

# CAPABILITY STATEMENT

## Jim Cuming



### Senior Consultant Agribusiness

#### CONTACT DETAILS

0477 774 344

Level 1/25 York St  
Launceston 7250

#### QUALIFICATIONS

- Bachelor Ag Science
- Cert IV Training & Assess

#### PROFESSIONAL ASSOCIATIONS

- (CAg) Ag Institute

#### COMMITTEES OR BOARDS

- Midlands Agricultural Association (Tasmania)
- East Launceston Football Club
- LCGS Rowing Club

Jim is a senior member of the Pinion Centre for Family Agribusiness team, with extensive experience in farm business management, banking, investment and financing. He has worked in a variety of roles in financial services, corporate agriculture and agribusiness banking. Jim has recently managed a farm aggregation in northern Tasmania on behalf of investors.

He is passionate about empowering family farms, to overcome their challenges and fulfil their potential. Jim works closely with farming clients, building and optimising their capacity to operate profitable, resilient businesses.

Jim is currently collaborating with banks to assist farming clients improve their management reporting and overall business performance.

He is also working with corporate clients to plan and implement strategic investments. Jim provides an integrated service that draws on the full suite of capabilities, within Pinion Advisory, and its network of skilled specialists.

#### Areas of expertise

- Agribusiness strategic advice
- Stakeholder engagement/alignment
- Performance evaluation
- Non-market valuation
- Corporate governance
- Due diligence
- Quantitative modelling
- Budgeting & financing

#### Professional experience

- Pinion Advisory (Macquarie Franklin) - Senior Consultant - Agribusiness, 2018-present
- White Hills Pastoral Pty Ltd - Director 2015-2018
- CBA - Agribusiness Executive, 2011-2015

# CAPABILITY STATEMENT

## Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Farm plan budgets and projections	Annual business performance analysis and budget preparation	Various farm business clients	2018-ongoing
Enterprise mix and net margin assessments, 'Tranche 3' irrigation schemes	Survey and analyse net benefit impact for prospective irrigators across 6 proposed Tasmanian irrigation schemes	Tasmanian Irrigation	2018-ongoing
Investment due diligence	Property appraisals and due diligence assessments for investors, including enterprise optimisation and non-market valuation	Various farm business clients	2018-ongoing
Enterprise & investment model construction	Compile high-level financial management models, decision support tools for public use	StateGrowth (Tas), MLA	2018-ongoing
Mentoring & business succession	Establish business systems, facilitate management transition between generations	Various farm business clients	2018-ongoing
Non-market valuations	Provide asset valuation advice for variety of agricultural assets including farms, water rights, plantations, etc	Various farm business clients	2018-ongoing
Capital development feasibility studies	Conduct feasibility modelling and preliminary design for public assets including Smithton Truckwash and Sheffield School farm	Various public & private clients	2018-ongoing
Business coaching	Bank referrals to assist clients with credit reviews, strategy and to track business improvement	Various farm business clients	2018-ongoing
Agricultural reports and/or planning compliance	Provide agricultural expertise and assessment of development applications	Various farm business clients	2018-ongoing
Economic impact assessments	Conduct economic modelling to independently assess real or potential impact on agribusinesses of an event	Various clients	2018-ongoing