



# FARMANCO MANAGEMENT



## ADVANCED BUSINESS DISCUSSION GROUP

- *Improve the performance of your business*
- *Shape the future of your family business sharing with like-minded people*

### ABOUT DISCUSSION GROUP

- We regularly have conversations over the back fence about production, interest rates and workers. But rarely do we get to have this conversation in the full knowledge of the whole position of the business.
- A higher level discussion about finance and performance and we will also cover operational issues such as, labour and machinery management.
- Up to seven farm businesses to form a group that lasts for a fixed period of three years.
- One meeting hosted by each farming business, this meeting is all about the host business.
- Learning from your peers, leads to a much greater understanding about the business of farming.

### ABOUT FARMANCO

- FARMANCO is an agricultural consultancy practice with over 30 staff including Management, Agronomy and Marketing specialists.
- We offer a comprehensive range of services. Our clients receive business analysis, financial planning, benchmarking, feasibility and research studies, precision agri-technology, boomspray application services, pesticide handbook and our benchmarking Profit Series.

### FACILITATED BY:

Eric Nankivell  
 B Bus (Agriculture) & B Com (Property)  
 Tim Haines  
 B Ag (Business Management) (near completion)

- Combined 30 years experience in Agricultural Business Consulting.
- Members of Ag Institute Australia.
- Members of Riverine Plains, Holbrook Landcare Network, Central West Farming Systems (CWFS) and Farmlink.
- Consulting on:
  - Farm Business Analysis
  - Broadacre / mixed farming
  - Irrigation
  - Feedlotting
  - Benchmarking
  - Succession Planning
  - Business Discussion Groups





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## ADVANCED BUSINESS DISCUSSION GROUP

*Client testimonial – Business Discussion Group facilitated by Eric Nankivell*

*“Gained a great insight into some of the best family businesses in Esperance, who are all at different stages of development and growth. This gave them a real insight as to what our own business should aspire to in 20 years time. It only works if all the participants are committed to confidentiality and to complete honesty....I would definitely recommend others consider participating in a similar process.” Andrew Fowler, Chilwell Pty Ltd.*

### FARM VISIT FORMAT

9:00 AM	On Farm
9:15 AM	FARM TOUR - ONE OR TWO SITE ASPECTS ONLY
10:00 AM	Morning tea and overview by host with key objectives for the day
10:15 AM	FACILITATED DISCUSSION ON KEY OBJECTIVES
12:30 PM	Lunch
1:15 PM	CONTINUE WITH A GROUP AGREED SPECIALIST TOPIC
2.30PM	Finish

### *Client testimonial*

*“This platform creates a unique and great opportunity for everyone in the business to gather and develop ideas. It exposed us to a range of concepts and numbers to provoke discussion and planning at our board meetings. I would recommend everyone in the business be involved (partners Included) with honesty and confidentiality and commitment to the whole term.” David Gooden, Agoodco Farm.*

### PAYMENT

**Total of 7 meetings**

**Each business to pay per meeting \$ 700 + GST**

**Total cost per business over 3 years \$ 4 900 + GST**

**Alternatively an annual payment \$ 1 633 + GST**

### FOR MORE INFORMATION CONTACT:

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