



# How does Farming Together work?

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## What are the program's main goals?

- Improving farm **profitability** (at farm gate and along the supply chain)
- Enabling increased **collaboration** in Australian agriculture

## What's in it for farmers?

- All group sizes are eligible
- Easy-to-use online application
- Immediate expert support from independent consultants
- Additional funding for eligible projects
- Opportunities to join with other groups

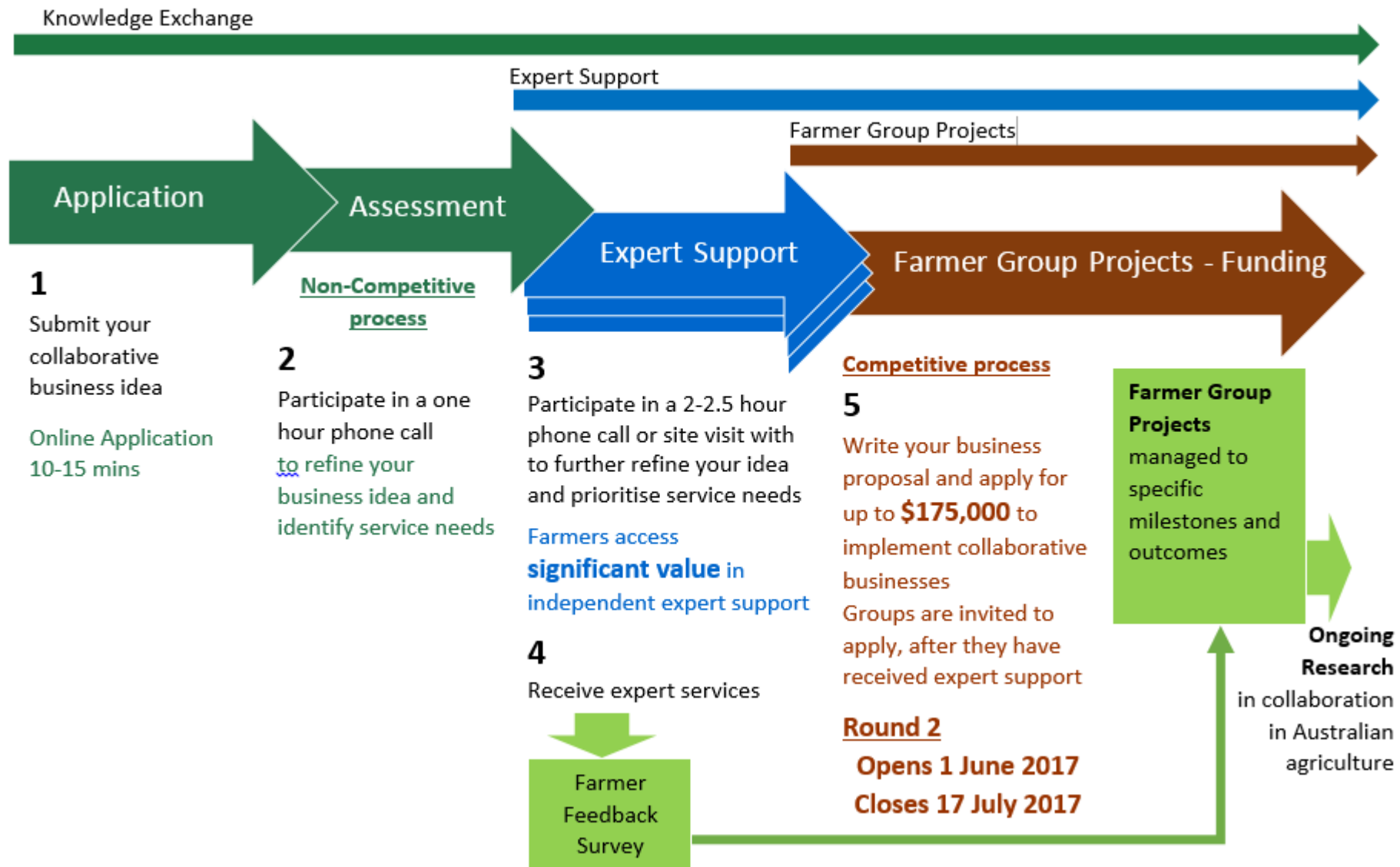
## How are consultants vetted?

- Previous ag-experience, references, financials and insurances are checked
- Applications reviewed by experienced agribusiness professionals
- Rates, regional reach, expertise and commodity experience matched with farmer needs
- Farmers are able to give feedback on consultants at all times
- Consultant agreements help protect confidentiality of information

## What does the Farming Together team do?

- Review farmer applications and assist with completion/compliance
- Review, vet and educate consultants
- Allocate appropriate consultants to help farmers refine business and collaboration ideas
- Allocate expert services and assess consultant reports
- Encourage consultants to learn from each other and also collaborate
- Gather feedback from farmers about progress and consultant quality
- Review and assist with farmer group funding applications
- Develop resources for the *Farming Together* community

# The Farming Together workflow





## Farmer group projects - funding

Farmer group projects are competitively funded projects to assist eligible groups of farmers to implement collaborative business arrangements.

Funding will be provided to projects that:

- help knowledge sharing
- demonstrate profitability (on-farm or along the supply-chain)
- create re-useable resources
- give confidence to farmers to work and connect with others

**What is funded? Here are some examples.**

- **YES:** project management staff (for up to 12 months), expert consultants, marketing materials, feasibility studies, applied research trials, legal advice and registrations
- **NO:** infrastructure, salaries for existing or ongoing positions, board member fees, office rent, computer or vehicle lease/maintenance, software, education, marketing tours, overseas travel and non-applied (pure) research

**For full farmer group projects funding guidelines go to:**

[www.farmingtogether.com.au](http://www.farmingtogether.com.au)

### Round 1 is now closed

- 61 eligible applications
- 40 fully or partially funded, to a value of almost \$4.5m

Successful applications were from all over Australia and included a diverse range of industries.

### Round 2 closed July 17

- Funding up to \$175,000 per group
- Opened June 1 and closed July 17, 2017
- Projects must be completed April 30, 2018

All eligible applicants will receive an email inviting them to apply.

To be eligible, your group must apply through the Farming Together website and have been provided expert support by the program.

Any queries about farmer group funding eligibility, or the application process, contact the program on (02) 6620 3020.



## What expert services are available?

- |                                                      |                                                               |                                         |
|------------------------------------------------------|---------------------------------------------------------------|-----------------------------------------|
| 1. Accounting                                        | 19. E-commerce                                                | 34. Mentoring                           |
| 2. Ag-tourism                                        | 20. Farm business advice                                      | 35. Needs assessment                    |
| 3. Agronomist                                        | 21. Farmer group funding proposal advice                      | 36. Pricing                             |
| 4. Benchmarking                                      | 22. Feasibility studies                                       | 37. Product development                 |
| 5. Business planning                                 | 23. Finance, tax, capital and Initial Public Offerings (IPOs) | 38. Quality assurance                   |
| 6. Business proposals                                | 24. Financial management and planning                         | 39. Quoted custom services              |
| 7. Business structures                               | 25. Food safety, processing and compliance                    | 40. Referral to other business services |
| 8. Case management                                   | 26. Governance                                                | 41. Regional (provenance) branding      |
| 9. Co-operative capital unit (CCU) co-op finance     | 27. Grant submissions with other agencies                     | 42. Risk management                     |
| 10. Collaborative business systems and processes     | 28. Group negotiation and collaboration                       | 43. Strategic planning                  |
| 11. Co-op builder advice                             | 29. Indigenous business facilitation                          | 44. Succession planning                 |
| 12. Co-op set up                                     | 30. Infrastructure planning                                   | 45. Supply chain analysis               |
| 13. Co-ordination of complex and high-value projects | 31. Interstate and international market access and expertise  | 46. Veterinarian                        |
| 14. Crowdfunding                                     | 32. Legal matters                                             | 47. Web-based portals                   |
| 15. Data and analytics                               | 33. Marketing                                                 | 48. Website development                 |
| 16. Decision support tools                           |                                                               | 49. WH&S                                |
| 17. Digital innovation: practice change in ag        |                                                               | 50. Workshop facilitation               |

## Commodity and sector specialists:

- |                         |                                 |                      |
|-------------------------|---------------------------------|----------------------|
| 1. Aquaculture          | 8. Forestry                     | 14. Waste management |
| 2. Beef                 | 9. Fruit/nut/veg                | 15. Wine             |
| 3. Chicken meat         | 10. Grain                       | 16. Wool             |
| 4. Dairy                | 11. Horticulture                |                      |
| 5. Data analysis        | 12. Natural resource management |                      |
| 6. Eggs and poultry     | 13. Sheep                       |                      |
| 7. Export market access |                                 |                      |

We continue to add expertise to our consultants list