



FRAME-UP EXERCISE

DISCUSSION TOPICS

WHO WE ARE

Greg Squires manages DairyES and has consulted in business and financial planning for hundreds of dairy operations in over 30 states. Through this work and a strong background in production management consulting, Greg has cultivated significant relationships with dairy producers and other industry influencers across the U.S.

RESOURCES FOR TODAY'S DAIRY INDUSTRY

If you believe in managing change and are considering steps to improve the productivity and efficiency of your business, DairyES can help you meet your goals. To learn more about how DairyES can lead your business through the process of managing change, please contact us.

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THIS IS HOW WE GET THE CONVERSATION STARTED

Ownership structure Who is presently involved in ownership of the business and what its operating entities are

History of the business How the family first became involved in the dairy industry and how the business has grown throughout recent years

Personal/family goals What the family likes to do besides managing cows and a dairy enterprise; what the other important aspects are of their lives outside of the business

Business goals What the business will look like in 10-15 years; what improvements and growth steps are desired to be created

Staffing Who the people are who presently fill the roles and responsibilities in the operation; how this is staff managed and what formal processes are utilized

Support staff Who the external advisors are and how their skills and talents are utilized to help improve the business

Information systems What tools are utilized to track and report financials, production, nutrition and key performance indicators

General herd information How the herd has performed over the past five years and what the reasons are for improvements or declines which have been experienced

Herd management practices What the priorities of management and key drivers of success are

Heifer enterprise What the scope of the replacement heifer enterprise is; what if any aspects are outsourced

Cropping enterprise How forages and grains are grown, harvested and stored; what the plans are for future growth of this aspect of the business

Environmental resources, limitations and threats

Financials What the farm's historical operational expense structure, current balance sheet/leverage position and debt service discipline are

Strengths and weaknesses of the business and its owners