

About the program



Available to five farming or fishing businesses run by young people (aged 18 - 35 years-old)



10-month program



1 to 1½ hours one-on-one coaching via phone or video every fortnight



Five group coaching workshops across NSW



Five half-day tours of each participants' farm or business



A one-page strategic business plan for the next five years



A lender ready budget for 2021-2022 financial year



Monthly video blog with your YFBP community sharing your business and/or personal learnings



Drought preparedness and management plan (or equivalent for fishing businesses)

About the coach



Richard Groom grew up on a cattle and sheep property at Guyra, NSW. He's a business coach with over 20 years experience working with primary producers, specialising in:



Establishing appropriate business structures for growth



Benchmarking



Business blueprinting



Dealing with complex issues of succession, communication and negotiation

Individual Business Coaching Program

The Young Farmer Business Program is offering five businesses the opportunity to be part of its individual business coaching program. Coached one-on-one by Richard Groom, a business coach with over 20 years experience working with primary producers.

Individual business coaching program

Starting, running or growing a farming or fishing business isn't easy. A business coach can help you get ahead faster than you would on your own. Whether you're just getting started, growing your business or just trying to manage the day-to-day, the Young Farmer Business Program will give you the skills you need to run a more productive and profitable business.

About the coach

Richard Groom has 25 years of experience working with a broad range of businesses from family farms to multinational agribusinesses including transport; irrigation (cotton); wool; prime lamb production; cattle breeding and trading operations; and dryland cropping.

Richard grew up on a family cattle and sheep property at Guyra on the NSW Northern Tablelands. He has worked for RCS Australia and Principle Focus.

His areas of expertise include: establishing appropriate business structures for growth, benchmarking, grazing management, business blueprinting and dealing with complex issues of succession, communication and negotiation.

Frequently Asked Questions

What is the aim of the program?

The program gives five farming or fishing businesses run by young people (aged 18 - 35 years-old) from across NSW the skills they need to run more productive and profitable businesses through an individualised coaching program.

What does the program involve?

This is a 10-month coaching program including:

- Individual phone/video coaching meetings for 1 to 1½ hours per fortnight
- Five group coaching workshops across NSW
- Five half-day tours of each participants' farm or business
- Phone and email access to Richard Groom outside of designated times

What will I do in the program?

Individual phone/video coaching meetings provide an opportunity to discuss what you want your future to look like. Each meeting will have a structured agenda and will be adapted to suit all types of primary production enterprises.

Group coaching workshops will be held in different towns close to each

"Now we work on the business instead of in the business. We are better planners, we are better business people now. We used to just have a business, now we're actual business people"

- Previous participant

participant's property or business. During the workshops, you'll form an "Advisory Management Team" for each of the participating businesses to advise and support each other in your personal and business decisions. A strict code of conduct will be in place at each workshop to ensure confidentiality.

Tours of participants' farms and/or businesses will be held either the afternoon before or the morning after each full day group coaching workshop. During the tours, you'll look at the businesses production and property issues from a different perspective to come up with solutions that the business owner may not have considered yet.

Monthly video blog sharing your business and/or personal learnings through the coaching journey with the Young Farmer Business Program community via social media. Richard Groom will work with you to identify topics and/or speaking ideas.



What do I get?

- 1 to 1½ hours one-on-one coaching via phone or video every fortnight for 10 months
- Five group coaching workshops across NSW
- Five half-day tours of each participants' farm or business
- A one-page strategic business plan for the next five years
- A lender ready budget for 2021-2022 financial year
- Drought preparedness and management plan (or equivalent for fishing businesses).

Should I apply?

You should apply for the program if you are:

- An owner or key decision maker in a farming, commercial fishing or aquaculture business in NSW (NB: the business can be large or small; in the early establishment phase, intermediate or well developed)
- Committed to learning and open minded to new possibilities
- Committed to sharing your journey with other young farmers and fishers

How do I apply?

You must submit your application via the online form on the Young Farmer Business Program website (www.youngfarmer.nsw.gov.au).

When do applications open/close?

Applications open at 12.00pm on 6 July 2020 and close at midnight on 26 July 2020.

How much will it cost me?

Your contribution is \$1,500 towards the program costs including GST. NSW Department of Primary Industries will cover the balance of the program costs.

How will my application be assessed?

The Young Farmer Business Program and Richard Groom will review all eligible applications. Shortlisted applicants will be invited to a short video interview with the selection panel.

Am I eligible?

- You should be aged 18 to 35 years old.
- You must operate or be a key decision maker in a farming, commercial fishing or aquaculture business in NSW.
- As the operator or key decision maker in your farming, commercial fishing or aquaculture business, you must earn more than 50% of your gross income from your primary production business under normal seasonal

circumstances; or you are classified as a "new entrant", meaning that you have been operating your business for between 12 months to three years and more than 50% of your gross income will be derived from the business within three years of the date of the application. The applications of new entrants will be considered on a case by case basis.

- Your business must be compliant with tax reporting (BAS, annual tax returns, etc.) and with employment standards if employing staff.

What happens after I've submitted my application?

If your application is shortlisted, you'll receive an invitation for a short video interview with the selection panel. If your application is successful, you'll need to sign a program participation agreement and a deed of release for the use of your photo and moving images by the NSW Department of Primary Industries.

If your application is not successful, we'll notify you in writing.

I've still got questions!

Call or text Tim Flynn, Young Farmer Business Program Coordinator, on 0447 655 163.