

Grounded in tradition.
Working for the future.



ALPA

AUSTRALIAN LIVESTOCK
& PROPERTY AGENTS
ASSOCIATION LTD



2019
Annual Report



Front cover
ALPA photo competition
winner: Sarah Cunningham,
Spence Dix & Co, Keith
"Ready to Sell"

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President's Report

By ALPA President Warren Johnston



The last year has been one that will long be remembered as a point of key change for ALPA – one that looks back and builds upon the former success of the organisation, while laying a strong foundation for the future.

It was, of course, with great reluctance that I accepted the resignation of our Chief Executive Officer and Company Secretary, Andy Madigan, in July. Andy has been at the helm of ALPA over its 15 years of existence and his skills, background, knowledge, contacts and understanding of our industry have been instrumental to the success and growth of our great organisation. However, Andy leaves ALPA in a strong and respected position to grow and prosper for years to come.

Rebrand

Keeping with this theme of change, one of the primary focuses of the Board over the last 12 months has been development of a new-look online platform and the creation of a revitalised and modern brand identity for the Association. We are delighted to have arrived at branding which both pays tribute to our proud history but also communicates our core value of leading our industry into the future. We believe our new look is reflective of our work at the coal face of issues and our professional and proficient representation of our members. We look forward to officially launching our new brand and sincerely hope you enjoy the enhancements made to our website and service offering.

At this point I should also acknowledge the hard work of our regional managers Andrea Lethbridge (North) and Liz Summerville (South), as well as Charlie Elliott in our Sydney office throughout the rebranding process and across the entire year.

Policy Work

ALPA has spent a significant amount of time working with the meat processing sector over the last 12 months to collaborate on a number of key issues which impact our collective industries. We will continue to engage and consult with the buyers on this important work as we seek to find common ground or mutually beneficial outcomes we share with our processing colleagues.

Animal welfare continues to be top of mind for our members, and the broader agricultural industry, and is something we have prioritised as an organisation. This has included the promotion of best practice animal welfare standards across each facet of livestock marketing, and involvement in key discussions with other industry bodies and stakeholders, to ensure we are proactive in guiding the agency sector through this important issue.

Community

As we know, catastrophic drought, floods and fire have touched many corners of the country over the last year and ALPA has supported a number of relevant appeals to help assist our members and their customers throughout these challenging times.

Our ALPA charity in 2018-2019 has been Legacy and we are exceptionally proud to have shown our support and raised crucial funds for this iconic and important cause. Legacy provides services to families suffering financially and socially after a parent or spouse has given their life or health in the line of defence.

Looking Ahead

Armed with modern and energetic new branding and communication systems, the ALPA Board now has its sights set firmly on the year ahead. We will continue to:

- Proactively and strongly represent agency businesses and protect the interests of our members
- Ensure our members are informed about key issues and have access to high-quality training and professional development
- Focus on animal welfare and ensuring best practice and education across the sector
- Maintain and build the integrity of our profession and be a powerful advocacy force, strengthened by unity and collaboration
- Develop the next generation of agents through our auctioneering schools and mentoring programs to ensure a bright future for our industry.

Finally, I must extend a special thanks to our Board members who invest considerable time and effort into ALPA. It would simply not be the organisation it is without their knowledge, wisdom and expertise.



Photo credit: AAM CTLX

Who We Are

Australian Livestock and Property Agents Association Ltd (ALPA) is the national Peak Industry Body for the livestock and property agent industry, representing more than 1,200 businesses across the country.



Photo credit: Burnett Livestock & Realty

- Headquartered in its owned Sydney office, but with staff located in Brisbane to service the north and Wagga Wagga to service the southern region, ALPA develops policy and advocates on behalf of industry, while coordinating high-quality educational events, competitions and professional development activities.
- ALPA is proud of its long and successful heritage but is future-focused and ready to foresee and address issues which may affect the operation and prosperity of members and agency businesses. It works hard to drive positive and proactive change and growth across the sector, to be in line with evolving technology, innovation and advances in agriculture.
- Through an open dialogue and close consultation with its members, ALPA develops policy, shares important information, provides training, professional development, events and other services to help support agency businesses and professionals, and to contribute to an informed, professional and prosperous industry.
- Agents are people who 'get things done' and an important part of the fabric of the communities in which they live and work. ALPA reflects the 'can do' values of the members it represents and works hard to make a positive and lasting contribution to rural and regional Australia.
- Through ALPA's deep connections with the broader agriculture industry, government and other industry bodies, it is well-placed to effectively represent its members. As a member of the National Farmers' Federation, and through active consultation and collaboration with a broad range of stakeholders, our voice transcends the agency sector to make us part of the national agricultural discussion.
- ALPA members receive a range of benefits to help make running their business more efficient through our relationships with external providers and partners who value the work agents do.

The ALPA brand: a new era

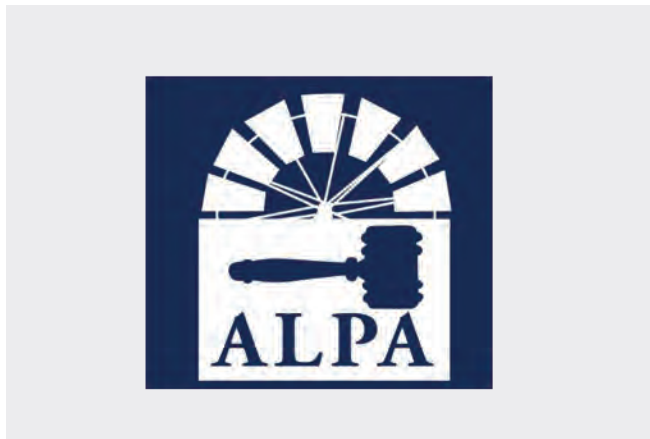
A key initiative of the ALPA Board over the past 12 months has been the development of an engaging new brand and online platform for the Association. To change the visual identity of an organisation, particularly one as steeped in history as we are, is no small task and was most certainly not a decision taken lightly.

However, after more than 15 years and in a climate of change and innovation, it was time to reinvigorate the ALPA brand and provide an online portal that better serves the needs of our members (please note at time of writing the new website was still under construction).

The History

The original ALPA logo was developed in 2004 upon the merging of the state-based agent representative associations, when it was recognised one unified body would be a more powerful industry voice. ALPA replaced the Australian Council of Livestock Agents (ACLA) which, although made up of representatives of the various state associations, was largely independent and free to develop its own policy and positions without the mandate of the member groups.

This joining of the forces was captured in the 2004 logo by using seven spokes of a windmill to represent the seven states, while the classic gavel image unmistakably depicted the agent's primary tool of the trade.



The new brief

For us, staying true to this legacy and to the great achievements of our organisation, and our people, since inception was the foundation of the new design process. We wanted a tagline and logo that would encapsulate this heritage, while clearly showing ALPA to be a modern and proactive peak industry body, which reflects our core values of:

Proud Legacy: ALPA has represented the nation's livestock and property agents since 2004, following on from the work of its predecessor state-based organisations which began in the early 1900s. Today, we are proud to call 97% of all rural agencies our members.

Future Focused: We foresee issues and trends which may affect our members and act to understand, inform and advocate.

United: We work hard to represent agency businesses which deliver to their clients and communities by speaking as a strong and unified industry voice.

Professional: Professionalism is central to all we do. We strive for continual learning, growth and improvement in an evolving agricultural sector.

The Result:

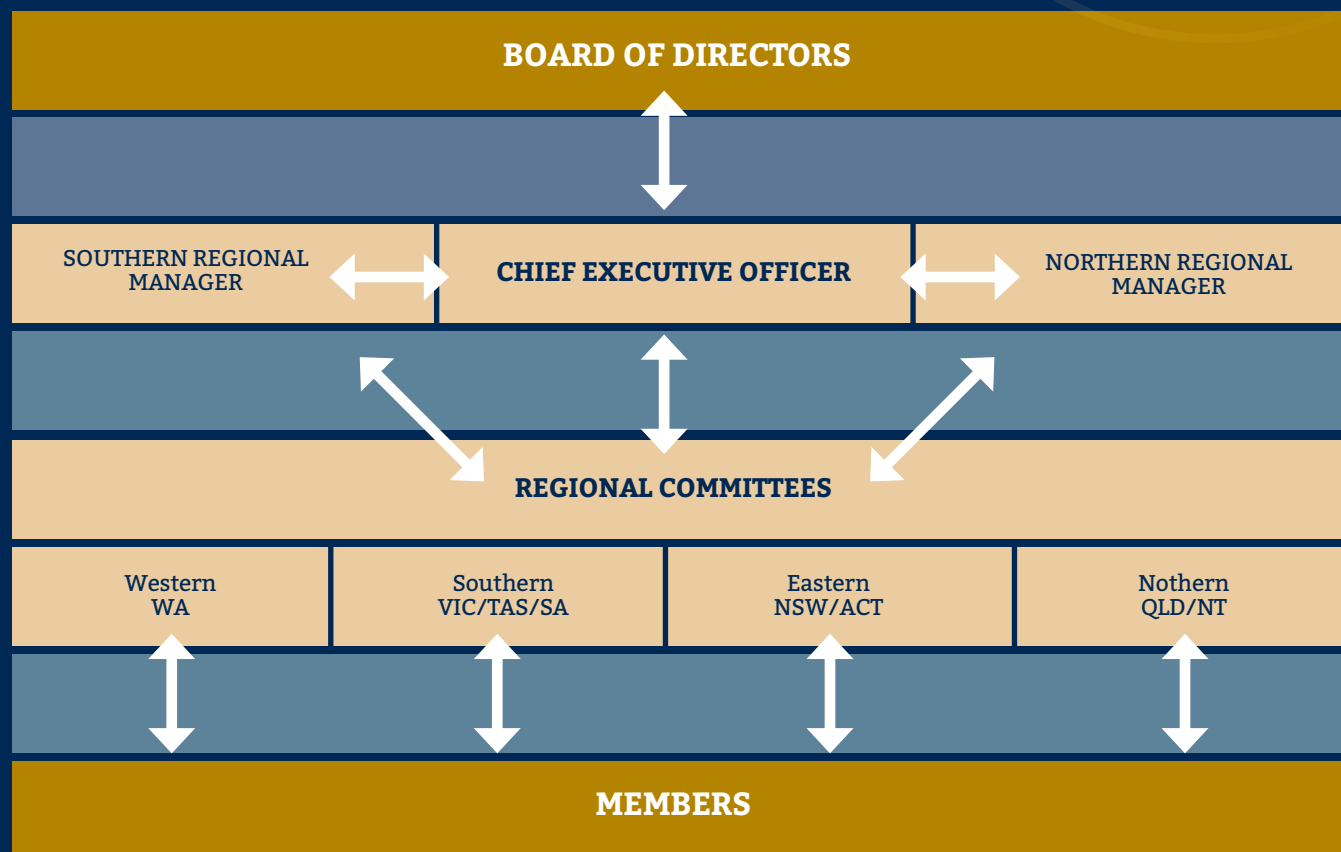
**'Grounded in tradition.
Working for the future.'**



Our new brand values:

- A prestigious, professional and scholarly appearance
- Communicate both modern and traditional values
- Create an instant connection between the organisation and its heritage
- Represents community and collaboration
- Dynamic, positive, contemporary.

Who we are CONTINUED



The ALPA Board



Warren Johnston

Position: President

Agency: Roberts Limited, Launceston, Tasmania

Experience: 31 years

Why part of ALPA: Began on the Southern Regional Advisory Committee representing Roberts in Tasmania and this has now grown to being on the Board as the Ruralco representative.

Biggest challenges for industry: Animal welfare is the greatest issue facing the livestock industry.

Best part of the job: The people involved in the industry from clients to colleagues and other agents. Being able to spend time outside handling livestock.

Advice to young agents: Stand up and be as true as you can be. Find some people that you look up to as mentors and take their advice.



Peter Cabot

Position: Vice President

Agency: Landmark, Wagga Wagga, NSW

Experience: 25 years

Why part of ALPA: Started working with ALPA on the education committee before moving to the Eastern Regional Advisory Committee and now Board.

Biggest challenges for industry: Animal welfare and licensing issues.

Best part of the job: This is a fantastic industry to work in. No two days are the same and it's enjoyable to work with clients to gain maximum price discovery.

Advice to young agents: Honesty is the best policy.



Warren Clark

Position: Director

Agency: Keith P Lanyon Pty Ltd, Hamilton, Victoria

Experience: 42 years

Why part of ALPA: Over my time working as a livestock agent it became clear I wanted to contribute to the industry I love, thus my position on the Southern Regional Advisory Committee and ALPA Board.

Biggest challenges for industry: With advancements in technology and social media influencing, we need to be mindful a photo on a mobile phone can be broadcast to the world in seconds. The welfare of livestock in our industry is paramount.

Best part of the job: Having the opportunity to now share my years of experience with the younger generation, with ALPA providing a platform to deliver this in a sound and structured format.

Advice to young agents: Always be honest and truthful.



Nick Hall

Position: Director

Agency: Elders, Walcha, NSW

Experience: 20 years

Why part of ALPA: To assist and promote the agency industry and stand up for the key issues agency businesses face. To coach and mentor the next generation.

Biggest challenges for industry: Drought, activists, animal welfare, livestock cartage, biosecurity, industry perception, labour shortage.

Best part of the job: The people we meet and deal with every day - no two days are the same. The great country we travel.

Advice to young agents: Honesty and ethics. It's the little things that make a big difference.



Ross Plasto

Position: Director

Agency: Plasto and Company Pty Ltd, Wellington, NSW

Experience: 35 years

Why part of ALPA: Previously president of Dubbo Stock and Station Agents Association and was asked to nominate for ALPA's Eastern Regional Committee.

Biggest challenges for industry: Drought as this has been the third winter in a row without rain in our area. Also, working on meat company power and trading terms and looking after our members' interests.

Best part of the job: Selling prime livestock for a great return (happy clients).

Advice to young agents: Crawl before you walk, walk before you run. If it hurts the hip pocket once, try not to do it again. Above all, listen and learn.



Paul Pratt

Position: Director

Agency: Pratt Agencies, South Burnett, Queensland

Experience: 32 years

Why part of ALPA: We were always members of the Queensland association and continued when the states joined to become ALPA – our peak industry body and a great source of industry knowledge.

Biggest challenges for industry: The current drought.

Best part of the job: Interaction with a diverse range of people and assisting them with their business.

Advice to young agents: Always listen and never think you have learnt all you need to know.



Geoff Rice

Position: Director

Agency: Langlands Hanlon, Parkes, NSW

Experience: Over 20 years

Why part of ALPA: It is a great network of agents, private and corporate, who are all working towards the common goal of the best results for their clients. To do this we must ensure our industry is well represented in all areas.

Biggest challenges for industry: Drought and animal welfare are issues that will have a major impact on our industry.

Best part of the job: A livestock agent works with mates every day, including other agents and clients. We see a lot of the country and get paid to do it (most of the time).

Advice to young agents: Young agents are entering a great industry. Early on it is important to grow your reputation with attention to detail, market knowledge, a strong network, strong morals and ethics. You are nothing without your reputation.

Regional Advisory Committees

WESTERN

WA

James Cornish
Elders
Elders Rep
BELMONT WA 6104

Leon Giglia
Landmark
Landmark Rep
BELMONT WA 6104

Andrew Lindsay
Primaries of WA
Primaries Rep
BIBRA LAKE WA 6163

NORTHERN

QUEENSLAND, NT

Paul Holm
Elders
Elders Rep. CHAIR
TOOWOOMBA QLD 4350

Cyril Close
TopX Australia P/L
Private Member
ROMA QLD 4455

Colby Ede
Landmark
Landmark Rep
TOOWOOMBA QLD 4350

Paul Pratt
Pratt Agencies P/L
Private Member. BOARD DIRECTOR
MURGOON QLD 4605

Andrew Wardle
GDL
GDL Rep
ST GEORGE QLD 4487

Stephanie Whitaker
Burnett Livestock & Realty
Private Member
BIGGENDEN QLD 4621

EASTERN

NSW

Ross Plasto
Plasto & Company P/L
Private Member. CHAIR. BOARD DIRECTOR
WELLINGTON NSW 2820

Peter Cabot
Landmark
Landmark Rep - BOARD DIRECTOR. VP
WAGGA WAGGA NSW 2650

David Corcoran
Delta Agribusiness
Private Member
YOUNG NSW 2594

Geoff Rice
Langlands Hanlon
Private Member. BOARD DIRECTOR
PARKES NSW 2870

Steve Ridley
Elders
Elders Rep
GOULBURN NSW 2580

Luke Scicluna
Davidson Cameron & Co
D&C Rep
GUNNDAH NSW 2380

Michael Wright
Schute Bell Badgery Lumby
Private Member
MERRYLANDS NSW 2160

SOUTHERN

VICTORIA, SA,
TASMANIA

Warren Clark
Keith P Lanyon P/L
Private Member. CHAIR. BOARD
DIRECTOR
HAMILTON VIC 3300

Jarrold Bennetts
Everitt Seeley & Bennetts
Private Member
CRANBOURNE VIC 3977

Anthony Delaney
Rodwells & Co Pty Ltd
Rodwells Rep
PARKENHAM VIC 3810

Warren Johnston
Roberts Limited
Roberts Rep. BOARD. DIRECTOR ALPA
PRESIDENT
WEST JUNCTION TAS 7212

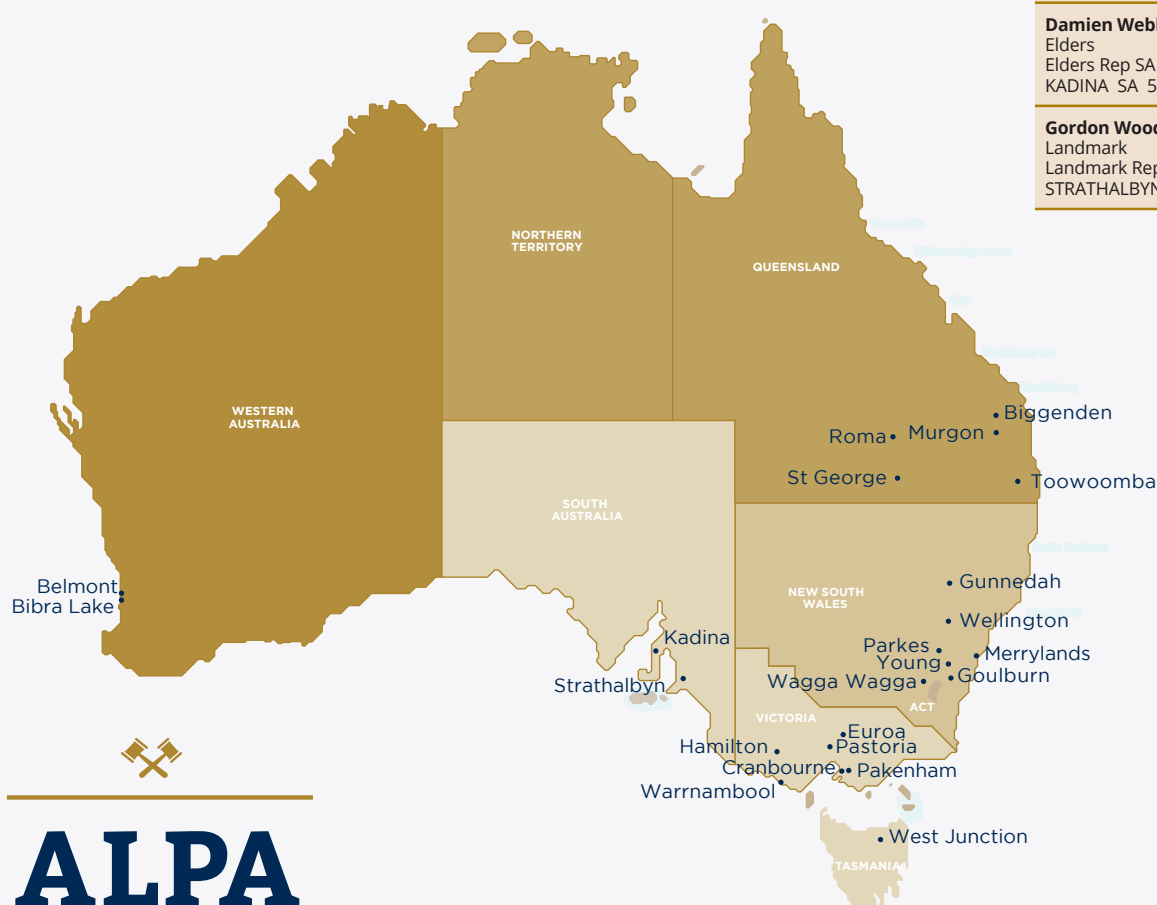
Jack Kelly
J & J Kelly Stock Agency Pty Ltd
Private Member
WARRNAMBOOL VIC 3280

Russell Mawson
Landmark
Landmark Rep VIC
EUROA VIC 3666

Ronald Rutledge
Elders
Elders Rep VIC
PASTORIA VIC 3444

Damien Webb
Elders
Elders Rep SA
KADINA SA 5554

Gordon Wood
Landmark
Landmark Rep SA
STRATHALBYN SA 5255



Key Achievements

Caring for our community



\$53,600

raised for Legacy through charity auctions



Professional Development



24

schools and courses run across NSW, Queensland, SA, Victoria and WA

Education and information delivered to more than

445

members and their staff

4

Young Auctioneer State Champions

1

Young Auctioneer National Champion

1

ALPA Fairfax Media Agency Award Winner

Meetings by the issue



Livestock Transport (effluent, safe design of livestock ramps and forcing yards, National Heavy Vehicle Regulator (NHVR))

7

Industry (Australian Meat Industry Language and Standards Committee (AMILSC), Australian Beef Sustainability Framework, SAFEMEAT, Compensation Advisory Committees, National Farmers' Federation, etc.)

58

Industry Systems and Programs (LPA, NLIS, NVDs, eNVDs, Integrity Systems Taskforce, Animal Health Australia (AHA) Animal Health Statements Committee)

19

Animal Welfare

6

Biosecurity

25

Licensing

15

Disaster (floods, fires, drought)

12

Who we've met with



David Littleproud

Federal Minister for Water Resources, Drought, Rural Finance, Natural Disaster and Emergency Management

Victor Domenello

NSW Minister for Customer Service

Kevin Humphries

NSW Member of Parliament

Thomas George

NSW Member of Parliament

Matt Keen

NSW Minister for Environment and Energy

Kevin Anderson

NSW Minister for Better Regulation and Innovation

Troy Grant

former NSW Minister for Police and Emergency Services

Adam Marshall

NSW Minister for Agriculture and Western NSW

Deb Frecklington

Queensland Leader of the Opposition

Niall Blair

former NSW Minister for Primary Industries

Submissions & Reviews



Effluent and Road Restraint

ALPA understands the law is clear on how effluent is treated under the Heavy Vehicle National Law (HVNL) and state road laws, but does not match up with animal welfare.

ALPA proposed ongoing livestock supply chain discussions through a thorough consultation process due to the many and varied considerations which must be understood when transporting livestock.

ALPA firmly believes, and consistently advocates, animal welfare must be the top priority throughout all discussion and consultations.

NSW Property, Stock and Business Agents Amendment (Property Industry Reform Bill) 2017

Review of regulations

Unauthorised Filming or Surveillance on Private Property (NSW)

ALPA proposed a select committee be established to investigate and report on the extent of protection for landowners from unauthorised filming or surveillance.

ALPA recommended:

- That the committee investigate the NSW trespass and biosecurity laws as a way of protection for landowners from unauthorised entry and filming or surveillance
- That the committee investigates the extent and appropriateness of penalties for trespass of those persons who undertake unauthorised entry and filming or surveillance, including but not limited to installation, use and maintenance of optical surveillance devices without consent.

Easy and Transparent Trading Consultation Paper (NSW)

ALPA acknowledged the value of the NSW Government's consultation on a number of reforms to legislation to liberalise commerce and facilitate transparent trading but was concerned these changes were not first presented to the Real Estate Reference Group prior to being opened to public comment. This point was raised with the Department of Finance, Services and Innovation and NSW Fair Trading.

ALPA provided a comprehensive submission to this important consultation process with key points including:

- Strong opposition to the removal of the requirement to hold an endorsed licence to be an auctioneer
- Recommendation that a separate proposed licence be made for auctioneers, with restrictions to certain types of auctions

- Recommendation legislation should be introduced requiring standardised national licensing of livestock agents, professional buyers (applying to commission and salaried buyers) and livestock auctioneers (as first proposed by the ACCC)
- Objection to mandatory Continuing Professional Development (CPD) for Stock & Station Agents due to prohibitive costs and the consistent nature of work undertaken by livestock and property agents
- Confirmation ALPA provides comprehensive CPD to its members which adequately covers ongoing training and educational requirements.

CEO Report

By ALPA CEO Andy Madigan



It gives me great pleasure, although it is with some sadness, that I submit my sixteenth and final ALPA Annual Report to members. The organisation is now in its fifteenth year as a national body, after merging all state Associations in 2004, and we are proud to represent agents right across Australia. Our broad-reaching membership shows that we truly are a national peak industry body.

I thank the ALPA Board members for their dedication over the past 12 months, each of whom is listed on page 6-8 or page 30 of this report. Cyril Close, David Corcoran, Dale Keatley and Chris Howie left the Board in 2018 and I also thank them for their contribution to ALPA during their tenure. In many ways, it has been a trying year amidst floods, fires and drought, however the Board has continually helped to lead the industry despite these difficult operating conditions.

ALPA lodged four submissions this past year on behalf of members to state and federal governments which spanned property industry reform, biosecurity, unauthorised entry to property and surveillance, and effluent and load restraint. Through these submissions and meetings with key policy makers and stakeholders, ALPA continues to make its view and position heard, while challenging regulatory bodies throughout Australia to deliver on their responsibilities. This is becoming increasingly difficult as state funding for agricultural departments and other industry services shrinks. As we are all too aware, there is an expectation this void will be filled by agents.

During the past year ALPA reached some significant milestones:

- With the support of Australian Community Media, the RMA network and Wagga Livestock Marketing Centre, we livestreamed the ALPA Young Auctioneers Competitions from Sydney Royal Easter Show, Victorian Livestock Exchange and the Ekka in Brisbane. The Sydney event alone attracted more than 26,800 viewers streaming direct to their computers, and more than 29,000 via Facebook.

- The ALPA Facebook page has generated tremendous interest with over 5,350 followers, to be up 63% on last year. Members can now enjoy good news stories, as they happen.
- ALPA ran 24 schools and courses in NSW, SA, Victoria, WA and Queensland delivering information and training to over 445 members and their staff.
- ALPA members helped raise \$53,600 for Legacy, our chosen charity we provided support to over the 2018-2019 financial year.

Animal welfare remains a hot topic and one that will only continue to intensify - as we have seen from the live export of sheep and on-farm intrusions. People need to understand the difference between animal welfare, animal wellbeing and animal cruelty. Education is paramount to achieving better outcomes.

ALPA's staff, past and present, deserve special recognition, and 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 effectively at all levels, while Andrea Lethbridge in the north continues to forge strong links with industry bodies and our members, while keeping a focus on current and arising issues nationally for the organisation.

Sarrah Corner left ALPA in February 2019, moving on to university to continue her studies, and we wish her well in her future endeavours. We did, however, briefly welcome Sarrah back in June when she returned to lend a helping hand when we were short-staffed.

Our administration manager, Charlie Elliott, and Sarrah are always a pleasure to work with in the Sydney office and ensure ALPA events are well supported, professionally-run and lots of fun for attendees. Charlie, Sarrah, Andrea and Liz have assisted many members with all manner of enquiries throughout the year with a friendly and helpful approach.

ALPA has received outstanding legal advice throughout the year from our solicitor, Chris Zucker at Zucker Legal in Tamworth, and we thank the Zucker team for its judicious counsel and steadfast support. Our accountant, Michael Hargreaves, continues to have the prosperity and future of the Association at heart, and I thank him too for his guidance over the past fifteen years.

As most of you will be aware, I formally tendered my resignation from ALPA in June, effective as of October 2019. This was a big decision to make for me personally, but I believe the time is right for me to retire and step aside to pave the way for ALPA to have a new person at the helm after my 15-and-a-half years as CEO. I wish Peter Baldwin all the best as the new ALPA CEO.

The recent strategic plan has set ALPA up for the future and, in my opinion, now needs a fresh set of eyes to oversee recommended changes, for the benefit of all going forward. Since my appointment in April 2004 we have achieved so much, and in the best interests of the ALPA members, I am convinced that a change is needed to take the organisation to the next stage as the peak industry body for the stock and station agents of Australia.

I am grateful for the opportunity to have held this position and to have worked with so many great people over the years. This started with the original Stock and Station Agents Association Board which appointed me and extends to all the boards, committees, ALPA members and staff I have worked alongside until now. I would also like to thank our sponsors, who are listed on page 25, for valuing the important work that we do. And, most importantly, to you - our members, I thank you for all your support.

I have been most fortunate to have had this rewarding role and the support of this group of people, all of whom have helped to shape the organisation. For this, I offer my sincere thanks. Ultimately, your support, along with that of others in the industry and government, has helped to make ALPA thrive. My late wife, Shane, was really the one who made this all possible for me and, she too, was a big part of ALPA.

I will retire at the end of October 2019 after the ALPA AGM in Canberra.

Bon Voyage.

Andy Madigan

Chief Executive Officer

Northern Regional Report

By Paul Holm

When you sit down to write a report that is reflective of the past 12 months you try to promise yourself not to talk about the cliched topics. However, for the 365 days since the last committee report was penned it has been hard not to focus on the weather.

There has been so much written and reported about extreme weather events – from severe and debilitating ongoing drought to the sudden and shocking flood disaster in the North West of the state. However, what we, as an industry can reflect on, is how we banded together to help our colleagues and mates, particularly during the flood event. Within hours of the final drops of rain, Andrea Lethbridge, the Northern Committee and some members of the ALPA executive were on a phone hook up to make plans to ensure our members, and their clients, had access to a range of valuable resources. An important part of this was supporting our people at this difficult time in terms of their personal wellbeing and mental health.

With this in mind, I thank the other committee members Cyril Close, Colby Ede, Paul Pratt, Andrew Wardle and Stephanie Whitaker for their tireless efforts when called upon. Additionally, I pay great thanks to Andrea Lethbridge whose tireless work, dedication and extensive industry connections ensures we are engaged with our members and a valuable source of knowledge, information and support across the Northern Region.

I also extend my sincere thanks to our retiring CEO, Andy Madigan, who for 15 years has been at the forefront of our great organisation. Andy has seen vast change across the agency industry over that time and helped to navigate us through an evolving agriculture space that is increasingly reliant on technology and influenced by the perceptions of the broader community. Through his work in putting in place firm plans for the future Andy leaves us strongly positioned to continue to grow and strengthen. Andy, enjoy your retirement.

Education

Once again it was great to see the new up and comers of the industry head to Gracemere on 10 and 11 June to be part of our auctioneer training. The improvement of the returning students was clearly evident and a testament to the quality of the training offered, while the development that was witnessed over the two days was first class.



Photo credit: TopX



Photo credit: TopX

This school would not be possible without the efforts and experience of the presenters. This year some new presenters were included in the mix to help provide a diversity of views, to keep the returning students fresh and to keep the other presenters on their toes! To Paul Pratt, Cyril Close, Trent McKinlay, Mark Scholes, Brian Wedemeyer and Harvey Weyman-Jones we say thank you.

Industry

Livestock-based agriculture, and the intersection of industry with activists, became increasingly challenging in 2019 with some serious attacks on the rights and characters of our clients and the broader agriculture sector. While being combative may seem like the first line of defence, a strategic and collaborative approach from the farming sector is needed to clearly demonstrate our commitment to the wellness of the animals we work with.

One of the sections of the supply chain most pertinent to animal welfare which we, as agents, deal with is the transport of livestock and Meat & Livestock Australia's 'Fit to Load' guide helps to address many potential issues that we may encounter. As a group, we should use and share this document wherever possible.

From a legislative perspective, the last 12 months have been busy providing industry expertise to guide government and policy makers. This has included Andrea's consistent consultation with stakeholders across the supply chain on a broad range of issues and our involvement with the Cattle Tick Line Review Working Group.

A key focus of our policy work has been protecting the clean and green status of our agricultural sector with ALPA invited to participate in the review of Queensland's Biosecurity Act. This included examination of the legislation surrounding the unauthorised access of activists to property following on from the aggressive on-farm protests of early 2019. Additionally, Queensland's biosecurity entity registration renewal came into effect



ALPA photo competition finalist: Simon McKittrick, LOGICAL Livestock & Property, Mudgee

this year and, recognised as a key influencer, ALPA was asked to assist in preparation of a communication strategy for this initiative to build the state's biosecurity emergency response capability. It's pleasing to note the importance of biosecurity has been elevated across many saleyards with a number of facilities now, with the assistance of Animal Health Australia, implementing Biosecurity Plans. ALPA representatives and members had the opportunity to test the robustness of one of these plans at a 'livestock standstill' exercise at Roma Saleyards, and this highlighted the need to be thoroughly prepared for biosecurity rather than try to implement procedures on the run at the time of a crisis.

This year has been one dominated by weather as the recovery from the North West floods continues and many areas remain in drought, although one bright point has been a fantastic season in the Channel Country. Our work, as agents, has always been supporting clients through good and bad times, however I sincerely hope by next year I can report good seasons, good prices and happy communities.

Eastern Regional Report

By Ross Plasto

It has been a pleasure serving my fifth year as Chairman of the Eastern Region Advisory Committee and I would like to thank the ALPA staff for their support during this time. On behalf of the Committee I also extend thanks to our retiring CEO, Andy Madigan, for his tireless work over many years at the helm of the organisation. Andy, your efforts have been invaluable and you leave ALPA having made a lasting contribution to our industry.



ALPA photo competition finalist:
Nerida Newsome, Colin Say & Co, Glen Innes

Education

Continuing Professional Development (CPD) courses, including Industry Awareness Days and Auctioneers Schools, were run by ALPA all over NSW, and it's been outstanding to see attendance increase over the course of the last 12 months.

ALPA Industry Awareness Days in Armidale, Bathurst, Dubbo, Forbes, Griffith, Sydney, Tamworth and Wagga Wagga were attended by more than 140 members, with positive feedback on the quality of these days coming back to us. More of these are scheduled for the remainder of the year, as we continue to focus on providing up-to-date and relevant industry information and member services.

NSW Fair Trading is making changes to CPD in 2020, the details of which we will pass on to members as information becomes available, however our understanding is there will be some compulsory units introduced.

ALPA ran two Auctioneers Schools in Wagga Wagga (July 2018) and Sydney Warwick Farm (December 2018), the latter of which was used as the selection school for the ALPA NSW Young Auctioneers Competition. Many thanks to the venue operators for providing locations for the schools and to our trainers Gavin Brady, Alex Crocker, Luke Deimel, Tim Drum, Ben Hindmarsh, Paul Jameson, Daniel McCulloch, Geoff Rice, John Setttee and Joe Wilks for their invaluable guidance at these important events. It's always exciting and encouraging to see a lot of good, young auctioneering talent climbing through the ranks.

I would also like to personally thank the Sydney staff of ALPA, and all who were involved in the organisation and running of these training courses, for their efforts. We are truly lucky to have such experienced people working within the organisation. Training and education are an integral part of our industry and ALPA prides itself on



ALPA photo competition finalist: Nerida Newsome, Colin Say & Co, Glen Innes

providing a consistent flow of information and learning opportunities to all of our members across the country. We are proud of the results our training and education programs achieve, whether that be shaping young agents or honing the skills of those already involved in the industry.

Industry

Over the next twelve months we will, once again, be faced with some serious challenges. I believe the main issue will be animal welfare and navigating ongoing attacks, particularly over social media, from activists. One such example was Aussie Farms exploiting the homes and workplaces of many by encouraging dangerous and illegal activity via Facebook. National Farmers' Federation and ALPA have taken a strong stance against this, recommending actions and responses to both our members and authorities, and sending letters to a number of levels of police and government.

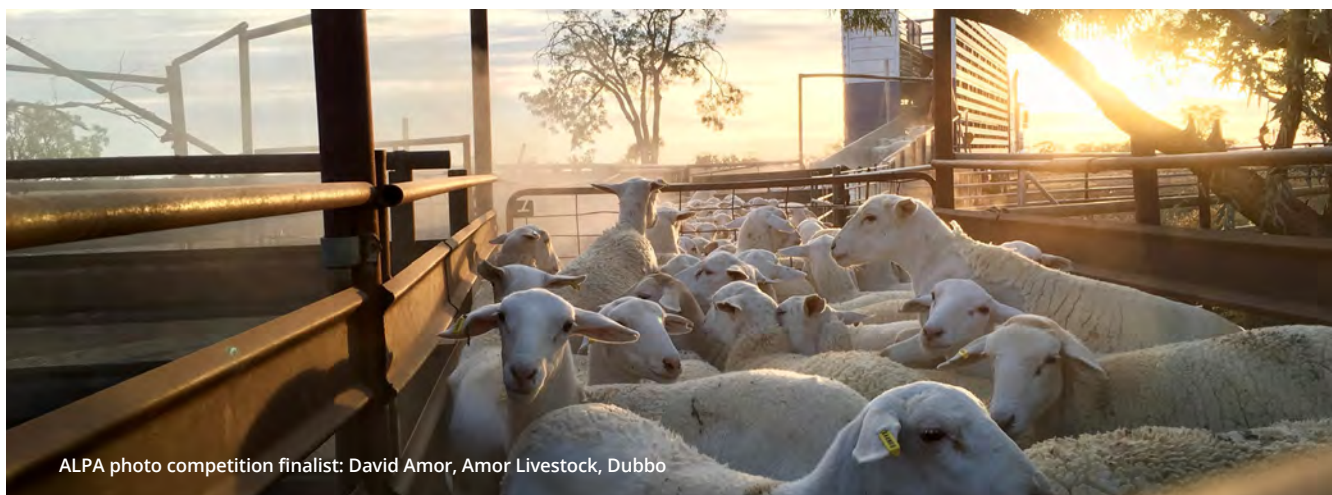
The welfare of animals in saleyards and during transport, touchpoints which have potential to particularly impact agency businesses, is also coming under increasing scrutiny. As an industry it is imperative we lead by example and take a zero tolerance stance on the mishandling of livestock.

While it has been encouraging to see more overseas markets open up under free trade agreements, and record prices being achieved for sheep and lamb meat, the drought continues to push down on stock weights to make for very difficult operating conditions for our members and their clients – across both the sheep and cattle industries. We hope that rain will arrive shortly.

One of the strategies and points of focus for ALPA over the next 12 months will include a greater presence by the Regional Advisory Committees, to ensure a point of contact for the local membership base. It is hoped this will better open up the lines of communication between members and the Committee for a more regionally-specific engagement model.

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



ALPA photo competition finalist: David Amor, Amor Livestock, Dubbo

Southern Regional Report

By Warren Clark

It doesn't seem that long ago that I was writing last year's report but my, what a difference a year can make.

Our season throughout the south has been varied to say the least. Most of Victoria had a late start and, with July and August very cold and wet, growth has been curtailed. The north and east have struggled while the north east and south Gippsland have fared somewhat better. The southwest of Victoria and south east of South Australia had a typical, old fashioned winter – wet and cold. But, one shouldn't complain given what most of Queensland and NSW is going through.

Last year Rob Bolton was made an ALPA Life Member after a life-long career in the stock and station agency business. Rob gave freely of his time for the betterment of the industry and his knowledge is still being drawn upon by many. Congratulations Rob, and we hope you and Di are enjoying your retirement.

Thank you to the members of the ALPA Southern Regional Advisory Committee for their assistance throughout the year: Jarrod Bennetts, Anthony Delaney, Warren Johnston, Jack Kelly, Russell Mawson, Ron Rutledge, Damien Webb and Gordon Wood.

A big word of thanks also goes to ALPA's Southern Regional Manager, Liz Summerville for her tireless work ethic and dedication. Her enthusiasm for our industry is unwavering and we are so lucky to have someone like her on board. Many thanks must also be extended to the ALPA office staff for their support throughout the year.

This, of course, leads me to make special mention of our retiring CEO, Andy Madigan. I would personally like to thank Andy for all the help and support he has given me as Chairman of the Southern Regional Advisory Committee and ALPA Board.

I wish Andy all the very best in his retirement.



ALPA President, Warren Johnston, presents Rob Bolton with his ALPA Life Membership following a long career in the stock and station agency business.

Education

ALPA conducted auctioneer schools and industry awareness days this year at Echuca, Naracoorte, Swan Hill and Wodonga.

We are very fortunate to have a great pool of trainers to call upon to assist our long-term speech pathologists Eliza Galvin and Lou Philpott in the professional development of our members. Thank you to Anthony Delaney, Tom Dennis, Richard Miller, Rod Potter and David Setches for the valuable contribution they made to sharing their knowledge and skills with our school attendees.

ALPA also continues to have the support of Consumer Affairs Victoria to assist with our training program to ensure the next generation of agents are educated and armed with the knowledge they need for success.

Industry

It was only this time last year, when I was penning my report, I was reflecting on record lamb prices in the high \$200s. Now, we are seeing prices in the high \$300s with trade lambs cracking the \$10 per kilogram rate, with mutton well over \$6 per kilogram.

Cattle prices have been largely steady, and have only recently lifted – a trend I think will continue in the prime market due to a lack of numbers and fat cattle through most of Eastern Australian.

Animal welfare continues to be the number one priority of our members and this became even more evident after the national day of activism in April. Agents play such an important role in the livestock supply chain so we must continue to ensure best practice animal welfare at all times.

Ongoing education is the key to ensure those in the supply chain are aware of their obligations, and we were pleased to see the release of the updated Meat & Livestock Australia 'Fit to Load' guide which is endorsed by ALPA and other peak industry bodies.



Photo credit: AAM NVLX

Young Auctioneers Competition

The prestigious Young Auctioneers Competition is one of ALPA's flagship events, designed to showcase our brightest up-and-coming talent, while building upon the skills developed through ALPA's auctioneer schools.

Since its inception in 1991, interest in the event has grown beyond just the agency industry and it is now keenly anticipated and watched across the entire agriculture sector. There is little doubt the competition is one of the most publicised youth agricultural events in the country.

Each year, ALPA is delighted to welcome entrants from across the nation to participate in State Finals before the National Finals event at the Sydney Royal Easter Show, the victor of which represents Australia at the International Livestock Auctioneer Championship in Calgary, Canada.

Queensland's Anthony O'Dwyer, GDL Dalby, was named National Champion in 2019, while he also teamed up with Jack Henshaw, Elders Goondiwindi, to take out the NAB Agribusiness Team Shield. The Runner Up title was claimed by Joe Allen, Elders, Euroa.

National Finalists



NSW, Thomas Pollard – Peter Milling and Company, Dubbo

Age: 20

Years in industry: Four

Qualifications: Real Estate and Stock and Station Agent licences

Selling responsibility: Cattle and sheep twice weekly, clearing sales

Best part of job: Standing on the rail over clients' stock and selling

Future goals: Grow clientele and become a better auctioneer

Outside of work: Volunteer firefighter, shooting and working on my house.



NSW, Baden Chaffey – Chaffey Livestock, Willow Tree

Age: 23

Years in industry: Six

Qualifications: Real Estate and Stock and Station Agent licences/AuctionsPlus assessor

Selling responsibility: Previously weekly for Landmark and now a rebate agent

Best part of job: Interacting with clients and buyers to achieve the right outcome

Future goals: Continue to grow the business

Outside of work: Catching up with mates.



QLD, Anthony O'Dwyer – GDL, Dalby

Age: 25

Years in industry: Seven

Qualifications: Chattels Auctioneer licence/AuctionsPlus assessor

Selling responsibility: Prime and store cattle weekly in Dalby

Best part of job: Drafting and marketing clients' cattle

Future goals: To continue to develop as an auctioneer and agent working with GDL

Outside of work: Showing led steers.



QLD, Jack Henshaw – Elders, Goondiwindi

Age: 22

Years in industry: Four-and-a-half

Qualifications: Chattel Auctioneer, Property Auctioneer and Real Estate licences

Selling responsibility: Weekly in Goondiwindi

Best part of job: Ensuring clients receive top dollar for livestock

Future goals: Become a reputable and successful livestock auctioneer

Outside of work: Auctioneering at charity events, breeding stud Angus cattle and travelling to look at Angus genetics.



South Australia, Josh Reeves – Elders, Naracoorte

Age: 23

Years in industry: Two

Qualifications: Certificate IV in Agriculture

Selling responsibility: Sheep weekly in Naracoorte

Best part of job: Building relationships with clients and buyers

Future goals: Become a highly reputable agent

Outside of work: Cricket and football.



Victoria, Joe Allen – Elders, Euroa

Age: 23

Years in industry: Three

Qualifications: Certificate IV in Agriculture

Selling responsibility: Cattle and sheep weekly in Euroa, Shepparton and Yea

Best part of job: Interacting with clients and colleagues

Future goals: Continue to develop as an auctioneer and agent

Outside of work: Spending time with family and friends, sports and music.



Victoria, Joshua McDonald – SKB Rodwells, Warrnambool

Age: 21

Years in industry: Three years

Qualifications: Certificate IV in Agriculture

Selling responsibility: Cattle and sheep weekly in Warrnambool, Mortlake, Shepparton and Yea

Best part of job: Representing clients

Future goals: Continue to learn and progress in the industry

Outside of work: Sports, camping and music.

Young Auctioneers Competition CONTINUED

STATE FINALISTS – QUEENSLAND

The Brisbane Ekka, Friday 10 August 2018

Dinner: hosted 216 members and industry guests and raised \$7,500 to support Legacy.

Corey Evans, Aussie Land & Livestock, Kingaroy

Jack Henshaw, Landmark, Mareeba – Reserve
(national finalist due to Brent's resignation)

Brady Jackson, Elders, Roma

William Loudon, GDL, Miles

Anthony O'Dwyer, GDL, Dalby – Runner Up

Sarah Packer, TopX, Roma

Alexander Riley, Ray White Rural, Roma

Jake Robinson, Landmark, Roma

Brent Williams, Elders, Charters Towers – Winner
(left the industry, ineligible to compete in national)
Winner Queensland Country Life Shield and the Don Steele AM Cup



Wyatt Wrigley, Ray White Eastern Rural, Dalby

STATE FINALISTS – VICTORIA

Victorian Livestock Exchange (VLE), Pakenham, Monday 10 September 2018

Dinner: hosted 92 members and industry guests with \$20,552 raised to support Legacy.

Joe Allen, Elders, Euroa – Winner Graham Lanyon Trophy



Ryan Bajada, Rodwells, Sale

Jacob Brennan, Mulcahy Nelson Livestock, Tatura

Alex Buckingham, Landmark, Wangaratta

Nicholas Farley, Landmark, Bendigo

Dane Kelsey, Alex Scott & Staff, Korumburra

Joshua McDonald, SKB Rodwells, Warrnambool – Runner Up

Reiley Murtagh, Corcoran Parker, Wodonga

Mick O'Callaghan, Shape Fullgrabe & Co, Bairnsdale

Matthew Rowlands, BR&C Agents, Swan Hill

STATE FINALISTS – NSW

Sydney Royal Easter Show, Friday 12 April 2019

Dinner: hosted more than 265 members and industry guests with over \$22,000 raised for the Royal Flying Doctor Service.

Charles Butt, Elders, Cootamundra

Cooper Byrnes, Langlands Hanlon, Parkes – Runner Up

Jake LeBrocq, Elders, Forbes

Angus MacTavish, Elders, Walcha – Winner. John Weekes Memorial Shield



Tom McGregor, Elders, Goulburn

Ben McMahon, Lehman Stock & Property, Inverell – Max Bailey Encouragement Award

Sam Smith, Kevin Miller Whitty Lennon & Co, Forbes

Jake Smith, Elders, Gundagai

James Watson, Delta Livestock & Property, Young

Shannon Wicks, Landmark, Wagga Wagga

Persistence delivers the national win for Dalby agent



“ YOU CAN’T JUST BE A GREAT AUCTIONEER, YOU HAVE TO HAVE GREAT RELATIONSHIPS WITH YOUR CLIENT BASE. ”

– Anthony O’Dwyer

Anthony O’Dwyer and Joe Allen
Elders Euroa Runner Up

HARD work, persistence and a love of the agency industry propelled Dalby-based Anthony O’Dwyer to the highly-coveted National Young Auctioneers Champion title in 2019.

In what was his fourth year entering the competition, Anthony, who is livestock manager at GDL, delivered a stellar performance at Sydney Royal Easter Show to secure him both the win and the right to represent Australia at the International Livestock Auctioneer Championship at the Calgary Stampede.

“I had competed a few times before but I figured I was still young enough to give it another go and I was really happy with how I sold in Sydney,” Anthony said.

“This time around I wasn’t as nervous and had more confidence, and I think that came from the experience of the times I had entered before.”

Born and raised at Boonah in South East Queensland, Anthony grew up ‘having a go’ at auctioneering at his cousin’s local agency, before leaving school and heading to agricultural college in Dalby. It was here his affinity with the agency business became clear when he began work drafting cattle at the saleyards on Tuesday nights for GDL. From that first casual position, Anthony was offered a full-time role and has now been with the company for nine years.

Anthony said his trip to Canada and Calgary in July brought clearly into focus the unique skills Australian auctioneers hold.

“It was a great experience and very interesting to see the way they sell in pounds, not kilograms, and ask for the price they want, as opposed to selling on the bid they have – as we do here at home,” Anthony said.

“However, it was the fact that we are so much slower and clearer, and that we have a much greater knowledge of our market and the value of stock that stood out.” Anthony said, after nearly a decade in the game, working closely with clients continues to be the most satisfying part of being an agent, and is the foundation of a successful business.

“You can’t just be a great auctioneer, you have to have great relationships with your client base,” he said. “You then need to be across market values and to really know what your client’s cattle are worth – well before you actually sell them.”

Anthony lists one of GDL’s founders, Peter Daniel, as a long-time mentor and also highly regards the work of 2012 National Young Auctioneers Champion, Joel Fleming, in stud stock selling.

“Peter, the boss, has been a really good mentor for me and I have learnt a huge amount from him on the saleyard selling side of things,” he said.

“I’m really happy in my job as Livestock Manager here at Dalby and will be here for some time to come.”

ALPA Fairfax Media Agency Award

It is critical to the future of the agency industry that excellence is celebrated and the next wave of agents are encouraged to be energetic, innovative and committed to their clients and the service they provide.

The ALPA Fairfax Media Agency Award was inaugurated in 2005 by ALPA and Rural Press Limited (more recently Fairfax Agricultural Media and now Australian Community Media) upon the untimely death of Mike Nixon to recognise his involvement with the agency industry. Originally created to acknowledge and reward excellence in livestock marketing, the Agency Award has evolved with industry and now encompasses all facets of agency marketing including livestock, property, wool, merchandise, agronomy and insurance.

The winner of the ALPA Fairfax Media Agency Award receives a study tour to Canada courtesy of Quadrant Australia.

Embracing online platforms to thrive

A focus on social media and using technology to provide clients with timely and easily accessible information has transformed the way 2018 ALPA Fairfax Media Agency Award Winner, Jake Kennedy, does business.

Since moving to Elders Clermont in Central Queensland in 2014, Jake has placed priority on building the business' social media profiles and increasing presence on platforms such as AuctionsPlus and cattlesales.com.au and believes businesses must embrace innovation to thrive into the future.

"You absolutely still have to do the hard work – make the calls and get out there on the road – but I think social media and online techniques really help you to let your client base know what is going on and what cattle you have for sale," Jake said.

"You will always have to get out there and meet and talk to people, but if you combine that with social media and the online platforms, the reality is there are very few clients and potential clients who will be missed."

Jake grew up in Orange, NSW, on a small hobby farm with a few cattle, but did not have a strong grounding in agriculture when he became interested in the sector. Inspired by his brother who was employed on cattle stations, Jake headed off to work on properties from Yeoval in NSW through to Julia Creek in North West Queensland before taking up a traineeship with Elders in Emerald at age 23. A stint in drought-stricken Longreach followed before he headed to Clermont, where he is now branch manager.

“ YOU WILL ALWAYS HAVE TO GET OUT THERE AND MEET AND TALK TO PEOPLE, BUT IF YOU CAN COMBINE THAT WITH SOCIAL MEDIA AND ONLINE PLATFORMS, THE REALITY IS THERE ARE VERY FEW CLIENTS WHO WILL BE MISSED. ”

– Jake Kennedy



"It has been fantastic, Clermont is a beautiful community, the people are lovely to deal with and my wife Erin and I have taken it with both hands and run with it," Jake said.

"Being an agent, there is a lot that goes on behind the scenes so you miss out on time with family and are constantly trying to better manage your time, but it's definitely worth it."

And it seems Jake's hard work and enthusiasm is paying off. Nominated by Elders for the Agency Award he says he was both surprised and delighted to be named winner.

"I was incredibly proud and thankful to everyone who has helped me and particularly to Erin who has been a huge contributor to what I have been able to achieve," he said.

Similar to the Young Auctioneers Award, Jake received a trip to Canada and Calgary, courtesy of Quadrant Australia, to explore the rural sector overseas as part of his Agency Award prize.

"I'm only a young agent and want to continue to improve myself and to be open to all of the new ways of doing things that are coming through. It's not like the old days when you had a phone and a car and just went mad on driving."

Corporate partners

ALPA sincerely thanks each of our valued sponsors and partners.

Platinum Sponsors



National Supporters

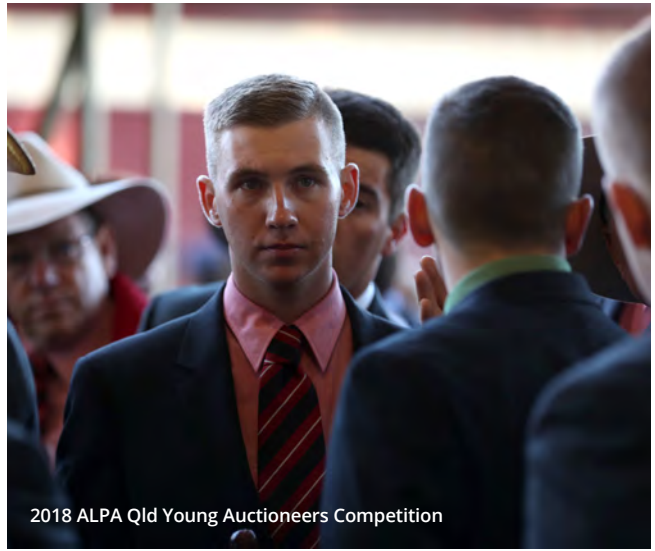


NSW Silver Sponsors





Photo credit: Burnett Livestock & Realty



2018 ALPA Qld Young Auctioneers Competition



ALPA staff: Andrea Lethbridge, Sarrah Corner, Andy Madigan, Liz Summerville, Charlie Elliott



2019 ALPA National Young Auctioneers Competition



2019 ALPA NSW Young Auctioneers winner, Angus McTavish and runner up, Cooper Byrnes



2018 ALPA Victoria Young Auctioneers Competition



2019 ALPA National Young Auctioneers Competition



Andy Madigan CEO



ALPA SA auctioneers school



Photo credit: Burnett Livestock & Realty



2019 ALPA NSW Young Auctioneers Competitors



2018 ALPA Queensland Young Auctioneers Competitors



Photo credit: AAM CVLX



2018 ALPA Victorian Young Auctioneers Competitors

Directors' Report

DIRECTORY AT 30 JUNE 2019

BOARD OF DIRECTORS

Warren Johnston – President
Peter Cabot – Vice President
Warren Clark
Nick Hall
Dale Keatley
Ross Plasto
Paul Pratt
Geoff Rice

Roberts Ltd
Landmark
Keith P Lanyon P/L
Elders
Ray White Keatley
Plasto & Company P/L
Pratt Agencies
Langlands Hanlon

STAFF

Andy Madigan
Charlie Elliott
Sarrah Corner
Liz Summerville
Andrea Lethbridge

Chief Executive Officer
Administration Manager
Administration Officer
Southern Regional Manager
Northern Regional 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 Street
SYDNEY NSW 2000
Phone – 02 9262 6633
Fax – 02 9262 6422
www.alpa.net.au

REGIONAL ADVISORY COMMITTEE MEMBERS AS AT 30 JUNE 2019

EASTERN REGION

Chairman

Ross Plasto
Peter Cabot
David Corcoran
Geoff Rice
Steve Ridley
Luke Scicluna
Michael Wright

Plasto & Company P/L
Landmark
Delta Agribusiness
Langlands Hanlon
Elders
Davidson Cameron & Co
Schute Bell Badgery Lumby

NORTHERN REGION

Chairman

Paul Holm
Cyril Close
Colby Ede
Paul Pratt
Andrew Wardle
Stephanie Whitaker

Elders
TopX Australia P/L
Landmark
Pratt Agencies P/L
GDL P/L
Burnett Livestock & Realty

SOUTHERN REGION

Chairman

Warren Clark
Jarrod Bennetts
Anthony Delaney
Warren Johnston
Dale Keatley
Jack Kelly
Russell Mawson
Ronald Rutledge
Damien Webb
Gordon Wood

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
Elders
Landmark

WESTERN REGION

Leon Giglia
Andrew Lindsay
Geoff Shipp

Landmark
Primaries of WA
Elders

Directors' Report

FOR THE FINANCIAL YEAR ENDED JUNE 2019

Your directors submit the financial accounts of the company for the period ended 30 June 2019.

2018 – 2019 Directors	Position	Attendance
Peter Cabot	Director	3
Warren Clark	Director	2
Cyril Close	Director	2
David Corcoran	Director	2
Nick Hall	Director	1
Chris Howie	Director	2
Dale Keatley	Director	-
Warren Johnston	Director	3
Paul Pratt	Director	1
Ross Plasto	Director	3
Geoff Rice	Director	1

Directors

Names of directors holding office at the date of this report: Peter Cabot, Warren Clark, Nick Hall, Warren Johnston, Ross Plasto, Paul Pratt and Geoff Rice.

Directors' Meetings

During the period, three directors' meetings were held and directors' attendance is noted above. There were a number of teleconferences on individual matters.

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 2018 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 \$86,437 (2018 \$131,133).

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' Report

Directors' and Auditor's Indemnification

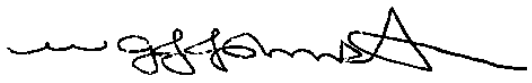
The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate:

- 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 Brisbane,



PETER CABOT
Director



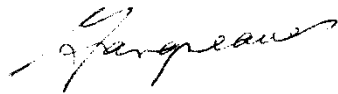
WARREN JOHNSTON
Director

Independent Audit Report

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 2019, 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, 17 July 2019

Directors' Declaration

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

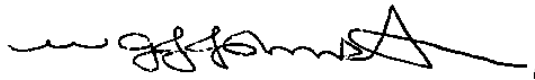
- a) the attached financial statements and notes thereto comply with Accounting Standards and the *Corporations Act 2001*;
- b) the attached financial statements and notes thereto give a true and fair view of the company's financial position and performance of the Company;
- c) in the directors' opinion, 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 2019.

On behalf of the Directors
Brisbane, 8 August 2019



PETER CABOT
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 2019.

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*.

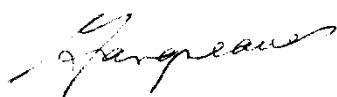
Auditor's Opinion

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 2019 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 2019

Statement of Comprehensive Income

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2019

	2019	2018
Revenue from Ordinary Activities	1,125,032	1,221,063
Young Auctioneers Competition Expenses	-119,716	-133,544
Communication (Membership & Promotion)	-211,459	-115,596
Administration	-604,198	-753,235
Professional Development & Education	-83,485	-66,109
Surplus before Income Tax Expense	106,174	149,762
Income Tax Expense	-19,737	-18,629
Surplus after Income Tax Expense	86,437	131,133
Other Comprehensive Income	-	-
Total Comprehensive Surplus	86,437	131,133

Cash Flow Statement

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2019

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from operations	1,218,469	1,130,054
Payments to suppliers and employees	-1,053,196	-1,007,836
	165,273	122,218
Interest received	40,242	40,730
NET CASH FROM OPERATING ACTIVITIES	205,515	162,948
NET CASH USED IN INVESTING ACTIVITIES	-	26,923
NET INCREASE (DECREASE) IN CASH HELD	205,515	189,871
CASH AT BEGINNING OF YEAR	2,053,293	1,863,422
CASH AT END OF YEAR	2,258,808	2,053,293

Statement of Financial Position

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2019

	2019	2018
Current Assets		
Trade Debtors	120,740	11,673
Cash at Bank & on Hand	2,258,808	2,053,293
	<hr/> 2,379,548	<hr/> 2,064,966
Fixed Assets		
Property (Note 4)	1,085,818	1,112,668
Office Furniture & Equipment (Note 5)	-	-
	<hr/> 1,085,818	<hr/> 1,112,668
Total Assets	3,465,366	3,177,634
Liabilities		
Subscriptions in Advance	211,923	-
Trade Creditors & Accrued Expenses	132,326	146,927
Provision for Income Tax	4,946	4,108
Provision for Employee Entitlements	232,387	229,252
	<hr/> 581,582	<hr/> 380,287
Total Liabilities	581,582	380,287
Net Assets	2,883,784	2,797,347
Equity		
Retained Earnings	2,883,784	2,797,347
Total Equity	2,883,784	2,797,347

Statement of Changes in Equity

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2019

Balance at 1 July 2018	2,797,347	2,666,214
Operating Surplus	86,437	131,133
Balance as at 30 June 2019	<hr/> 2,883,784	<hr/> 2,797,347

Notes to the Financial Statements

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2019

Note 1 – Summary of Significant Accounting Policies

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.

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.

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:

Class of Fixed Asset	Depreciation Rate
Buildings	2%
Office Equipment	15%

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

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 funds and are charged as expenses when incurred.

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:

	2019	2018
Crediting as Income:		
Interest Received	40,242	40,730
Charging As Expenses:		
Auditors remuneration	9,450	11,640
Depreciation of non-current assets	26,850	26,850

Note 3 - Other Income

Other Income

Association Products	12,010	12,811
Commission and other	9,029	8,965
	21,039	21,776

Note 4 - Property

Strata Premises - at cost	1,342,534	1,342,534
Less: Provision for Depreciation	256,716	229,866
	1,085,818	1,112,668

Valuations – Strata Property

An independent market appraisal was carried out on the original office premises (Lot 33) and the purchased office (Lots 29 & 34) at 2 Barrack Street, Sydney on 9 July 2019 by Will Mulvihill of Henderson & Horning Pty Ltd, Sydney with a market value in the vicinity of \$2,015,000 - \$2,085,000 for lot 33 and \$1,353,000 - \$1,441,000 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. Total \$3,328,000 - \$3,526,000.

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

	2019	2018
Operating Surplus	86,437	131,133
Employee Provisions	3,315	15,808
Depreciation	26,850	26,850
Change in Assets and Liabilities		
(Increase)/Decrease in Trade Debtors	(109,067)	6,816
Increase/(Decrease) in Creditors and Accrued Expenses	(14,601)	5,362
Increase/(Decrease) in Subscriptions in Advance	211,923	-
Increase/(Decrease) in Provision for Income Tax	838	3,902
Net Cash Inflow Provided by Operations	205,515	189,871

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, Nick Hall, Warren Johnston, Dale Keatley, Ross Plasto, Paul Pratt and Geoff Rice.

There were 11 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 2019 (2018 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 2019

INCOME	2019	2018
Subscriptions Received	472,054	493,944
Rent Recovered	54,528	47,462
Education Income	64,400	62,110
Office Communications	17,882	25,118
Administration Transit Insurance	208,527	260,710
Sponsorship	171,727	172,727
Interest Received	40,242	40,730
Government Grants	37,598	48,851
Young Auctioneers Competition	37,035	44,818
Other Income (Note 3)	21,039	21,776
TOTAL INCOME	1,125,032	1,218,246
EXPENDITURE		
Association Products	7,540	16,297
Annual Meeting & Dinner	16,551	14,241
Audit & Accountancy	9,450	11,640
Charges Govt. & Bank	1,153	1,882
Committee Expenses	45,512	47,047
Computer Expenses	17,915	25,654
Consultant Fee	17,496	49,616
Depreciation	26,850	26,850
Education Expenses	83,485	66,109
Office Communications Costs	3,129	4,207
Hire of Equipment	10,944	4,788
Holiday, Sick & LSL Provision	3,135	15,808
Insurances	9,373	7,222
Legal Fees	6,250	3,956
Office Expenses	15,577	16,009
Printing, Stationery & Postage	(4,402)	21,654
Property Expenses	45,165	44,139
Young Auctioneers Competition	119,716	133,544
Queensland Office Expense	19,544	21,993
Salaries & Wages	488,353	462,317
Superannuation	59,040	58,197
Telephone	9,194	6,993
Trade Subscriptions	7,012	6,241
Victorian Office Expense	876	2,081
SUB-TOTAL EXPENSES	1,018,858	1,068,484
Income Tax Provision	19,737	18,629
TOTAL EXPENSES	1,038,595	1,087,113
OPERATING SURPLUS	86,437	131,133





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