

Farm Business Strategic Review



Do you have a profitable future in Agriculture?

The facts and figures you need to know about your business

A new program to help you improve returns at the farm gate

On-farm follow up & action plan for all strategic workshop participants



Government of South Australia
Primary Industries and Regions SA



Profitability & Productivity

Farm Business Strategic Review

A new program that provides on farm support to help dairy family businesses to identify and adopt proven practices in business and production to **IMPROVE PROFITABILITY & PRODUCTIVITY**.

The fundamental questions “Where are we? Where are we going? How do we get there? How much will it cost? Will the bank support us? Who will help us?” will be addressed. The program will assist each family business to develop a business and finance **STRATEGIC ACTION PLAN**.

HOW THE PROGRAM WORKS

- Key family decision makers need to participate in 4 sessions
- 1st session - attend a Strategic Workshop for your region
- There will then be 3 follow-up sessions on your farm
- The whole process should take 4 half days over 3 months

NEW ON-FARM SUPPORT

- Participants will receive 3 visits on-farm by a dairy specialist
- 1st farm visit - review your business and opportunities
- 2nd farm visit - finalise your plan
- 3rd farm visit - action plan and implementation
- **The equivalent of up to \$5,000 of consulting support**

NEW STRATEGIC WORKSHOP - LEAD CONSULTANTS

- Learn from leading farm and banking consultants
- **Jeanette Long** - Developing a family and business plan
- **Penny Schulz** - How the program helps dairy farmers
- **Chris Scheid** - How the program works on your farm
- **Jeff McDonald** - The fundamentals of farm & bank finance
- Practical advice with question and answer sessions

NEW WEB BASED TOOLS

- DairyBase and Strategic Review set up for family business
- Strategic Review and Bank Review reports prepared
- Action plan - productivity, profitability and people
- Quickly review the business - now and when required
- Implementation links - banks, accountants and consultants

OUTCOMES FOR FAMILY BUSINESS

- Core business data set up in DairyBase and Strategic Review
- Family review of strategic options
- Identify productivity, profitability and people improvements
- Understand how banks think about your business
- More effective negotiation with banks and advisors
- **TIMELY DECISIONS**

All information is private and confidential.



BOOK NOW TO RESERVE SEATING FOR YOUR FAMILY BUSINESS

For more information and to register please contact your local DairySA team member Kylie Boston 0407 231 547, David Kuchel 0427 006 233, Rebecca Hehir 0418 951 324 or register online at ruralbusinesssupport.org.au



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