



GETTING STARTED:

FRAME-UP EXERCISE



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 THINGS STARTED.

For over a decade, Dairy Enterprise Services (DairyES) has been quietly working alongside some of the best dairy operations in the country. Every one of those relationships began with what we refer to as the "Frame-Up Exercise."

This exercise begins prior to our first meeting with the client forwarding basic financial and production summary information for pre-analysis. By doing this, we can gain a foundational understanding of the business' cost structure, production model and financial leverage.

We then follow up with an on-farm, detailed discussion with all of the business' owners in which historical perspectives, present situations and future goals are outlined. One of the more important goals of this session is to uncover the owner's management styles and priorities so that we can do a better job of recommending steps and actions which are more relevant to your business.

Through these first two steps, we uncover opportunities to better meet owners' goals and capture efficiencies in various aspects of the operation including:

- Scale efficiencies
- Financial resources, restructuring
- Support infrastructure (transportation, cropping, etc.)
- Environmental resources & impact, proximity to urban areas
- Management & labor resources

The final step is a presentation and discussion of observed operational and fiscal strengths and weaknesses of the business and an actionable set of high-level recommendations for immediate implementation.