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| Agriculture Victoria |
| One-on-one technical decision-making program: service provider profiles |
| Published: November 2024 |



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Achieve Ag Solutions

1. **COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
| **Company name: Achieve Ag Solutions**  **ABN: 35 601 734 721** | | | |
| **Business Address**  **103 Faulkner Rd, Inverleigh 3321 Hours of operation:**  **Variable depending on requirements however generally 9am to 5pm, Monday to Friday** | | | |
| **Website:** [**www.achieveag.com.au**](http://www.achieveag.com.au/) | | | |
| **Brief description of company and experience (up to 250 words)**  Nathan has been providing consulting services to livestock and mixed farming operations across southwest Victoria for the past 15 years. He has a wealth of knowledge in relation to livestock management, pasture and grazing management, and assessing stocking rates. Nathan has also delivered drought management workshops, equipping producers with the ability to develop simple trigger points for their business during dry times (and any season for that matter), allowing proactive decisions making, based on reliable information. He has the capacity to motivate and inspire, all while delivering the technical information vital to making good decisions. Nathan’s focus is getting on farm and actually seeing your current circumstances. It is impossible to add a different perspective deliver effective recommendations when looking at a situation through someone else’s eyes (your description of the situation). Getting on-farm is vital. | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
|  | Nathan Scott |  | Click or tap here to enter text. |
|  | 0409 493 346 |  | Click or tap here to enter text. |
|  | [nathan@achieveag.com.au](mailto:nathan@achieveag.com.au) |  | Click or tap here to enter text. |

1. **INDUSTRIES (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ☒ | Beef | ☒ | Sheep & lambs (Meat) | ☐ | Other industry |
| ☐ | Cropping | ☒ | Sheep (Wool) |  |  |
| ☐ | Dairy | ☐ | Other livestock |  |  |

1. **DELIVERY METHOD (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| ☒ Face-to-face: On Farm | * Face-to-face - Other location: Click or tap here to enter text. | * Online |

1. **CAPABILITY (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | ☒ Farm Management consultant   * Financial (budgeting)   ☒ Business management   * Benchmarking & performance   ☒ Farm planning   * Livestock marketing |
| **Farm risk management and informed decision making** | * Climate risk   ☒ AgTech and using data   * Farm Safety   ☒ Livestock management and feeding  ☒ Mentoring |
| **Natural resource management** | ☒ Soil and land use capabilities  ☒ Farm water and irrigation  ☒ Pasture and nutrient management |

1. **USUAL AVAILABILITY (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday  ☒ | Tuesday  ☒ | Wednesday  ☒ | Thursday  ☒ | Friday  ☒ | Saturday |

1. **AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

18/11/2024

1. **UNAVAILABILITY (please indicate any periods you are not available)**

1/1/25 to 12/1/25

AHN Consulting Pty Ltd

**1. company OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
| A logo with animals and text  Description automatically generated with medium confidence | | **Company name:** AHN Consulting Pty Ltd **ABN:** 83168459564 | |
| **Business Address:**  8753 Castlereagh Highway  PO Box 100  Coonamble NSW 2829  **Hours of operation:**  7am-5pm Monday to Friday (outside of these hours by appointment). | |
| **Website:** www.ahnconsulting.com.au | | | |
| **Brief description of company and experience (up to 250 words)**  AHN Consulting blends veterinary science, ruminant nutrition and farm management to deliver services to livestock producers and the broader agriculture sector. AHN provides independent, proactive livestock health and nutrition advice to sheep, goat and cattle producers. We are experienced in drought feeding, drought planning, ration formulation, feed budgeting, weighing up feed vs sell scenarios, and are very experienced at confinement feeding management. We deliver phone consultations, Zoom catch ups and on-farm visits. Our principal veterinarian and ruminant nutritionist, Dr Jillian Kelly, has a Bachelor of Veterinary Science, is a member of the ANZCVS in Ruminant Nutrition and has 20 years’ experience working with producers across extensive and marginal agricultural areas. She founded the drought smoko concept in 2018 and ran over 70 small group events in the first twelve months of its inception. In these small groups she taught over 1000 producers to feed livestock, and gave them the confidence to make informed decisions for the benefit of their stock, their finances and their own mental health. Jill was the inaugural host of the Seeds for Success podcast, which in its first season covered topics such as early weaning, managing drought, mental health in the bush and confinement feeding. She has experience preparing Farm Business Resilience Plans with Qld DAF, has delivered drought and livestock nutrition workshops across NSW, Victoria and Qld in the past 12 months and has contributed to publications such as [A Guide to Confinement Feeding Livestock in NSW](https://www.lls.nsw.gov.au/__data/assets/pdf_file/0005/1431059/LLS_confinement-feeding-booklet-web.pdf) and co-authored [Early Weaning Lambs and Calves](https://www.flockandherd.net.au/cattle/ireader/early-weaning.html). | | | |
| **Key Personnel** | |  | |
| J | Jillian Kelly |  |  |
| ( | 0408 331 166 |  |  |
| \* | jillian@ahnconsulting.com.au |  |  |

**2. INDUSTRIES (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. DELIVERY METHODS (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Could do on-farm if back-to-back appointments booked in and travel rate allows (>500km from SW Vic). | Online |

**4. CAPABILITY (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (feed vs sell budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

1/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Nil

Dynamic Ag Pty Ltd

**1. company overview**

|  |  |
| --- | --- |
| A logo with a leaf | **Company name: Dynamic Ag Pty Ltd ABN:** 69 634 200 089 |
| **Business Address**  **PO BOX 180, Hamilton VIC 3300**  **Hours of operation:**  **7.30am – 6.30pm** |
| **Website: www.dynamicag.com.au** | |
| **Brief description of company and experience (up to 250 words)**  *Dynamic Ag services clients across Victoria and beyond with the aim of improving livestock sustainability, productivity and profitability through evidence based advice and research.  Dr Steve Cotton, director and principle consultant has been providing tailored farm management advice for 17 years – 10 years as Dynamic Ag. Steve’s main areas of expertise revolve around livestock nutrition, animal health and productivity and improving farm systems dynamics.*  *Steve holds a B.Ag.Sci (Hons) and a PhD in veterinary parasitology, both from La Trobe University Melbourne.*  *Steve’s strength is his ability to interpret and adapt complex research findings into practical and achievable on-farm outcomes. He does this by understanding how his clients think, what motivates them and what is actually achievable when considering cash flow and other constraints.*  *He has been involved in numerous industry research programs such as updating the AWI National Feed on Offer photo library, coordinating sites for the Lambing Density Project, participation in the Merino Displacement Project, delivery of the More Lambs More Often extension project (200+ producers) and two Producer Demonstration Sites examining the use of temporary fences to reduce mob size during lambing and the benefit of weaning lambs in the Wimmera/Mallee regions of Victoria.*  *Current research projects include an MLA/AWI/Murdoch University funded national project investigating feeding options to improve lamb survival and the early detection of Barbers Pole worm through new diagnostic approaches with Federation University. Recently, Steve was awarded an MLA funded research project investigating the prevalence of Mycoplasma ovipneumoniae in sheep flocks throughout Victoria.*  *Steve is active in industry extension, having delivered in excess of 50 Lifetime Ewe Management courses throughout Victoria and South Australia and currently facilitating five Best Wool Best Lamb groups.*  *Dynamic Ag operates two diagnostic laboratories in Victoria that provides parasite diagnostic services for clients such as worm egg count monitoring, drench resistance testing and new product field evaluations for pharmaceutical companies.* | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
|  | Dr Steve Cotton |  | Click or tap here to enter text. |
|  | 0447 352 321  (03) 5537 9446 |  | Click or tap here to enter text. |
|  | [s.cotton@dynamicag.com.au](mailto:s.cotton@dynamicag.com.au) |  | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

Flexible to suit needs

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Sundays

Farm Dynamics

**1. COMPANY OVERVIEW**

|  |  |
| --- | --- |
| A green triangle with black text  Description automatically generated | **Company name: Farm Dynamics ABN:** 84 944 250 639 |
| **Business Address**  163 Ryans Road, Eltham North VIC 3095  **Hours of operation:**  8am-6pm |
| **Website:** https://farmdynamics.jimdofree.com/ | |
| **Brief description of company and experience (up to 250 words)**  **Professional experience**   * + Grew up on a dairy and beef farm in the Yarra Valley. Worked overseas and in Caramut, Victoria   + Managed a 1,000ha stud & commercial beef - sheep operation at Buchan, East Gippsland for 30+ years.   + Experienced and learnt to better manage a number of major events including: droughts, floods, fires and commodity price collapses.   + Delivered numerous workshops particularly in total farm management, stock breeding, selection and marketing   + Farm Dynamics Consulting for nearly 20 years covering most of Victoria and parts of NSW.   + Facilitated discussions with all consulting clients to help them identify their aims, strategic and tactical action options.   + Ag Vic BetterBeef Coordinator, facilitator and specialist deliverer for the last 12 years.   + A mentor in programs with Lifeline, MLA, AIA, ALRF.   **Technical experience and expertise**   * Total farm management, setting business direction, comprehensive business plans incorporating risk management, financial budgets, succession and exit strategies, etc. * Soil & Pasture management including feed budgeting. * Herd and flock management; live animal assessment, marketing, wool classing, breeding plans. * Whole farm planning, environmental management systems, pest animal and weed management. * Infrastructure – farm water management, containment areas, yards/fencing, etc.   **Relevant qualifications / experience:**   * Diploma of Agriculture (Tocal) * Certificate III in Frontline management. RIST * Cert IV (& upgrade) Workplace Assessment & Training. RIST & TAFE * MLA Edge accredited deliverer * Certificate III in Cert of Professional Wool Classing, TAFE * Professional Development has maintained a steep learning curve | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Malcolm Cock | J | Click or tap here to enter text. |
| ( | 03 9444 1112 / 0418 316 009 | ( | Click or tap here to enter text. |
| \* | farmdynamics@dcsi.net.au | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

6/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

20-12-24 to 03-01-25, and

25-03-25 to 05-04-24

HEC Consulting

**1. COMPANY OVERVIEW**

** Company name: HEC Consulting**

**ABN: 46685251775**

**Business Address**

**PO Box 620 Colac 3250**

**Website:** [**heconsulting.com.au**](mailto:heconsulting.com.au)

**Brief description of company and experience (up to 250 words)**

Hugh Crockford is a highly experienced consultant providing independent, evidence-based advice to the agricultural sector. With a passion for agriculture, Hugh has spent a decade as a Dairy Veterinarian practicing in Gippsland and the Southwest, and has also worked in California’s dairy region. He is highly trained with postgraduate education in agricultural economics, finance, and analytics from an internationally renowned US agricultural school. Hugh has been consulting independently to ag businesses in the southwest for the last 10 years, working regularly with 50+ businesses across a range of scale and ownership models.

He leverages the latest research and technology to offer tailored advice on production monitoring, nutrition, health, agronomy, and farm systems modelling. Hugh is proficient in farm mapping, GIS, GPS-located soil testing, and developing Farm Nutrient Plans.

Additionally, Hugh provides business services, including cashflow budgeting, business planning, and finance application preparation. He transforms tax minimization accounts into profit maximization managerial accounts and conducts end-of-season comparative analysis. His expertise extends to advanced quantitative risk analysis using stochastic budgeting and sensitivity analysis.

Hugh helps clients adopt agricultural technology innovations to enhance profitability. He uses progressive data analysis techniques to generate insights from farm data, creating clear reports that aid in better business decisions.

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Hugh Crockford | J | Click or tap here to enter text. |
| ( | 0456 628 692 | ( | Click or tap here to enter text. |
| \* | hugh@hecconsulting.com.au | \* | Click or tap here to enter text. |

**2. INDUSTRIES (please select all that apply)**

|  |  |  |  |
| --- | --- | --- | --- |
| ☒ | Beef | * Sheep & lambs (Meat) | * Other industry |
|  | Cropping | * Sheep (Wool) |  |
| ☒ | Dairy | * Other livestock |  |

**3. DELIVERY METHOD (please select all that apply)**

☒ Face-to-face: On Farm ☐ Face-to-face - Other location: Click or tap here to enter text.

☐Online

**4. CAPABILITY (please select all that apply)**

|  |  |
| --- | --- |
|  | ☒ Farm Management consultant |
|  | ☒ Financial (budgeting) |
| **Farm business management and planning** | ☒ Business management  ☒ Benchmarking & performance |
|  | ☒ Farm planning   * Livestock marketing |
|  | ☒ Climate risk |
| **Farm risk management and informed decision making** | ☒ AgTech and using data   * Farm Safety   ☒ Livestock management and feeding |
|  | * Mentoring |
| **Natural resource management** | ☒ Soil and land use capabilities  ☒ Farm water and irrigation  ☒ Pasture and nutrient management |

**5. USUAL AVAILABILITY (please select all that apply)**

Monday

☒

Tuesday

☒

Wednesday

☒

Thursday

☒

Friday

☒

Saturday

☐

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

20/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

21/12/24-2/1

HUMMINGBIRD META

**1. COMPANY OVERVIEW**

** Company name:** Monter Pty Ltd with Hummingbird™ Meta

**ABN:** 366 137 940 86 and 606 3974 1745

**Business Address**

**Suite 10/1 Seisman Place, Port Melbourne VIC 3207**

**(Hours: Mon to Fri 9 am to 6 pm)**

**Website:** [www.monter.com.au](http://www.monter.com.au/) and [www.hummingbird-meta.com](http://www.hummingbird-meta.com/)

**Brief description of company and experience (up to 250 words)**

For this proposal, Founding Director, Justin Hoang of Hummingbird™ Meta will be the leading entity as an award- winning business growth system:

* [**https://ceoweekly.com/hummingbird-meta-receives-the-2023-global-recognition-award/**](https://ceoweekly.com/hummingbird-meta-receives-the-2023-global-recognition-award/)
* [**https://markets.businessinsider.com/news/stocks/hummingbird-meta-earns-prestigious-2023-global-recognition-award-1032793608**](https://markets.businessinsider.com/news/stocks/hummingbird-meta-earns-prestigious-2023-global-recognition-award-1032793608)
* **LinkedIn Testimonial Post:** [**https://www.linkedin.com/feed/update/urn:li:activity:7236944485006372864**](https://www.linkedin.com/feed/update/urn:li:activity:7236944485006372864)
* **Conducted over 1,100 sessions for the Victorian Chamber of Commerce and Industry (VCCI) as a business recovery and resilience mentor during COVID-19 period of 2+ years.**
* **Bestselling Author of ‘The Non-Negotiable Path to Entrepreneurship’ hitting #4 on Amazon: https://** [**www.amazon.com/Non-Negotiable-Path-Entrepreneurship-thriving-pandemic/dp/B0CSB7Z7K7**](http://www.amazon.com/Non-Negotiable-Path-Entrepreneurship-thriving-pandemic/dp/B0CSB7Z7K7)

|  |  |
| --- | --- |
| **Key Personnel** | |
| J | Justin Hoang |
| ( | 0480 774 495 |
| \* | [justin.hoang@hummingbird-meta.com](mailto:justin.hoang@hummingbird-meta.com) |

**2. INDUSTRIES (please select all that apply)**

|  |  |  |  |
| --- | --- | --- | --- |
| ☒ | Beef | Sheep & lambs (Meat) | Other industry |
|  | Cropping | * Sheep (Wool) |  |
|  | Dairy | * Other livestock |  |

**3. DELIVERY METHOD (please select all that apply)**

Face-to-face: On Farm ☐ Face-to-face - Other location  Online

**4. CAPABILITY (please select all that apply)**

|  |  |
| --- | --- |
|  | Farm Management consultant |
|  | Financial (budgeting) |
| **Farm business management and planning** | ☒ Business management  ☒ Benchmarking & performance |
|  | Farm planning  Livestock marketing |
|  | Climate risk |
| **Farm risk management and informed decision making** | AgTech and using data   * Farm Safety   Livestock management and feeding |
|  | Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL AVAILABILITY (please select all that apply)**

Monday

☒

Tuesday

☒

Wednesday

☒

Thursday

☒

Friday

☒

Saturday

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

From 1 December, 2024 onwards

**7. UNAVAILABILITY (please indicate any periods you are not available)**

December 21, 2024 – January 6, 2025

Countryside Business Partners

**1. COMPANY OVERVIEW**

|  |  |
| --- | --- |
| A black and white logo  Description automatically generated | **Company name: Countryside Business Partners ABN: 62 319 423 495** |
| **Business Address**  **PO Box 262, Nicholson Victoria 3882**  **Hours of operation:**  **8am to 5pm Monday to Friday** |
| **Website: www.countrysidebp.com.au** | |
| **Brief description of company and experience (up to 250 words)**  Countryside Business Partners provides personalised support to help Primary Producers achieve financial stability and growth. With a strong focus on practical guidance and reliable service, Countryside Business Partners assists clients in navigating challenges, capitalising on opportunities, and making well-informed decisions for lasting success.  **Our Core Services:**   * **Cash Flow Analysis:** Take control of your finances with thorough reviews of income and expenses, helping to identify areas for improved liquidity and cost management. * **Business Planning:** Whether starting a new venture, preparing for growth, or planning for succession, we develop tailored, actionable business plans that align with your goals and market conditions. * **Mentoring on Current Issues:** Tackle business challenges with expert advice on areas like operations, marketing, customer service, and strategic decision-making, keeping your business on course. * **Financial Forecasting:** Understand your financial future with projections for revenue, expenses, and cash flow, and set achievable financial goals to guide your business. * **Risk Management:** Safeguard your business by identifying potential risks and creating strategies to manage them, from diversifying revenue streams to building emergency funds.   With Countryside Business Partners, you’ll receive dedicated, results-focused guidance that allows you to concentrate on what you do best, with confidence that your business is in secure, capable hands | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Christopher Jehu | J | Click or tap here to enter text. |
| ( | 0487 291 197 | ( | Click or tap here to enter text. |
| \* | Chris@countrysidebp.com.au | \* | Click or tap here to enter text. |

**2. INDUSTRIES (PLEASE SELECT ALL THAT APPLY)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. DELIVERY METHOD (PLEASE SELECT ALL THAT APPLY)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. CAPABILITY (PLEASE SELECT ALL THAT APPLY)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

18/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

NA

J.T. Agri-source Pty Ltd

**1. COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Company name: J.T. Agri-source Pty Ltd ABN: 42 095 008 094** | |
| **Business Address**  **48 Dundas Lane, Greta West, Vic., 3675**  **Hours of operation:**  **All day everyday** | |
| **Website: N/A** | | | |
| **Brief description of company and experience (up to 250 words)**  Jason Trompf from J.T. Agri-source Pty Ltd has been working as Agricultural Consultant for over 20 years. Jason is the founder and Director of J.T. Agri-source Pty Ltd. Jason has a strong background in understanding the drivers and motivators of producers and designing programs that support and enable practice change. Jason undertook his PhD research into farmer behavioral change and adoptive context, identifying ways to increase engagement and impact. Programs that Jason has had significant input into the design, delivery and evaluation of include the Lifetime Ewe Management (LTEM) and Bred Well Fed Well (BWFW). Each of these programs have engaged over 5,000 producers and are widely recognized for the industry leading impact they have had on changing knowledge, attitude, skills and aspiration (KASA) and practice, as well as lifting productivity, profitability and resilience. Jason also founded the innovative Lambs Alive program that coaches many sheep business online.  Jason also manages his family’s 2000 composite ewe and 200 Angus and Shorthorn cow enterprise. These self-replacing high productivity enterprises provide Jason with a strong practical background and a constant reality check of the challenges that producers face on a day-to-day basis. | | | |
| **Key Personnel** | |  | |
| J | Jason Trompf |  |  |
| ( | 0408211864 |  |  |
| \* | jason@jtagrisource.com.au |  |  |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Eg. Local Ag Vic Office, private meeting place | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

Over the period the opportunity for 1-to-1 consultation exists with prior appointment arranged 2 weeks in advance

**7. UNAVAILABILITY (please indicate any periods you are not available)**

20th December- 15th of January

20th December- 15th of January

The Mackinnon Project – Ben Blomfield

**1. COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
| A blue and white logo  Description automatically generated | | **Company name: Mackinnon Project, The University of Melbourne ABN:** *84002705224* | |
| **Business Address**  **The Mackinnon Project, Melbourne Veterinary School**  **The University of Melbourne**  **250 Princes Highway**  **Werribee VIC 3030**  **Hours of operation:**  **8.30-6.00 flexible** | |
| **Website:** [**https://science.unimelb.edu.au/mackinnon-project**](https://science.unimelb.edu.au/mackinnon-project) | | | |
| **Brief description of company and experience (up to 250 words)**  Based at the University of Melbourne's Werribee campus on the outskirts of Melbourne, the Mackinnon Project is a recognised leader in sheep and beef consultancy both in Australia and internationally. We offer a unique range of services, including farm management consultancies, farmer training programs, contract research and post graduate training programs.  The Mackinnon Project was established in 1983 with the specific aim of improving the productivity and profitability of sheep flocks and beef herds following a bequest from the Scobie and Claire Mackinnon Trust. The bequest from the Trust is ongoing and supports the residency program. Scobie and Claire Mackinnon owned Mooramong Station at Skipton and had a strong interest in animal and veterinary science. The Mackinnon Project draws on a pool of practical, scientific expertise covering each facet of modern beef, prime lamb and wool production. Mackinnon consultants have a "whole farm" approach to grazing enterprises and provide advice on every aspect of successful farm management, from whole farm planning, optimising farm systems, farm budgeting, genetic improvement, animal health and production management, drought management, benchmarking through to marketing.  Ben Blomfield has worked as a clinical veterinarian in mixed practice in WA, NSW, QLD, NZ and Victoria for 15 years before joining the Mackinnon project at beginning of 2022. Ben has knowledge and experience around whole farm management and planning, working with numerous family farms and businesses. Experience in animal health and nutritional management, pasture budgeting andmanagement and setting up animal health prevention plans, including planning cost-effective strategies for managing drought that incorporates decision making on drought feeding, sales strategies and preparing budgets. | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Ben Blomfield | J | Click or tap here to enter text. |
| ( | 0479 176 187 | ( | Click or tap here to enter text. |
| \* | ben.blomfield@unimelb.edu.au | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |
|  |  |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

11/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Unavailable between Christmas and New Year

The Mackinnon Project – John Webb Ware

**1. COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Company name: Mackinnon Project, The University of Melbourne ABN:** 84 002 705 224 | |
| **Business Address**  The Mackinnon Project  Melbourne Veterinary School, The University of Melbourne  250 Princes Highway  Werribee VIC 3030  **Hours of operation:**  8.30-6.00 flexible | |
| **Website:** [**https://science.unimelb.edu.au/mackinnon-project**](https://science.unimelb.edu.au/mackinnon-project) | | | |
| **Brief description of company and experience (up to 250 words)**  Based at the University of Melbourne's Werribee campus on the outskirts of Melbourne, the Mackinnon Project is a recognised leader in sheep and beef consultancy both in Australia and internationally. We offer a unique range of services, including farm management consultancies, farmer training programs, contract research and post graduate training programs.  The Mackinnon Project was established in 1983 with the specific aim of improving the productivity and profitability of sheep flocks and beef herds following a bequest from the Scobie and Claire Mackinnon Trust. The bequest from the Trust is ongoing and supports the residency program. Scobie and Claire Mackinnon owned Mooramong Station at Skipton and had a strong interest in animal and veterinary science. The Mackinnon Project draws on a pool of practical, scientific expertise covering each facet of modern beef, prime lamb and wool production. Our consultants have a "whole farm" approach to grazing enterprises and provide advice on every aspect of successful farm management, from whole farm planning, optimising farm systems, farm budgeting, genetic improvement, animal health and production management, drought management, benchmarking through to marketing.  Specifically, John Webb Ware has extensive knowledge and experience about drought management and planning, working with numerous family farms and businesses navigating many previous severe drought periods. His extensive experience includes planning the most cost-effective strategies for drought preparation including decision making on drought feeding and sales strategies and budget preparation, including preparation of budgets for financial institutions. He has extensive experience in managing drought periods including nutritional management, pasture budgeting, pasture management, animal health management and setting up animal health prevention plans and implementing post drought recovery both from a financial, environmental and production perspective*.* | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | John Webb Ware | J | Click or tap here to enter text. |
| ( | 0418 748 600 | ( | Click or tap here to enter text. |
| \* | [j.webbware@unimelb.edu.au](mailto:j.webbware@unimelb.edu.au) | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety (not farm safety expert)  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation (not irrigation expert)  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

15/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Only where previous commitments are already booked and between Christmas and new year.

Johns Land & Livestock

**1. COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
| A person sitting on the back of a truck with a dog  Description automatically generated | | **Company name: Johns Land & Livestock  ABN: 48 213 171 515** | |
| **Business Adress:**  **“Woodlands” 1810 Hendy Main rd Bellbrae 3228**  **Hours of operation:**  **8am-5pm Monday -Friday** | |
| **Website: E: johnslandlivestock@gmail.com** | | | |
| I have lived and worked all my life at “Woodlands” a family owned wool, prime lamb and beef breeding property at Bellbrae, taking over sole responsibility for the business in partnership with my wife in 2002, currently running a self replacing composite prime lamb and beef cattle breeding enterprise . I completed a Bachelor of Ag.Science at the University of Melbourne, graduating in 2009.and worked as the Landcare Facilitator for the Surfcoast and Inland Plains Landcare network from 2014 to 2024. I am currently the coordinator of the Surfcoast and Bellarine Peninsula BWBL and BetterBeef Network groups, and have recently been engaged by Southern Farming Systems to organise and deliver producer workshops as part of the Carbon Farming Outreach Program.I have a good understanding of most sectors of the grazing and broadacre cropping industry in southern Australia, and the challenges and opportunities producers work with on a daily basis. I enjoy working with producers on group and workshop facilitation, and one on one on farm planning, problem solving and project implementation. | | | |
|  | |  | |
|  | Murray Johns |  | Click or tap here to enter text. |
|  | 0419 315 468 |  | Click or tap here to enter text. |
|  | johnslandlivestock@gmail.com |  | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Carbon Farming |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

18/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

24/12/2024- 20/01/2024

Meridian Agriculture

**1. COMPANY OVERVIEW**

|  |  |  |  |
| --- | --- | --- | --- |
| A logo with blue and orange text  Description automatically generated | | **Company name: Meridian Agriculture ABN:** 69 093 095 875 | |
| **Business Address**  **96 Harbours Road, Yendon Vic 3352**  **Hours of operation:**  **9:00am – 5:00pm, Monday to Friday** | |
| **Website: www.meridian-ag.com.au** | | | |
| **Brief description of company and experience (up to 250 words)**  *Meridian Agriculture is a consulting firm based at Yendon near Ballarat Victoria with staff based in Casterton, Rutherglen and Euroa. The company, in operation for over 40 years, has been working with regional and rural businesses and communities across the areas of farm production consulting (soil, livestock, pastures, and cropping), business level consulting (financial analysis, budgeting and strategic planning) people management (human resource management consulting, recruiting, training, leadership development, program development and delivery) and group facilitation (group facilitation, family meetings, succession planning, organisational strategy, strategic planning and focus groups).* | | | |
| **Key Personnel 1** | | **Key Personnel 2** | |
| J | Bryony Fitzgerald | J | Richard Brookes |
| ( | 0427 510 245 | ( | 0428 692 409 |
| \* | bfitzgerald@meridian-ag.com.au | \* | rbrookes@meridian-ag.com.au |
| **Key Personnel 3** | | **Key personnel 4** | |
| J | Jim Shovelton | J | Andrew Speirs |
| ( | 0407 953 445 | ( | 0428 685 172 |
| \* | jshovelton@meridian-ag.com.au | \* | aspeirs@meridian-ag.com.au |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

2/12/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Office closure for Christmas – 23 December to 2nd January

neXtgen Agri International Limited

**1. company overview**

|  |  |
| --- | --- |
| A white square with a blue border  Description automatically generated | **Company name: neXtgen Agri International Ltd ABN: ABN 12 356 206 980 / ARBN 663 609 676** |
| **Business Address**  **Christchurch , New Zealand**  **Hours of operation:**  **Open all the time** |
| **Website: https://www.nextgenagri.com/** | |
| **Brief description of company and experience (up to 250 words)**  **My experience** | |

|  |
| --- |
| * *27 years working in agriculture research and extension- which includes* * *9 years working with the Dept of Ag, the major projects I worked on were the Lifetime Wool which morphed into Lifetime Ewe, lamb finishing projects, and the SGS sights at Vasey on grazing strategies, I was also heavily involved in setting up containment areas in the 05/06 draught* * *I was the key driver behind the LTEM program- I ran over 80 LTEM groups across the HRZ zone of Australia and also managed the national program for RIST for 7 years* * *8 years as a private consultant working with Livestock Logic for 4 years and neXtgen Agri for the last 4 years* * *I currently have 325,000 ewes on my books for my private consulting* * *I do over 200 feed budgets annually based on seasonal conditions and producer tragets* * *70% of my work is on feed budgeting and management strategies and 20% on improving genetics and 10% on research* * *Research I have been involved with in the last 10 years includes, the maternals project which looked at CS profiles for maternal ewes- with Murdoch Uni, triplet survival with Murdoch Uni, paddock size with Murdoch Uni, Genetic evaluation of footrot with neXtgen Agri* * *I am currently running 2 BWBL groups in Southern Victoria* * Assoc. Diploma of Applied Science, Diploma of Agriculture, RIST, Australia |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Darren Gordon  neXtgen Agri | J | Click or tap here to enter text. |
| ( | 0408 114 656 | ( | Click or tap here to enter text. |
| \* | darren@nextgenagri.com | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesda | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

11/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Click or tap here to enter text.

Pinion Advisory, Brendan Wallis

**1. company overview**

|  |  |
| --- | --- |
|  | **Company name:** Pinion Advisory **ABN:** 87 648 234 975 |
| **Business Address**  9 Strickland Street  Clare SA 5453  **Hours of operation:**  Mon – Fri  8.30 am – 5.30 pm |
| **Website:** https://[www.pinionadvisory.com/](http://www.pinionadvisory.com/) | |
| **Brief description of company and experience (up to 250 words)**  Pinion Advisory is a national, independent consultancy firm specialising in agribusiness, water and environment. We are a partner owned independent firm with over 100 staff, and offices in all states of Australia. Our consultants work with clients across many agricultural industries. By deeply understanding our clients’ needs and challenges, we can effectively tailor our services to help them achieve their goals.  Brendan Wallis is a Senior Consultant for Pinion Advisory and contributes to the Farm Business Management, Commodity Risk Management and Ag Production & Adoption service areas. Brendan has strong technical skills in grain marketing systems and strategy, as well as a solid understanding of broadacre cropping profit drivers and business strategy development.  Brendan has experience in one-on-one client consulting, delivering value to clients through the delivery of grain marketing and advisory board services. Brendan also has experience in facilitating grower groups and extension activities. Brendan has formal qualifications financial services and derivatives, which enables him to discuss derivative based strategies with grain marketing service clients. | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Brendan Wallis | J | Click or tap here to enter text. |
| ( | 0427 017 858 | ( | Click or tap here to enter text. |
| \* | [bwallis@pinionadvisory.com](mailto:bwallis@pinionadvisory.com) | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Off-farm | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

2/12/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Click or tap here to enter text.

Pinion Advisory, Esmée de Looff

**1. company overview**

|  |  |
| --- | --- |
|  | **Company name:** Pinion Advisory **ABN:** 87 648 234 975 |
| **Business Address**  9 Strickland Street  Clare SA 5453  **Hours of operation:**  Mon – Fri  8.30 am – 5.30 pm |
| **Website:** https://[www.pinionadvisory.com/](http://www.pinionadvisory.com/) | |
| **Brief description of company and experience (up to 250 words)**  Pinion Advisory is a national, independent consultancy firm specialising in agribusiness, water and environment. We are a partner owned independent firm with over 100 staff, and offices in all states of Australia. Our consultants work with clients across many agricultural industries. By deeply understanding our clients’ needs and challenges, we can effectively tailor our services to help them achieve their goals.  Esmée de Looff is a consultant in Pinion Advisory’s Ag Production & Adoption team and based out of Willaura (VIC). She has experience working with beef, sheep and dairy producers one on one as well as delivering skill development workshops, facilitating discussion groups and research & development project management.  Esmée supports her clients by encouraging their critical thinking for informed and cost-effective decision making. More practically, this includes activities such as routinely updating and analysing feed budgets for stocking- and feeding decisions, implementing grazing principles to optimise home-grown feed utilisation, cost-benefit and investment analyses, as well as goal planning. In addition, Esmée has a qualification in Workplace Health & Safety and has experience developing tailored WHS management systems and action plans. | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Esmée de Looff | J | Click or tap here to enter text. |
| ( | 0473 676 613 | ( | Click or tap here to enter text. |
| \* | [edelooff@pinionadvisory.com](mailto:edelooff@pinionadvisory.com) | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Off-farm | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

25/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

25 Dec 2024 – 3 Jan 2025; 24 – 28 Feb 2025; 17 – 21 Mar 2025; 21 – 25 Apr 2025.

Pinion Advisory, Nathaniel Modra

**1. company overview**

|  |  |
| --- | --- |
| A logo with a colorful circle with University of Oregon in the background  Description automatically generated | **Company name:** Pinion Advisory **ABN:** 87 648 234 975 |
| **Business Address**  9 Strickland Street  Clare SA 5453  **Hours of operation:**  Mon – Fri  8.30 am – 5.30 pm |
| **Website:** https://[www.pinionadvisory.com/](http://www.pinionadvisory.com/) | |
| **Brief description of company and experience (up to 250 words)**  Pinion Advisory is a national, independent consultancy firm specialising in agribusiness, water and environment. We are a partner owned independent firm with over 100 staff, and offices in all states of Australia. Our consultants work with clients across many agricultural industries. By deeply understanding our clients’ needs and challenges, we can effectively tailor our services to help them achieve their goals.  Nathaniel Modra is an Agribusiness Consultant for Pinion Advisory within the Farm Business Management Team.  Nathaniel enjoys working with clients to achieve practical outcomes that benefit long term business performance. He has a strong interest and understanding of livestock production and farm benchmarking and his is skills include business management, financial analysis and a practical knowledge of primary production business drivers.  Nathaniel’s passion is to develop and maintain sustainable and profitable farming systems for current and future generations. | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Nathaniel Modra | J | Click or tap here to enter text. |
| ( | 0438 640 768 | ( | Click or tap here to enter text. |
| \* | [nmodra@pinionadvisory.com](mailto:nmodra@pinionadvisory.com) | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Off-farm | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

25/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

25 Dec 2024 – 3 Jan 2025; 24 – 28 Feb 2025; 21 – 25 Apr 2025.

ReGen Soils

**1. company overview**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Company name:** ReGen Soils **ABN:** 48 591 954 861 | |
| **Business Address**  5/206 Arthur St, Fairfield, Vic 3078  **Hours of operation:**  8:00am -6:00pm | |
| **Website: www.regensoils.com.au** | | | |
| **Brief description of company and experience (up to 250 words)**  Declan is a Certified Professional Soil Scientist (<https://www.cpssaccreditation.com.au/>) and Agricultural Scientist with expertise in agricultural soil management over 35 years. He was formerly Production Soil Specialist with the Victorian Government and Principal Land Management Officer with the Tasmanian Government. He holds a Master’s degree in Sustainable Agriculture (soils), a bachelor’s degree in horticulture and a post graduate certificate in climate change.  He established his own business – ReGen Soils in 2020. The focus of Declan’s work is to maximise the productive capacity of soil through promotion of biological activity supported by carefully selected fertilisers and other agricultural chemicals. The aim is to provide farmers with the knowledge and tools to leave their land in better condition, improve profitability and reduce stress.  Building capacity in soils and amending management practices to improve plant access to deep water are essential adaptations to drought. Strategies to achieve these aims are central to the whole-system approach Declan brings to farming challenges. | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Declan McDonald | J | Click or tap here to enter text. |
| ( | 0407 871391 | ( | Click or tap here to enter text. |
| \* | declan@regensoils.com.au | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

1/12/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

April 2025 only

Rumenate Livestock Services

**1. company overview**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Company name: Rumenate Livestock Services ABN:** 81629183473 | |
| **Business Address**  South West Victoria  **Hours of operation:**  Always open | |
| **Website: www.rumenate.com.au** | | | |
| **Brief description of company and experience (up to 250 words)**  Rumenate Livestock Services (RLS) provides independent livestock nutrition and animal production consultancy to enhance performance and profitability of your livestock enterprise. The business delivers innovative, unbiased, evidence based, practical nutrition and technical solutions to achieve profitable outcomes. RLS is dedicated to supporting farmers in navigating the complex decision-making processes, particularly in managing the challenges brought on by drought.  Jess Revell, the principal ruminant nutritionist and animal production consultant at RLS, brings over 17 years of experience in the field. With a strong farming background and a Master's degree in Animal Science from Charles Sturt University, Jess has worked extensively within the ruminant sector across Southern Australia. Her expertise includes ration formulation, intensive animal nutrition, extensive animal production, reducing metabolic disease, seasonal management, key event planning, and staff training.  Jess is deeply committed to providing independent, tailored livestock nutrition and animal health advice to drive optimal performance and profitability. She specialises in developing customised strategies to mitigate the impact of drought on your farm business, supporting informed decision-making to ensure long-term success. | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Jess Revell | J | Click or tap here to enter text. |
| ( | 0419319516 | ( | Click or tap here to enter text. |
| \* | jess@rumenate.com.au | \* | Click or tap here to enter text. |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  Click or tap here to enter text. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

1/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

Click or tap here to enter text.

Rural People Co.

**1. company overview**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Company name: Rural People Co. ABN: 726 554 411 97** | |
| **Business Address**  **162 Darcys Rd, South Purrumbete, Vic**  **Hours of operation:**  **8am – 6pm** | |
| **Website: ruralpeopleco.com.au** | | | |
| **Brief description of company and experience (up to 250 words)**  At Rural People Co, we bring decades of experience in farm business management, people management, and financial matters. We help farmers with strategies to plan, execute and navigate the unique challenges of drought conditions. Our team understands the stress and pressures that drought brings, and we offer practical, considerate support to help farmers make informed and practical decisions. Through one-on-one coaching, we provide strategies tailored to each farm's unique circumstances. We focus on whole farm management with consideration for the short-term and the long-term aspects of the farm business, with respect to people, cash flow management, risk assessment, and sustainable planning.  With a background operating our own farm business and extensive experience in agribusiness consulting, we bring not only technical expertise but a deep understanding of the stress and pressures of running a farm through drought. We have worked extensively with farmers across varied operations, guiding them through difficult decisions and fostering long-term resilience. We believe that practical tools, clear financial strategies, and a personalised approach are essential for navigating drought and preserving animals, land and livelihood. At Rural People Co, we are dedicated to empowering farmers with the knowledge, support, and confidence needed to sustain their farms, even under challenging conditions. | | | |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Adam Jenkins | J | Cath Jenkins |
| ( | 0437 008 806 | ( | 0414 551 264 |
| \* | adam@ruralpeopleco.com.au | \* | Cath@ruralpeopleco.com.au |

**2. Industries (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Beef |  | Sheep & lambs (Meat) |  | Other industry |
|  | Cropping |  | Sheep (Wool) |  |  |
|  | Dairy |  | Other livestock |  |  |

**3. Delivery method (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| Face-to-face: On Farm | Face-to-face - Other location:  By arrangement with Farmer. | Online |

**4. Capability (please select all that apply)**

|  |  |
| --- | --- |
| **Farm business management and planning** | Farm Management consultant  Financial (budgeting)  Business management  Benchmarking & performance  Farm planning  Livestock marketing |
| **Farm risk management and informed decision making** | Climate risk  AgTech and using data  Farm Safety  Livestock management and feeding  Mentoring |
| **Natural resource management** | Soil and land use capabilities  Farm water and irrigation  Pasture and nutrient management |

**5. USUAL Availability (please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |

**6. AVAILABLE FOR 1-TO-1 CONSULTATION FROM (insert date)**

1/11/2024

**7. UNAVAILABILITY (please indicate any periods you are not available)**

20th – 31st January 2025.

SEAOAK Consulting

**1. COMPANY OVERVIEW**

A logo with green and black text

Description automatically generatedCompany name: SEAOAK Consulting Pty Ltd

**ABN**: [43 679 669 026](https://abr.business.gov.au/ABN/View?abn=43679669026)

**Business Address**

Fiddleback Drive, Tawonga South, VIC, 3698 PO Box 285, Mount Beauty, VIC, 3699 **Hours of operation:**

Monday – Friday 7am to 5pm.

As needed for emergencies all other times.

**Website:** [www.seaoakconsulting.com.au](http://www.seaoakconsulting.com.au/)

**Brief description of company and experience (up to 250 words)**

SEAOAK is a rural climate and sustainability consultancy specialising in agriculture. We support farmers across a broad range of areas from farm resilience and climate risk management through to environmental management, sustainable/regenerative agriculture practices, carbon and nature-repair market projects. We also support farmers to prepare for and manage any impacts from the new mandatory climate reporting being rolled out from Jan 2025.

Our diverse team comes from very different yet complementary backgrounds, enabling us to develop innovative solutions to complex challenges. We have more than 40 years of combined experience working across agriculture and sustainable development, business strategy, climate and sustainability strategy, and technology strategy. Our team also comes from farming backgrounds - meaning we have a strong understanding of the everyday challenges on a farm and can put ourselves into the farmers shoes to develop solutions that consider their unique goals, challenges, capabilities and limitations.

SEAOAK is one of only a small handful of consultancies that can combine in-depth knowledge of the agriculture industry with in-depth knowledge of the science that underpins climate and weather variability. We use this knowledge to help farmers better understand and plan for these types of risks on their farms, as well as better understand the nature-based opportunities that are available to them in terms of increasing farm resilience and diversifying revenue streams.

SEAOAK’s team has experience working for and advising diverse farming programs and agricultural companies such as R.M. Williams, Hermitage Dairy, Mackas Australian Black Angus Beef, Mackas Pastoral and Westland Milk Products.

|  |  |  |  |
| --- | --- | --- | --- |
| **Key Personnel** | | **Key personnel 2 (if applicable)** | |
| J | Ebony Greaves | J | Dr Ian Duvenage |
| ( | 0412 103 291 | ( | 0450 529 210 |
| \* | [ebony@seaoakconsulting.com.au](mailto:ebony@seaoakconsulting.com.au) | \* | [ian@seaoakconsulting.com.au](mailto:ian@seaoakconsulting.com.au) |

1. **INDUSTRIES (please select all that apply)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ☒ Beef | ☐ | Sheep & lambs (Meat) | ☒ | Other industry |
| ☒ Cropping  ☒ Dairy | ☐  ☒ | Sheep (Wool)  Other livestock |  |  |

1. **DELIVERY METHOD (please select all that apply)**

|  |  |  |
| --- | --- | --- |
| ☒ Face-to-face: On Farm | ☒ Face-to-face - Other location:We can meet at the farmers property or at another public location close by such as a library or community centre | ☒ Online |

1. **CAPABILITY (please select all that apply)**

|  |  |
| --- | --- |
|  | ☒ Farm Management consultant |
|  | ☒ Financial (budgeting) |
| **Farm business management and planning** | ☒ Business management  ☒ Benchmarking & performance |
|  | ☒ Farm planning   * Livestock marketing |
|  | ☒ Climate risk |
| **Farm risk management and informed decision making** | ☒ AgTech and using data  ☒ Farm Safety  ☒ Livestock management and feeding |
|  | ☒ Mentoring |
| **Natural resource management** | ☒ Soil and land use capabilities  ☒ Farm water and irrigation  ☒ Pasture and nutrient management |

1. **USUAL AVAILABILITY** **(please select all that apply)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Monday  ☒ | Tuesday  ☒ | Wednesday  ☒ | Thursday  ☒ | Friday  ☒ | Saturday  ☒ |

1. **AVAILABLE FOR 1-TO-1 CONSULTATION FROM** **(insert date)**

Available immediately

1. **UNAVAILABILITY (please indicate any periods you are not available)**

December 13, 2024 – January 17, 2024