

Overview

PINION ADVISORY

agribusiness, water and environment

ABOUT US

Pinion Advisory formed in July 2020, following the merger of three leading Australian consultancies, Rural Directions, Macquarie Franklin and Sunraysia Environmental. Our business is now part of a global consulting organisation, with the merger also including a US company, K:Coe Isom. Pinion Advisory combines the complementary skills and capability of the founding businesses, to give increased geographic spread and technical capability across Australia. Our team has diverse skills from grain marketing, business and people management through to environmental monitoring, water resource management, agronomy and soils. Sustainability underpins the work we do, both with our clients and within our own business. The outcome we are aiming for in the work we do is a 'profitable, healthy and enterprising client'.

OUR TEAM

Our team is spread throughout southern Australia, with offices in South Australia, Tasmania, Victoria and New South Wales.

Our diverse team is comprised of over 50 consultants, offering a vast array of skills, knowledge and experience. Our team members have formal training across a range of areas including agriculture, environment, engineering, commerce, agribusiness, people and culture, extension and training. We have a commitment to developing people and have a strong graduate program. The depth of our team results in the delivery of services that are holistic, best practice and tailored to meet client needs. We have a strong focus on collaboration, both internally and with our clients.



our services

Pinion Advisory has two service area streams – farm business services and sustainability services. Our teams work across these streams recognising the importance of business, people and environment in all of the work that we do.



FARM BUSINESS SERVICES

A whole of business view and well-rounded practical approach provides our clients with an immediate advantage. Our services are independent and built on insights into the financial and governance needs of agricultural businesses of all scales.

We look forward to working with agricultural clients to assist them achieve their goals.

Our business service teams are:

- Integrated office
- Grain marketing
- Farm business management
- Agronomy
- Livestock
- People management and succession



SUSTAINABILITY SERVICES

Our team has comprehensive and strong environmental technical skills, grounded in science, and honed through our experience in delivering practical solutions.

Our sustainability service teams are:

- Recycled resource management
- Water resources
- Natural resource management





farm business

INTEGRATED OFFICE

The integrated office service area provides book-keeping and benchmarking services. It has a focus on streamlining these processes to automatically generate management reports. We are aiming to apply advanced data processes to convert data into information. This service area provides critical support across many of our other teams.

GRAIN MARKETING

Our grain marketing services take a business first approach to risk management of commodities. The team works with growers to provide grain market insights through price provision and market analysis to actively manage price and production risk. Support provided removes stress and adds confidence in decision making. Tailored advice and strategies, to suit different production areas and the individual business, manages market complexity.

FARM BUSINESS MANAGEMENT

The farm business management team provides independent services that integrate production, marketing and management. In our experience, successful and resilient agricultural businesses take a whole of business management approach and we support our clients to do this. Our services include advisory boards, benchmarking, economics, due diligence and strategic planning.

AGRONOMY

The agronomy team provides independent advice that improves gross margin by optimising inputs and outputs. Our agronomy services include broadacre crops, pastures, viticulture, vegetables, berries, poppies and permanent crops, including nuts and citrus. All advice is customised to the specific needs of the client and can provide clients with linkages across other service areas (e.g. business, water and soils).

LIVESTOCK

Our livestock services team provides independent advice that improves gross margin by optimising inputs and outputs and enables our clients to achieve their livestock production goals. Livestock services include technical services for beef, sheep, dairy and goat businesses. We have substantial expertise in delivering extension and training programs for livestock producers, from a local to a national scale. Our team is passionate about the livestock industry and is frequently engaged in livestock industry research and development projects.

PEOPLE MANAGEMENT AND SUCCESSION

In our experience, many agricultural businesses struggle to find, then effectively lead and manage people. Our human resource services are designed to take the stress out of people management for our clients. Services include recruitment, salary reviews, onboarding processes, talent development/training, succession planning, workplace health and safety, and self-actualisation processes such as personality typing with Myers Briggs (MBTI®).

sustainability

RECYCLED RESOURCE MANAGEMENT

Our recycled resource management team works with clients to develop and implement practical strategies for utilising recycled water, biosolids and other organic waste materials in agriculture. We maximise the benefit from reuse of waste products while minimising the risk. The team have expertise in designing beneficial reuse systems, establishing partnerships between landowners and waste generators, obtaining regulatory approvals and developing and implementing environmental monitoring programs (soil, surface and groundwater). We work across a range of industries and our key clients include water authorities, dairy, aquaculture and viticulture businesses.

WATER RESOURCES

Water resource management in Australia is a critically important issue, and one that is often complex. Our team has significant expertise in sustainable regional irrigation scheme concept design and feasibility, through to oversight of construction, dam and pipeline approvals, water licensing applications and on-farm irrigation design. Our water resources team can offer a complete service that takes a project idea from concept to execution. We are also able to trouble-shoot existing irrigation systems or schemes and identify practical solutions to improve water-use and energy efficiency.

NATURAL RESOURCE MANAGEMENT

Economic sustainability can only be achieved with environmental sustainability. Our natural resource management services are comprehensive, covering terrestrial, freshwater (surface and ground) and marine ecosystems. We have a broad range of expertise across soils and land capability, flora and fauna, weed and pest animal management, wetland construction and remediation, planned burning and contaminated site management. We have an in-depth understanding of climate change – from managing impacts to reducing emissions in agricultural industries.

why choose Pinion Advisory?



WHY WORK WITH US

Our skills and experience are complemented by the way we operate. We deliver services on time, within budget, to a high standard and with a professional approach. For your business or industry this means that:

- Solutions work technically and that management implications are explored
- You are at the forefront of available technology and approaches
- You can trust us to be ethical, honest and maintain confidentiality
- You receive value for money products and services

There is a genuine desire to help clients achieve their goals, so businesses and industries can be responsive, competitive and sustainable into the future.



OUR MISSION

To have an impact and make a difference in the lives of our people, clients and the world we live in

CLIENT FOCUS – OUTCOME DRIVEN

Work with clients to fully understand their needs and issues, and identify and achieve the desired outcomes

CLIENT RELATIONSHIPS

Proactive client engagement and positive outcomes that result in long-term relationships

INDEPENDENT

We provide independent advice to our clients based on science and technical knowledge

EXTENSIVE NETWORKS

Extensive networks across the industries and communities in which we operate, and embrace a collaborative approach

EFFECTIVE CONSULTATION

Excellent stakeholder management skills and experience, including facilitation and community engagement

INTEGRATED SERVICES

Technical experts from diverse disciplines providing a one stop service and innovative solutions for our clients, with a whole of business perspective

PROJECT MANAGEMENT

Effective and thorough project planning processes to ensure delivery on time and within budget

ENABLING CHANGE

Supporting clients, industries and communities to navigate a path of desired change

For more information about how our services can improve your business, contact us on 1300 PINION or visit www.pinionadvisory.com