

Simon Vogt



**Partner and Livestock
Team Leader**

CONTACT DETAILS

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QUALIFICATIONS

- B Commerce
- B Finance
- GAICD

PROFESSIONAL ASSOCIATIONS

- Member of the Australian Institute of Company Directors (AICD)

COMMITTEES OR BOARDS

- Board member – Pinion Advisory

Simon has a strong and practical understanding of the key profit drivers in cropping, beef, lamb, wool and mixed enterprise businesses.

Simon enjoys applying this skill set to the farm business clients that he works with, to enhance profitability, sustainability and long-term wealth creation.

Simon chairs a large number of advisory boards for farming families and family corporates across South Australia, Victoria, Tasmania and New South Wales. Simon enjoys working on a longitudinal basis with these clients to optimise profitability, from the resources currently available to them, and achieve their business growth aspirations.

Simon relishes the opportunity to work with clients to unlock the internal capacity available to them for greater levels of productivity and profitability.

Areas of expertise

- Advisory Boards
- Whole of business benchmarking
- Grazing management (Pasture Principles)
- Robust understanding of the key profit drivers in cropping, beef, lamb, wool and mixed enterprise businesses
- MLA Southern BusinessEDGE
- Financial literacy
- Strategic planning
- Business planning

Professional experience

- Pinion Advisory (Rural Directions) - Agribusiness Consultant, 2010–present
- Hester Holdings, Operations Manager – Livestock, 2003–2010
- Deloitte - Corporate Finance Analyst, 2001–2003

CAPABILITY STATEMENT

Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Advisory board delivery	Chairing Advisory Boards on behalf of farming families and family corporates. Topics can include governance, strategic planning, debt management, succession, and profit optimisation	Broadacre cropping and livestock businesses	2015-current
MLA Profitable Grazing Systems	Member of the national Leadership Team for MLA's Profitable Grazing Systems extension platform to red meat producers	Meat & Livestock Australia	2016-current
MLA 'Profitable integration of cropping and livestock' project	National project manager for the project which involved collecting and analysing benchmarking data from 100 mixed enterprise business across Southern Australia. A series of extension workshops were then delivered to producers and advisors on the key management profit drivers within mixed enterprise (cropping & livestock) farm businesses	Meat & Livestock Australia	2016-2018
GRDC RDP00013 'The integration of technical data and profit drivers for more informed decisions'	National project manager for the project which involved the collection and analysis of 300 whole of business benchmarking datasets from cropping focused businesses located across all of the major grain growing regions in Australia	Grains Research & Development Corporation	2014-2017
MLA Southern BusinessEDGE	MLA Southern BusinessEDGE is a high impact two-day workshop based on improving financial literacy amongst grazing business owners and managers	Meat & Livestock Australia	2016-current
Pasture Principles	Delivery of the Pasture Principles supported learning project to grazing businesses across South Australia and Victoria	Meat & Livestock Australia and red meat & wool producers	2016-current