

# Farm Business Strategic Review

REGISTER  
YOUR  
FAMILY  
NOW

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\*

## \*STRATEGIC WORKSHOPS - DAIRY

Monday 27 February	Central Region	10.30am - 2.30pm	Hahndorf Conference Centre, Main Road, Hahndorf
Tuesday 28 February	LSE Region	10.30am - 2.30pm	Gramac Solutions, 1a Hedley Street, Mount Gambier

Complete a registration form and lodge this with your DairySA extension or RBS contact by Monday 20 February 2017



Government of South Australia  
Primary Industries and Regions SA



The Farm Business Strategic Review has been developed by RBS and funded by Primary Industries and Regions SA.  
RBS acknowledges the support of the Dairy Industry at state and national level.  
DairySA, SA Dairy Industry Fund and PIRSA have funded the program rollout in SA Dairy in 2017.

Image courtesy  
of LEGENDAIRY

# Profitability & Productivity

## Farm Business Strategic Review

An innovative 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**.

### RECOMMENDED BY SA DAIRY FAMILIES

“Absolute necessity”

“I was sceptical – but it’s useful and full of fresh ideas”

“It is not intimidating - the facilitators are respectful and knowledgeable”

“Great way to evaluate where your business is at and where you are heading”

“We have greater understanding of our farm productivity and profitability”

“Very helpful for assessing future investment plans”

“The program gives you goals, deadlines and the confidence to move forward”

“As a participant in the pilot I recommend this to all dairy families”

– John Hunt SADA



### 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 to 4 months

### NEW ON-FARM SUPPORT

- Participants receive 3 visits on-farm by a dairy analyst
- **The equivalent of up to \$5,000 of consulting support**

### NEW STRATEGIC WORKSHOP - LEAD CONSULTANTS

- Learn from leading farm and banking consultants
- Practical advice with question and answer sessions



### NEW WEB BASED TOOLS

- DairyBase and Strategic Review set up for family business
- Strategic Review, Bank Review and Action Plan reports prepared
- Quickly review the business - now and as required

### OUTCOMES FOR FAMILY BUSINESS

- Implementation links - banks, accountants and consultants
- Family review of strategic options
- Identify productivity, profitability and people improvements
- Understand how banks think about your business
- More effective negotiation with banks, investors and advisors
- **Timely strategic and financial decisions**



All information is private and confidential.

## REGISTER NOW TO RESERVE SEATING FOR YOUR FAMILY BUSINESS

LSE region - Lachie Hood on 0439 286 550 or Rebecca Hehir on 0418 951 324

Central region - John Christensen on 0448 063 189 or David Kuchel on 0427 006 233



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