



# FARMANCO

Eric has been a Farm Management Consultant for over 25 years, moving from the banking sector into private practice with Farmanco in 1997.

Eric has degree qualifications in both Agriculture (Business) and Commerce (Property) and only recently retired his Land Valuer (WA) License.

Eric works with farmers, identifying opportunities to improve and grow their businesses.

Farmanco's core values revolve around helping our farming clients better understand and run their businesses. We assist by annually reviewing farm business performance, and developing strategies to improve performance. Our clients find that the review process provides:

- Good discipline around managing their business
- Better understanding of enterprise performance—the mix and management costs.
- Financial statements required by financiers, for their lending purposes.

Farming is not just about numbers. It is also about people and achieving practical outcomes. Forming these relationships is a strength of our business.

Farmanco has a unique benchmarking service (the *Farmanco Profit Series*), currently ranking 300 participants, which allows each individual client to accurately identify their respective

strengths and weaknesses.

Farmanco is a leader in Succession Planning, and Eric has significant experience assisting farming families plan for generation change, while maintaining focus on continued business performance and growth.

Setting the right processes in place, allows for:

- Training of the new generation
- Involvement of new generation in decision-making; and
- Confident and straightforward transition of key partners into their retirement.

Start the Succession Conversation today!

Eric and his wife Trish work closely in providing Farm Management advice to clients, with Trish working behind the scenes in administration.

We look forward to working with you as agriculture presents ongoing opportunities and challenges.

Businesses that plan and adapt well are in the best position to thrive.



## ERIC NANKIVELL

- ◆ Farm Business Plans
- ◆ Business Analysis
- ◆ Annual Performance Review
- ◆ Succession Planning
- ◆ Benchmarking
- ◆ NSW, RAA funding to approved farm businesses

We can help, with an office in Albury, NSW.

Call Eric on 0428 914 263.



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