continued to concentrate on include:

- To represent agency business and protect agency interests into the future.
- To keep members informed of issues.
- To advocate to government and industry bodies and positively affect any changes.
- The development of the livestock and property agents profession and to promote our roles in rural marketing and smooth business transactions across the country.
- Develop and create positive strategies to promote our profession and utilise best practice in relation to our members, their business operations and promote high animal welfare standards.
- Continue to train and encourage a high standard for young agents coming through our members' businesses.
- Continue to maintain the integrity of our profession and develop ways of encouraging a strong image.

New and ongoing issues and challenges are constantly facing our industry and ALPA strives to be our advocate and voice to support us all in

the changes and challenges brought before us. With the implementation of RFID in Victoria, ALPA is strongly advocating for RFID in sheep to remain only within Victoria and not be spread across the country and affect agency business with additional cost and burden within the sheep marketing world.

Whilst the "real time" updating of NVDs has become a reality within the electronic versions of NVDs, ALPA has been an advocate to ensure the up-to-date versions contain relevant information to ensure their livestock is available to all markets through this system.

With the recent controversy surrounding live export markets and their continuation, ALPA has been extremely active in ensuring the continuance of this vital market to underpin our sheepmeat industry and remain a strong marketing option for our agents and their producer clients across the country. At this point our CEO Andy Madigan and his team have spent countless hours advocating through and with organisations such as NFF, ALEC and government bodies to have the agency body heard and express our support, but also taking into account our concerns with operators working outside best practice and animal welfare regulations and putting markets in jeopardy for all.

ALPA as the peak body for the agency sector celebrates 14 years as our national organisation. ALPA is here for our members – the agency sector – and to represent agency business in a professional manner and be there for all, should it be your own personal business or the agency you work for each day.

I would like to personally thank each and everyone involved in this great business from our regional committees and our personal development groups. For those involved, they should take credit in shaping the future for many young agents entering the agency sector. The professionalism of these young people is becoming evident through the showcase events such as ALPA State based and National Young Auctioneers Competitions, the ALPA Fairfax Media Agency Award and the high calibre of people coming through these competitions. Our judges and staff that have all conducted themselves professionally and ethically throughout these events. Furthermore these events are unable to be held without the generous support of our sponsors. Thank you.

This year ALPA has invested a considerable amount of time and money into conducting a members' survey to assist our board and staff improve the ALPA business and brand and gain a real feel for what our members are expecting and requiring ALPA to be and do going into the future. With a new board to be elected over the coming months, this will set the foundation for our business, your business and ALPA to grow and be an even stronger voice into the future.

In closing, I would like to thank the board for their support, efforts and time in shaping and guiding the agenda of ALPA, and look forward to the continued efforts of all involved in the future in whatever capacity as determined by our members.

Warren Johnston
ALPA President

CHIEF EXECUTIVE OFFICER'S REPORT



It gives me great pleasure to submit my fifteenth ALPA annual report to members. ALPA is now in its fourteenth year as a national body representing agents across Australia. We truly are, a peak industry body.

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. Their time and valuable contributions assist ALPA achieve positive results within the rural sector.

David Corcoran stood down as President at the AGM in Adelaide 2017 due to the ALPA constitution rule of a four year limit as president. David has led ALPA in the same vain as past presidents and he has put ALPA first and stood up for all agents at all levels. Warren Johnston from Roberts Tasmania was elected as President by the board and with his industry experience and knowledge will make him an ideal leader.

ALPA conducted a survey of members in May to help find out what ALPA needed going forward. The board will assess the outcome of the survey and will make the necessary changes to help set our course into the future.

ALPA lodged nine submissions this past year on behalf of members to state and federal governments and we had two face-to-face meetings with the ACCC on beef markets.

- September 2017 NSW Property, Stock and Business Agents

Amendment (Property Industry Reform) Bill 2017.

- January 2018 Request for update cattle and beef market study ACCC.
- April 2018 WA Animal Welfare Amendment Bill 2017.
- May 2018 VIC Estate Agents Fees Regulations 2018 Regulatory Impact Statement.
- May 2018 NSW Complaints Register Guidelines Review.
- May 2018 Review of MLA Is it fit to load? Guide.
- May 2018 VIC Livestock Disease Control Regulations 2017 Amendments.
- May 2018 Inquiry into the Primary Industries Levies and Charges Collection Amendment Bill 2018.
- June 2018 NSW Select Committee on Landowner Protection from Unauthorised Filming or Surveillance.

Through these submissions and meetings, 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, Wagga Livestock Marketing Centre and the RMA network we were able to live stream the ALPA Young Auctioneers Competition live from Sydney. Also, we live streamed the Victorian and Queensland ALPA

Young Auctioneers Competitions right across the country. We had over 22,000 people view the Sydney competition from their computers and phones and Facebook reached over 25,000 people.

- ALPA Facebook page has generated tremendous interest with almost 4,500 followers. Members can now enjoy good news stories as they happen.
- ALPA ran 23 schools and courses across the country delivering information and training to almost 500 members and their staff.
- ALPA members helped raise \$47,077 for The John Logan Foundation.

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 fourteen years.

Animal welfare is still a hot topic and one that will only get hotter as we have seen from the live export of sheep. Education is paramount in achieving better animal welfare outcomes. People need to understand the difference between animal welfare, animal wellbeing and animal cruelty and education is the only way forward.

ALPA's staff deserves 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.

Lauren Jones left ALPA in December 2017 moving into a role with Nuffield Scholarships and we wished her well in her new position. Charlie Elliott started in January as administration manager replacing Lauren and is settling in well. Both Charlie and Sarrah Corner 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. Lauren, Charlie, Sarrah, Andrea and Liz have assisted many members with all sorts of enquiries throughout the year with a friendly and helpful approach.

I look forward to continuing to lead and work with the ALPA team. It is rewarding to see just how far we have come as a national united body. We are ready for the future. The respect of ALPA amongst industry is second to none and we are there for the long haul, for the betterment of the livestock and property profession. Agents have always been – and will no doubt remain – the true rural entrepreneurs.

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 hope to see you at the ALPA AGM in Sydney on 19th October 2018.

Andy Madigan
Chief Executive Officer



EASTERN REGION

ADVISORY COMMITTEE REPORT

It has been a pleasure serving my fourth 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

Continuing 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 Armidale, Bathurst, Tamworth, Dubbo, Forbes, Griffith, Wagga Wagga and Sydney. These were attended by more than 210 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. NSW Fair Trading are making changes to CPD and our licences in 2018 and as we know more we will pass on to members. We understand there will be some compulsory units involved.

ALPA ran three Auctioneers Schools – Wagga Wagga (July 2017), Wagga Wagga (December 2017) which was the selection school for the NSW YAC and Tamworth (May 2018). I would like to thank the venues for allowing us the opportunity to run our schools there. I would like to also thank the trainers, Don Barbaro, Tom Boyle, Simon Burke, Peter Cox, Paul Jameson, Aaron Mackay, **Dan O'Brien**, Geoff Rice, Scott Simshauser, James Tierney and Joe Wilks for their invaluable guidance at these schools.

There was a strong field of participants vying for selection for the 2018 NSW YAC, at the December Wagga Wagga

school. 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 Sydney staff of ALPA and all who were involved in the organisation and running of these training courses. We are lucky to have such experienced people working with ALPA. Training and education is such an integral part of our industry and ALPA prides itself 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 320 competitors, members, industry representatives and other guests came to the ALPA Young Auctioneers Dinner this year, which was held for the ninth year in the city. The night was well received by all, with guests enjoying their night at Doltone House Hyde Park. A highlight was the charity auction conducted by 2017 ALPA National Young Auctioneers Competition Winner and International Livestock Auctioneer Rookie of the Year, Lincoln McKinlay and 2017 New Zealand Young Auctioneer Winner, Logan Moore, raising almost \$25,000 for Legacy Australia.

The competition, on Friday 23 March 2018, was another hard-fought battle, with 10 young auctioneers competing to be named 2018 ALPA NSW Young Auctioneer Winner. The winner this year was Tom Pollard of Elders, Dubbo, and the runner up was Baden Chaffey of Landmark Townsend, Scone. The ALPA

NSW Max Bailey Encouragement Award was presented to Jack Pippin of Spencer & Bennet – Yenda Prods, Griffith.

I would like to congratulate all the competitors from this year's competition and thank all the sponsors, officials and volunteers for the smooth running of the 2018 ALPA NSW and National Young Auctioneers Competitions.

ALPA Fairfax Media Agency Award

The Eastern Region had one finalist attend the national judging of the 2017 ALPA Fairfax Media Agency Award; Luke Kenniff, Harvest Agents & Advisory, Sydney.

The national judging was held the morning of the ALPA AGM in Adelaide. Simone Dand, Elders Adelaide, SA was awarded the 2017 ALPA Fairfax Media Agency Award for her nomination. I would like to congratulate Simone 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 in saleyards and the imposing of Radio Frequency Identification (RFID) tags in the Victorian 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.

ALPA have recently reviewed the NSW Complaints Register Guidelines, which will include information such as the name of business and its location, the number of complaints received and the product or service complained

about. ALPA provided its recommendations to the NSW Commissioner for Fair Trading on the proposed complaints register.

Minister Niall Blair invited Andy Madigan to meet with him in June about the drought and the affects it is having on NSW rural communities. He told Andy that he wanted to pass on his gratitude to agents and their staff around the state who have been doing a wonderful job helping farmers handle the drought, their livestock and their mental wellbeing. He also knows the physical and mental impact it has on all staff at an agency business and in a community.

I would like to thank my fellow NSW committee Peter Cabot, David Corcoran, Peter Cox, Geoff Rice, Luke Scicluna and Michael Wright for their assistance over the past twelve months. Their time and valuable contributions assist ALPA in achieving positive results within the rural sector.

In NSW we are very lucky to have a great mix of youth and experience in which I have been able to call on at any given time for advice and help.

Ross Plasto
Chairman



2018 ALPA New South Wales Young Auctioneers Competition winner Tom Pollard, Elders Dubbo (R) and runner up Baden Chaffey, Landmark Townsend Scone (L).



2018 ALPA New South Wales Young Auctioneers Competitors.



NORTHERN REGION

ADVISORY COMMITTEE REPORT

The past twelve months has seen parts of the state with half decent seasonal conditions while other areas are still in dire need of rainfall. At the beginning of June 58% of Queensland was still drought declared. Some of these regions have been in this situation for far too long. We can only pray that general widespread rains come sooner rather than later to help these areas on what will be a long journey to recovery.

The cattle market remained firm for the best part of 2017–18 with values only dropping in the last couple of months. The dry conditions covering vast areas in Queensland, NSW and Victoria have forced large numbers onto the market creating a reduction in prices across the board. Once again, rainfall is the answer.

This is my sixth year serving on the Northern Regional Advisory Committee and it has been pleasing in that time to see ALPA strengthening its position as **our industry's leading body**. I would like to thank my fellow committee members Cyril Close, Peter Daniel, Colby Ede, Paul Holm and Stephanie Whitaker for their commitment, time and support for our organisation.

Education

The future of the agency industry seems to be in good hands if the 28 participants of the two-day auctioneers school held in Gracemere, 11-12 June are any indication. Only a few faces were familiar with the majority of the group being first time attendees. The development and improvement that is achieved in two days is amazing and this group of young people are to be congratulated on their efforts.

This school would not be possible without the presenters who give up their time to attend. ALPA would like to acknowledge the contribution made by Cyril Close, TopX Roma, Ken McCaffrey, McCaffreys Australian Livestock Marketing Rockhampton, Mark Scholes, Landmark Rockhampton, Harvey Weyman-Jones, GDL Dalby and Cameron Wilson, Elders Brisbane.

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

It was with great interest we followed the progress of our Queensland young auctioneer Lincoln McKinlay as he showcased his talent on the international stage at the International Livestock Auctioneer Championship in Calgary, Canada. On the back of his 2017 ALPA National Young Auctioneer win, Lincoln represented Australia proudly, bringing home the Rookie of the Year title. It was a well-deserved **win** and Lincoln's efforts epitomise what can be achieved with hard work, dedication and professionalism. Congratulations Lincoln!

The ALPA Queensland Young Auctioneers Competition as always is a crowd favourite at the Ekka. The ten finalists, including our first female competitor, Sarah Packer, drew upon their training and hours of practice to deliver a very strong competition. Congratulations to a dual win for GDL with Nick Shorten, Roma and Andrew

Carcary, Blackall taking out winner and runner up respectively.

Both gentlemen progressed to the ALPA National Young Auctioneers Competition to represent Queensland at the Sydney Royal Easter Show. Their strong performance at the Ekka moved up a gear with both selling extremely well in Sydney. Congratulations to Nick Shorten who was runner up. For his efforts, Nick has been invited to sell at the New Zealand auctioneers competition at the end of the year.

The ALPA Young Auctioneers Dinner prior to the competition on the Thursday evening is going from strength to strength with support across industry for this showcase event. This year there was again record attendance with 220 competitor's friends, family and industry members present. One of the highlights of the evening was the charity auction, with the money raised this year supporting the John Logan Foundation. Last year's competition winner Jake Smith hosted the auction. 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

Representation from Queensland in the ALPA Fairfax Media Agency Award was unfortunately lacking this year. We congratulate the other states who put forward some worthy finalists. Congratulations to the winner, Simone Dand.

Industry

The transitional arrangements for John's Disease and J-BAS reporting

requirements continued as the initial deadline was pushed out to 1 October in line with the Livestock Production Assurance program enhancements. ALPA worked closely with industry in the development of communications to assist in explaining the changes and the how and what of the Cattle Health Declarations. With almost half of the nation's cattle herd and a strong reliance on the live export trade it was a priority for Queensland members to establish clarity on the issue.

Biosecurity was on the radar this year with ALPA involved in two biosecurity exercises – Exercise Border Bridge and Cow Catcher III. Both exercises were conducted independently, but the focus of both was to test the robustness of our biosecurity systems.

Many members made their way to Australia's Beef Capital, Rockhampton for Beef Australia 2018. For those who had the opportunity to attend the event did not disappoint with over 100,000 through the gate including 1,200 international delegates, from more than 43 countries.

On the back of this successful event, it was disappointing to note an increased animal activism presence on social media. Members need to remain vigilant at all times and adherence to best animal welfare practices is non-negotiable.

A change in government in November has created great uncertainty in rural and regional areas with the Labor government delivering on their election promise to introduce the highly controversial vegetation management laws.

All committee members are to be acknowledged for their continued support and input into the Northern Regional Advisory Committee.

Thankyou to Andy Madigan and all the ALPA staff for their effort, support and dedication to our ALPA members and the broader industry. To Andrea Lethbridge our Northern Regional Manager, thank you very much for your continued hard work and the

dedication you give to your position. The assistance you give throughout the year is very much appreciated.

Paul Pratt
Chairman



2018 ALPA Queensland auctioneer and selection school attendees at the Central Queensland Livestock Exchange, Rockhampton.



2017 ALPA Queensland Young Auctioneers Competition winner Nick Shorten, GDL Roma (L) and runner up Andrew Carcary, GDL Blackall (R).



2017 ALPA Queensland Young Auctioneers Competitors.

SOUTHERN REGION

ADVISORY COMMITTEE REPORT

While writing this year's Southern Regional report, I found myself reflecting over the past year. Unlike a lot of the eastern seaboard of Australia, we in the south west of Victoria and south east of South Australia have been fortunate to experience a relatively good season. While our spring petered out rather quickly, which led to a long summer, our fodder reserves were good. Our autumn break albeit late (May) was excellent and we now see ourselves going into winter with a good abundance of feed.

Cattle prices have come back a fair way and this is a reflection of where our northern neighbours' season is. One would hope by the time this is printed, they have received a break which would be a benefit to themselves and the cattle industry in general. This is quite the opposite to lamb and mutton prices. As I am putting pen to paper lambs hit \$277 at Wagga. This season, lamb prices have been very strong and the short term trend looks good. With record wool prices, sheep and lamb producers should look forward to a rosy start for the spring selling season.

Education

ALPA continues to deliver training across our region with members attending Industry Awareness Days and Auctioneer Schools. It is pleasing to see our members from

across all parts of our region in attendance.

I would like to recognise the following who took the time out of their businesses to be trainers at our auctioneer schools: Jarrod Bennetts, Anthony Delaney, Morgan Davies, Justin Keane, Graeme Nicholson, David Setches, Nigel Starrick and Michael Unthank. Without their assistance we could not conduct our high level of training and this is reflected in the feedback we receive.

We are thankful for the support of Consumer Affairs Victoria who continue to assist us financially in educating our members.

A very strong supporter of ALPA since its formation, Rob Bolton made the decision to retire in September. Rob assisted in countless schools across Australia and his ability to engage with the youth in our industry is to be commended. His passion and positivity for our industry rang true at every school he conducted and this enthusiasm was contagious for those in attendance. Rob was always genuinely proud of the successes afforded to all the agents he mentored. I am sure I can speak on behalf of the entire ALPA community and pass on our sincere thanks for his contribution over the years and we wish you and Di all the best in your retirement.

ALPA Young Auctioneers Competition

Due to a timing change, the 2018 ALPA South Australian Young Auctioneers Competition will be held in the 2018/19 financial year.

The 2017 ALPA Victorian Young Auctioneers Competition at the Victorian Livestock Exchange, Pakenham was another success and continues to attract support from local agents, buyers and vendors. Ten excellent young agents competed in a very tight competition with Murray Bennett, Landmark Wangaratta taking out the 2017 ALPA Victorian Young Auctioneers Competition title with Joe Allen, Elders Euroa being named runner up.

The ALPA Young Auctioneers Competition dinner held in Melbourne prior to the competition continues to showcase our best young auctioneers and to celebrate our profession. We are very proud to have raised just under \$19,000 for the ALPA charity, The John Logan Foundation.

Both Murray and Joe joined 2017 ALPA South Australian Young Auctioneers winner, Jack Coleman, Elders Jamestown and runner up, Connor Lamond, Elders Burra at the 2018 ALPA National Young Auctioneers Competition in Sydney at the Royal Easter Show and represented the Southern Region exceptionally well. Congratulations to Sam Gemmell, Elders Cootamundra NSW for taking home the trophy.

ALPA Fairfax Media Agency Award

The Southern Region had four finalists in the national judging of the 2017 ALPA Fairfax Media Agency Award at the ALPA AGM in Adelaide: Murray Bullen, Rodwells & Co Pty Ltd Wodonga, Simone Dand, Elders Adelaide, Samantha Neumann, Elders Adelaide and Rebecca Oakley, Roberts Limited Western Junction Tasmania.

Simone Dand was awarded the 2017 Fairfax ALPA Media Agency Award. Simone has been one of the key drivers behind the Elders trainee program and her passion for our industry was duly noted by the judges. Congratulations Simone on your fantastic achievement.

Industry

One of Victoria's biggest challenges came into effect on the 31st March when mandatory RFID scanning of sheep born after 1st January commenced in saleyards. The biggest challenge, however remains to be seen how this new system will handle the vast numbers that we expect to see during the spring selling season and what impact this will have on our industry.

Animal welfare should remain our members top priority and this is even more evident with the recent live export footage. Animal activists are taking more interest in saleyards and these organisations are very vocal and often well-funded. We **must be aware of the community's** expectations of animal welfare and there is no place in our industry for bad animal welfare practices and we must take a zero-tolerance

stance on this very important matter.

I would like to acknowledge the following committee members for their support throughout the past year: Jarrod Bennetts, Rob Bolton, Anthony Delaney, Warren Johnston, Dale Keatley, Jack Kelly, Russell Mawson, Ron Rutledge, Bradley Walker and Damien Webb.

Thank you must go to Andy Madigan and his staff for their efforts throughout the year. On behalf of myself and the Southern Regional Advisory Committee we would also like to thank Liz Summerville for her consistent effort and support she provides to our committee and members in the Southern Region.

Warren Clark
Chairman

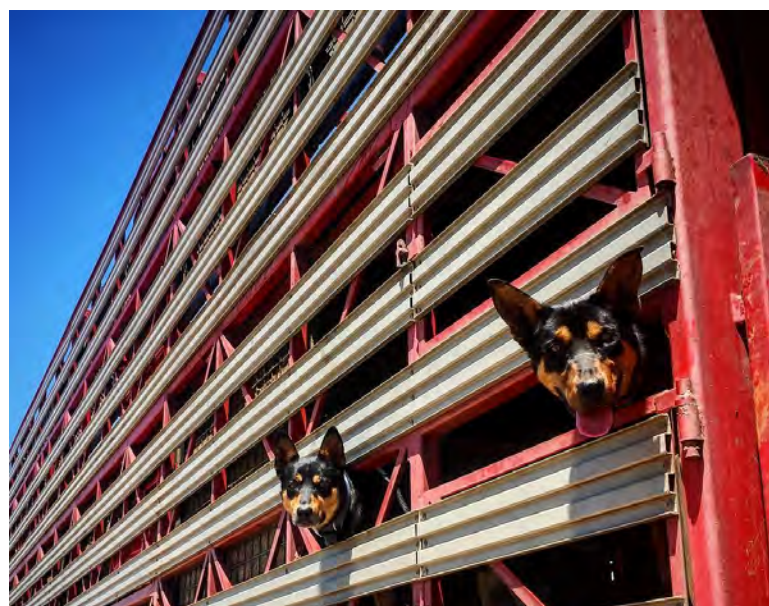




2017 ALPA Victorian Young Auctioneers Competition winner Murray Bennett, Landmark Wangaratta (R) and runner up Joe Allen, Elders Euroa (L).



2017 ALPA Victorian Young Auctioneers Competitors.







2017 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.

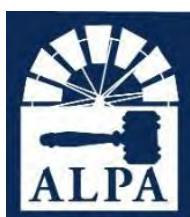
The ALPA Fairfax Media Agency Award was originally incepted to reward excellence in livestock marketing. The award has, however evolved to

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

Congratulations to the 2017 winner, Simone Dand, Elders Adelaide who was awarded the Mike Nixon Shield for Excellence in Marketing, also a cash prize and a trip to the 2018 Calgary Stampede in Canada with the 2018 ALPA National Young Auctioneers Competition winner.



2017 ALPA Fairfax Media Agency Award winner, Simone Dand, Elders Adelaide, South Australia.





DIRECTORS' REPORT

FOR THE FINANCIAL YEAR ENDED JUNE 2018

Your directors submit the financial accounts of the company for the period ended 30 June 2018.

2017 – 2018 Directors	Position	Attendance
Peter Cabot	Director	3
Warren Clark	Director	3
Cyril Close	Director	3
David Corcoran	Director	2
Chris Howie	Director	3
Warren Johnston	Director	3
Dale Keatley	Director	2
Ross Plasto	Director	2

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, three 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 as per member survey
- 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 as per member survey

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 \$131,133 (2017 \$4,800).

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

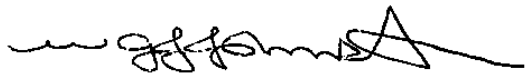
The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate:

- o Indemnified or made any relevant agreement for indemnifying against a liability, including costs and expenses in successfully defending legal proceedings; or
- o 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 Brisbane,
9 August 2018.



DAVID CORCORAN
Director



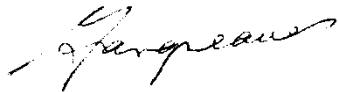
WARREN JOHNSTON
Director

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 2018, 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, 25 July 2018

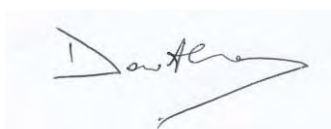
DIRECTORS' DECLARATION

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 9 August 2018.

On behalf of the Directors
Brisbane, 9 August 2018



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 2018.

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.

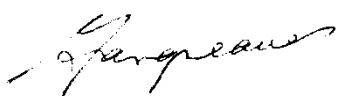
Auditor's Opinion

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 2018 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 2018

STATEMENT OF COMPREHENSIVE INCOME

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

	2018	2017
Revenue from Ordinary Activities	1,221,063	1,133,711
Young Auctioneers Competition Expenses	-133,544	-136,648
Communication (Membership & Promotion)	-115,596	-118,454
Administration	-753,235	-757,756
Professional Development & Education	-66,109	-98,726
Surplus before Income Tax Expense	149,762	22,127
Income Tax Expense	-18,629	-17,327
Surplus after Income Tax Expense	131,133	4,800
Other Comprehensive Income		
Total Comprehensive Surplus	131,133	4,800

CASH FLOW STATEMENT

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from operations	1,130,054	1,141,415
Payments to suppliers and employees	-1,007,836	-1,029,751
	122,218	111,664
Interest received	40,730	43,906
NET CASH FROM OPERATING ACTIVITIES	162,948	186,232
NET CASH USED IN INVESTING ACTIVITIES	26,923	30,662
NET INCREASE (DECREASE) IN CASH HELD	189,871	186,232
CASH AT BEGINNING OF YEAR	1,863,422	1,677,190
CASH AT END OF YEAR	2,053,293	1,863,422

STATEMENT OF FINANCIAL POSITION

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

	2018	2017
Current Assets		
Trade Debtors	11,673	18,489
Cash at Bank & on Hand	2,053,293	1,863,422
	<hr/>	<hr/>
	2,064,966	1,881,911
Fixed Assets		
Property (Note 4)	1,112,668	1,139,518
Office Furniture & Equipment (Note 5)	-	-
	<hr/>	<hr/>
	1,112,668	1,139,518
Total Assets	3,177,634	3,021,429
Liabilities		
Trade Creditors & Accrued Expenses	146,927	141,565
Provision for Income Tax	4,108	206
Provision for Employee Entitlements	229,252	213,444
	<hr/>	<hr/>
Total Liabilities	380,287	355,215
Net Assets	<hr/>	<hr/>
	2,797,347	2,666,214
Equity		
Retained Earnings	2,797,347	2,666,214
Total Equity	<hr/>	<hr/>
	2,797,347	2,666,214

STATEMENT OF CHANGES IN EQUITY

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

Balance at 1 July 2017	2,666,214	2,661,414
Operating Surplus	131,133	4,800
Balance as at 30 June 2018	<hr/>	<hr/>
	2,797,347	2,666,214

NOTES TO THE FINANCIAL STATEMENTS

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

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:	2018	2017
Crediting as Income:		
Interest Received	40,730	43,906
Charging As Expenses:		
Auditors remuneration	11,640	9,610
Depreciation of non-current assets	26,850	26,850

Note 3 - Other Income

Other Income		
Association Products	12,811	16,133
Commission and other	8,965	13,661
	21,776	29,794

Note 4 - Property

Strata Premises - at cost	1,342,534	1,342,534
Less: Provision for Depreciation	229,866	203,016
	1,112,668	1,139,518

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 19 July 2017 by Will Mulvihill of Henderson & Horning Pty Ltd, Sydney with a market value in the vicinity of \$1,112,000 - \$1,251,000 for lot 33 and \$764,000 - \$853,000 for lots 29 and 34.

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

Note 5 - Office Furniture & Equipment

Office Furniture & equipment - at cost	64,280	64,280
Less: Provision for Depreciation	64,280	64,280
	-	-

Note 6 – Reconciliation of Operating Surplus to Net Cash Provided
By Operating Activities

	2018	2017
Operating Surplus	131,133	4,800
Employee Provisions	15,808	15,954
Depreciation	26,850	26,850
Change in Assets and Liabilities		
(Increase)/Decrease in Trade Debtors	6,816	(39,469)
Increase/(Decrease) in Creditors and Accrued Expenses	5,362	103,034
Increase/(Decrease) in Provision for Income Tax	3,902	(3,875)
Net Cash Inflow Provided by Operations	189,871	107,294

Note 7 – 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 2018 (2017 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 8 – 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 9 – 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 2018

INCOME	2018	2017
Subscriptions Received	493,944	479,336
Rent Recovered	47,462	43,387
Education Income	62,110	43,769
Office Communications	25,118	24,925
Administration Transit Insurance	260,710	228,123
Sponsorship	172,727	165,728
Interest Received	40,730	43,906
Government Grants	48,851	28,561
Young Auctioneers Competition	44,818	46,182
Other Income (Note 3)	21,776	29,794
<u>TOTAL INCOME</u>	<u>1,218,246</u>	<u>1,133,711</u>
EXPENDITURE		
Association Products	16,297	22,305
Annual Meeting & Dinner	14,241	26,055
Audit & Accountancy	11,640	9,610
Charges Govt. & Bank	1,882	3,213
Committee Expenses	47,047	45,822
Computer Expenses	25,654	29,520
Consultant Fee	49,616	6,298
Depreciation	26,850	26,850
Education Expenses	66,109	98,726
Office Communications Costs	4,207	6,582
Hire of Equipment	4,788	4,096
Holiday, Sick & LSL Provision	15,808	15,954
Insurances	7,222	8,662
Legal Fees	3,956	8,168
Office Expenses	16,009	35,070
Printing, Stationery & Postage	21,654	28,651
Property Expenses	44,139	43,579
Young Auctioneers Competition	133,544	136,648
Queensland Office Expense	21,993	19,986
Salaries & Wages	462,317	458,093
Superannuation	58,197	56,919
Telephone	6,993	6,969
Trade Subscriptions	6,241	5,769
Victorian Office Expense	2,081	8,039
SUB-TOTAL EXPENSES	<u>1,068,484</u>	<u>1,111,584</u>
Income Tax Provision	18,629	17,327
<u>TOTAL EXPENSES</u>	<u>1,087,113</u>	<u>1,128,911</u>
OPERATING SURPLUS	<u>131,133</u>	<u>4,800</u>





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2017 ALPA Fairfax Media Agency Award winner Simone Dand, Elders, Adelaide.



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Liz Summerville