



Farm Business Management Client Service Proposal



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This document outlines a proposed service offering for your business engaging Southern AG Management for Farm Business Management consultancy services. This proposal is for clients who already have, or are considering developing a detailed business plan with Southern AG Management.

Annual Meeting

Duration/Person	Objectives	Requirements
½ - 1 day on farm meeting ■ Southern AG Consultant ■ Key Business Stakeholders	■ Review strategic plan ■ Review business and personal goals of client ■ Review whole of farm financial performance & efficiency, both historical and projected ■ Relate performance against relevant industry benchmarks ■ Review enterprise performance and options ■ Challenge areas for improvement ■ Conduct scenario analysis, financially model options to improve financial performance ■ Review debt structures and funding options ■ Outline grants/subsidies which may be available to assist business	■ 3 years farm financials ■ Paddock plan ■ 5 year future rotation ■ Enterprise Gross margins including estimates for yield, price, input costs for each enterprise ■ Asset values for land, livestock, machinery ■ Debt information

Monthly Meetings

Duration/Person	Objectives	Requirements
1 Hour online ■ Southern AG Consultant ■ Key Business Stakeholders	■ Review budget to actual performance ■ Outline areas of potential risk to plan ■ Formulate strategies to mitigate risks	■ Completed budget to actual reports ■ Overview of current farm seasonal situation

Delivery of this service will require and includes:

- Regular client contact either by phone or email, particularly between visits to develop accurate financial modelling
- Communication between Southern AG consultant and client to ensure validity of data wherever clarification is required

Work conducted outside what has been stipulated above will be charged on a project basis and agreed to prior to commencement. This may include but not limited to:

- Ad hoc engagement to review and re-cast scenario analysis as options become evident to client (eg property purchase, machinery upgrade, enterprise changes)
- Finance proposal (including refinance) and bank negotiation to improve finance costs and flexibility
- Family succession planning
- Application for government loans and support schemes