

# Chairman's report

Friday 21 August 2015



Murray Irrigation

## Opportunity for tomorrow by building on the past

This is the Chairman's report, following a meeting of the Murray Irrigation Board of Directors yesterday.

Our Chief Executive Officer, Michael Renehan, continues to settle into his new role and was able to update the Board on his meetings with customers and the feedback he has been getting. Michael has appreciated the frankness of those he has met with and the constructive ideas that have been offered regarding ways the company can seek to access additional water and to address the profitability drivers of volume, cost and price.

While Murray Irrigation has taken some initial steps to address costs and continues to review both cost and price drivers, volume has been an issue that has, to date, been largely left to chance. This driver now becomes a core focus as we explore innovative ways to attract both consumptive and environmental water volumes for delivery via our network to help amortise our costs.

It is clear that the issues faced by Murray Irrigation are a collective challenge shared with our customers and stakeholders. It is therefore important that solutions are identified, not in isolation, but with the cooperation of our shareholders. In reaching out to customers, Michael has made it clear that he is not willing to assume to know what customers want and is actively seeking their input.

The Board held our first strategy session with Michael and his team yesterday and with the early feedback he provided, we took the first step in developing a new plan for the future of Murray Irrigation. Critical issues that were discussed during this session include how to strengthen and improve:

- Customer and key stakeholder engagement;
- Safety performance;
- Employee development;
- Profitability;
- Efficiency of maintenance and water delivery; and
- The successful completion of the PIOP project.

The key to developing a robust approach that will position Murray Irrigation for the long-term is to ensure we take the time to develop the right strategy that will meet the needs of our customers and our business obligations. We will continue to work on the strategy in the coming months with further contribution from customers and we will continue to share our thinking with you as we progress.

It is our intention for Michael to present this strategy to you at our Annual General Meeting in November.

In the meantime, Michael will continue to meet with customers and stakeholders. If you would like to request a meeting with Michael over the coming months, could you please register your interest with him via email:

[michael.renehan@murrayirrigation.com.au](mailto:michael.renehan@murrayirrigation.com.au), or contact Murray Irrigation's Executive Assistant, Alison Bult on T. 03 5898 3332.

**Bruce Simpson**  
Chairman