Advisory Committee Meeting
23 January Agenda 2023 &
9 December Minutes 2022

AGENDA

Invitees: Councillor Mary-Ann Brown (Chair), Councillor Greg McAdam
Independent Members: John Wyld, David Byrd and John Hope
Council Officers: Brett Holmes, Vick Collins and Marg Scanlon

1	Welcome and apologies
2	Actions from December 2022 Meeting • Meeting notes • Draft Fees and charges for 2023/2024 Council Budget • Collated fee review • Stock Agent Association engagement (update) • Kelly's Stock Agent engagement (update)
3	Business Plan – objectives, scope and process
4	Marketing Plan - objectives, scope and process
5	Wannon Water – land status update
6	Capital Works Update - 2022/2023 Security Gates - Proposed 2023/2024 Outdoor unpaved cattle yards (renewal) to service cattle and sheep (business case development)
7	2023 Meeting Schedule (for discussion) • Tuesday 14 March 3-5pm • Tuesday 16 May 3-5pm • Tuesday 25 July 3-5pm • Monday 25 September or Tuesday 26 September 3-5pm • Monday 13 November or Tuesday 14 November 3-5pm

The following meeting notes capture the discussion points from the HRLXAC Meeting held on 9 December 2022, references are made to agreed actions.

Incentivising Agents

Is the introduction of an incentivising fee for stock agents a financial opportunity if they achieve increased volume?

<u>Action:</u> for further review and consideration as a part of the HRLX Business Plan development.

Improvement Levy

It is not uncommon for yards to have a cattle improvement levy for example a capital levy of $1-$2 per head.

It can challenge the agents as to whether there is a need to invest in particular types of infrastructure particularly in the changing landscape of online sales.

<u>Action:</u> for further review and consideration as a part of the HRLX Business Plan development.

Target Profit Margin

Does Council have a target profit for HRLX?

<u>Action:</u> for further review and consideration as a part of the HRLX Business Plan development.

Principles of the Strategic Vision

Need for a formal agreement between the Hamilton Stock Agent Association and Council. Need to establish the principles of this agreement and vision. The capital levy concept could be incorporated into the agreement. A proposed levy agreement could further enhance the understanding that HRLX should be considered a shared investment between all stakeholders.

Hamilton Stock Agent Association

Further engagement with the HSAA informing them of the Advisory's desire to see increased growing volume through the yards.

Other suggested items for discussion;

- Roles and responsibilities including attracting other agents to HRLX
- Marketing and business
- Unutilised assets
- Shared service responsibilities including duplications and gaps
- Regular reporting to Council

<u>Action:</u> Meeting to be established. MS to report at next meeting.

Commercial focus

HRLXAC aim for a more aggressive commercial focus.

<u>Action:</u> for further review and consideration as a part of the development of the HRLX Business and Marketing Plans.

Fee revision

Fee structure could be grouped

- Agents and producers

- Trucks
- Agistment

Action: Fees to be increased by 7% for Council's further consideration through the 2023/2024 Council Budget process.

Agistment

Wannon Water land lease ceases in 2023. Renewal of this lease is of strategic importance.

Action Negotiations to continue with Wannon Water to secure a long-term lease. MS to report back to HRLXAC.

Biosecurity

 Our operational practices and protocols need to reflect best practice bio security standards.

What are the current and required protocols for ear tags on all stock through HRLX?

Reporting Practices

What reporting does Outcross currently provide to Council?

What reporting can be sourced through the Outcross subscription?

Action: MS to report back to HRLXAC.

Feed prices

Current feed purchasing presents an opportunity for efficiency.

Action: bulk purchase and store arrangements to be established to avoid unnecessary spend. MS to report back to HRLXAC.