

# Independent Farm Management Review

## Benefits

- Establishes an independent view on business performance
- Provides an external opinion on management capacity
- Identifies strategic opportunities to improve business performance
- Identifies the 'low hanging fruit' or opportunities which can be immediately implemented

Objectively assesses business management and performance, identifies opportunities for improvement and provides a valued external view



Commissioning an Independent Farm Management Review can be a healthy and productive process for any farm business.

While the value generated from the process can be substantial for all farm businesses, it is often those that have much at stake which can benefit the most. This can include businesses which are carrying heavy debt loads, have been underperforming in comparison to expectations, are relying on the support of external investors for business continuity, or involve large or complicated family structures.

An Independent Farm Management Review with Rural Directions provides an excellent opportunity to objectively assess business management and performance, identify opportunities for improvement and provide key stakeholders with a valued external view point.

Benchmarking a business against industry standards and objectively understanding business risk can also establish many insights into business capacity and performance.

## Why work with Rural Directions?

Rural Directions is well respected in regard to providing independent and professional farm business management advice. We have a proven track record at undertaking Independent Farm Management Reviews and we understand and respect the needs of each of the key stakeholders. We strive for an approach which is inclusive, collaborative and consultative.

Our independent and external view point is highly valued by all key stakeholders, including business owners and finance providers. We have extensive experience across both family based and corporate agriculture.

We are based regionally in South Australia and New South Wales, and deliver our services nationally. Our consultants are based at Clare, Dubbo, Freeling, Loxton and Naracoorte.

## Features

- Consultation sessions between the farm business owners/managers and our independent consultants to review the financial and production performance of the business
- An external perspective on business management and performance
- Farm business benchmarking using our SnapShot Premium™ benchmarking software
- An objective enterprise analysis of different business enterprises to establish their contribution to business performance
- An assessment of current production plans to validate future cash flows
- Registers to understand debt, timing of machinery repayments, property titles and areas and any property leases
- A comprehensive written report capturing:
  - The review methodology
  - Benchmarking results
  - Enterprise analysis
  - The production plan
  - The budget forecast for the coming 12 months
  - Enterprise gross margins
  - Debt summary
  - Risk analysis
  - Strategic issue identification
  - Recommended actions to address strategic issues
  - Strategic opportunities for the business
  - Debt reduction strategies
  - Recommended management changes

## Benefits to your business

- Establishes an objective assessment on the true performance of different enterprises
- Provides a viewpoint which is removed from any internal emotion
- Accurately and objectively captures the current Statement of Position for the business
- Establishes forward cash flow projections and operating requirements for the coming year
- Identifies opportunities for management improvement
- Benchmarks the business against industry standards

For more information, contact us on 08 8841 4500 or visit [www.ruraldirections.com](http://www.ruraldirections.com)

