



MANAGING YOUR WATER ASSET

Navigating mature water markets and matching your water use profile with appropriate supply

This free workshop is designed specifically for the South Australian Agriculture Industry and is facilitated by ICE WaRM, in collaboration with Primary Industries and Resources SA (PIRSA), the Department of Environment, Water and Natural Resources (DEWNR), economic advisory firm Aither and others. The workshop will connect irrigators with water experts to improve your understanding of the maturity and scope of the Australia water market and provide insight into making it work for you.

Workshop Chair



Alister Walsh
Leading Australian Water Market Expert

Alister is regarded as one of the most knowledgeable Australian water market professionals, with experience in irrigation communities to understand the way users manage their water security and interact with the market.



Rural Solutions Specialist

Ben Fee
Manager, Agribusiness Initiatives
Rural Solutions SA | PIRSA

What will we learn?

- Details about the maturity and scope of the Australian water market and how to make it work for you.
- Understand the connected nature of the Southern Murray Darling Basin and the water industry dynamics across the region that could impact you and your business.

Who should attend?

People working in:

- Irrigation
- Farming
- Agriculture
- Horticulture
- Viticulture

Workshop Details:

When: 9:45am - 4pm, Monday 3rd July 2017

Where: Loxton Research Centre, Loxton SA

Cost: Free

Included: Workshop Notes, Morning Tea, Lunch

Register: www.icewarm.com.au/water-asset-workshop

Contact: Joel Voortman (08) 8236 5208
jvoortman@icewarm.com.au

What will be covered?

- The concept of effective capital deployment to achieve your desired water security.
- What the banks consider when assessing water security and production risks.
- What the banks' expectations are in relation to climate risk management.
- An update on the 2017/18 Seasonal Outlook and other factors that may have an impact on the market.
- An overview of the Loxton Research Centre and the role it is playing into the future in supporting and growing the South Australian Agri-Industry.



ICE WaRM

International Centre of Excellence
in Water Resources Management

Presenters include:



Alister Walsh, water market expert

Alister was the CEO at Waterfind Australia, a company that is a pioneer in the water market industry. Alister is regarded as one of the most knowledgeable Australian water market professionals, with experience in irrigation communities to understand the way users manage their water security and interact with the market. Alister has an extensive career in agriculture, business development and account management. His qualifications include a Bachelor of Economics in International Agribusiness



Ben Fee, PIRSA

Ben is the Manager of Agribusiness Initiatives in Primary Industries and Regions SA. Ben came to PIRSA/Rural Solutions in 2013 to lead the implementation of the \$265 million South Australia River Murray Sustainability (SARMS) Program. Ben has led the development and implementation of SARMS since 2011. With the completion of first rounds of the Irrigation Industry Improvement Program (3IP) and the industry-led Research Program Ben has transitioned out of the program to lead the development of new Agribusiness initiatives on behalf of PIRSA.



Yvette Colton, DEWNR

Yvette is the Acting Principal Policy Officer in DEWNR, specialising in South Australian water markets and trade. Having worked in the water policy space within DEWNR since 2010, she has extensive experience in policy development and the regulation of water resources in the South Australian River Murray and other water resources across the state. Yvette is currently leading a project aimed at enhancing stakeholder understanding, access and involvement in South Australia's water markets, and improving regulatory arrangements to enable water holders to invest and access lending against their water rights.



Ways to Register:

1. Online

www.icewarm.com.au/water-asset-workshop

2. Contact Joel Voortman

(08) 8236 5208, jvoortman@icewarm.com.au



What's included

Presentations by experienced water professionals

- **Course notes, tutorials, discussions**
- **Networking with local professionals**
- **Catering:** lunch, morning tea

"Valuing water improves decision making.

Valuing water enables decision makers to weigh and communicate the trade-offs between different choices, providing the information required to better manage, use and invest in water."

Aither Water Markets Report, 2015-16 review & 2016-17 outlook

Managing Your Water Asset: Workshop: Monday 3rd July 2017

Navigating Mature Water Markets & Matching your Water Use profile with appropriate supply

Loxton Research Centre, Bookpurnong Rd, Loxton

Chair: Alister Walsh



ICE WaRM
International Centre of Excellence
in Water Resources Management



Government of South Australia
Primary Industries and Resources SA

This Workshop aims to:

- Assist irrigators to understand the maturity and scope of the Australia water market and provide some insight as to how they make it work for them.
- Help to understand the connected nature of the Southern Murray Darling Basin and the industry dynamics across that region that could impact them.
- Introduce the concept of effective capital deployment to achieve their desired water security.
- What the banks consider when assessing water security and production risks.
- What are the banks' expectation in relation to climate risk management.
- An update on the 17/18 Seasonal outlook and the industry and other factors that may have an impact on the market.
- Provide an overview of the Loxton Research Centre and the role it is playing into the future in supporting and growing the South Australia Agri-Industry.

Time	Chapt No	Topic & Sub-Topics	Presenter
9.45 - 10.00		Registration, arrival tea & coffee	
10.00 - 10.15	1	Introduction to the day: <ul style="list-style-type: none"> • Maturity and scope of the Water Market 	Alister Walsh
10.15 - 10.40	2	Setting the Scene: <ul style="list-style-type: none"> • Agricultural market context • Water for productivity and profit • Your farm as a business 	Ben Fee <i>Rural Solutions SA PIRSA</i>
10.40 - 11.00	3	The Market and Water Licences: <ul style="list-style-type: none"> • Water Market context- with increasing scarcity & demand, water assets & trade become more important. • Water trading basics and licencing • DEWNR's role- information products & what do you need? 	Yvette Colton <i>DEWNR</i>
11.00 - 11.20		Morning Tea	
11.20 - 12.00	4	Water - the Commodity Market: <ul style="list-style-type: none"> • What is the banks current agricultural outlook • How the banks deal with climate variability • Water related considerations and options when financing 	Frank Young <i>Rabo</i>
12.00 - 12.45	5	State of the Market <ul style="list-style-type: none"> • Annual Market Report • Managing your risk • Future of water trading • Current outlook and likely effect among other structural effects on the market 2017-2018 	Daniel Baker <i>Aither</i>
12.45 - 1.30		Lunch onsite	
1.30 - 2.00	6	Tour of the Centre and research work	Ben Fee <i>Rural Solutions SA PIRSA</i>
2.00 - 2.45	7	Irrigator Case Study <ul style="list-style-type: none"> • Water asset journey- thought process & decision to reinvest to save water • What worked • What to do differently • Level of confidence in going into another drought? 	<i>TBA</i>
2.45 - 3.15	8	Mapping your Water Use profile <ul style="list-style-type: none"> • Selecting the appropriate entitlement • Security & supply mix to meet your requirements 	Alister Walsh
3.15 - 3.25		Quick break	
3.25 - 3.45	8	Cont... Mapping your Water Use profile. <ul style="list-style-type: none"> • Selecting the appropriate entitlement • Security & supply mix to meet your requirements 	
3.45 - 4.00	9	Wrap-up <ul style="list-style-type: none"> • future assistance • complete feedback forms 	
4.00pm		Close	