



AgriStrategies LLC

Senses. Strengths. Success.
Assisting Agriculture's Vision

Steve Kluemper

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www.AgriStrategiesLLC.com

Welcome to the 2021 Great Lakes Regional Dairy Conference

AgriStrategies LLC is proud to sponsor this 2021 Great Lakes Regional Dairy Conference. I'm here because I can help you with financial management tasks for your agricultural business. I hope you will schedule a **free consultation** with me so we can discuss how I can help!

In fact, AgriStrategies LLC will **make a donation to the Dairy Ambassador program with each free consultation** that is accompanied by the form at the end of this information packet. These funds will support youth scholarships and costs associated with the Dairy Ambassadors who are supporting and promoting the dairy industry throughout the state.

Examples of what I can help with by bringing my 30 years of financial management and ag banking experience and perspectives include improving cash flow and profitability, bringing in the next generation, putting together a projection, communicating a business plan, restructuring a balance sheet, getting an existing lender or a new lender or a credit manager comfortable with a credit request and analyzing decisions that need to be made, etc.

If you are an agricultural producer, supplier or processor, or know of one, that might need some help with financial management, I would very much like to talk to you to see how I can help. So, please contact me now to **schedule a free consultation and help support the Dairy Ambassador program**. I look forward to our discussion and hope you have a great conference!

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www.agristrategiesllc.com/contact-me

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How Can AgriStrategies LLC Help?

Helping
Agricultural Producers, Processors and Suppliers

with
Improving their Cash Flow and Profitability
Managing their Business and Finances
Facilitating Stakeholder Discussions
Gaining Independent Perspectives
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Attached Resources

AgriStrategies LLC Steve Kluemper Bio

What Questions Can AgriStrategies LLC Help Answer For Your Business?

Why Do Your Lenders Want You To Work With AgriStrategies LLC?

How Can AgriStrategies LLC Help Your Business Assess What Happened In 2020 And Plan For 2021?

What Typical Steps Are Involved In Working With AgriStrategies LLC?

Help Support the Dairy Ambassador Program - Schedule A Free Consultation

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Bio

BACKGROUND AND EDUCATION: Steve grew up on a livestock farm in Indiana, earned a bachelor's degree from Purdue University in Agricultural Economics and ten years later earned a Food and Agribusiness Masters in Business Administration degree from Purdue. Steve has a passion for bringing his agricultural background and education to others involved with the future of agriculture as a way to pay it forward for everything agriculture has given him and his family.

CAREER: Prior to founding AgriStrategies LLC in 2019, Steve lived in Indiana, Colorado, Missouri, Georgia, Kentucky, Wisconsin and Michigan during his 28 year professional career as an agribusiness banker with business development, portfolio management, underwriting, credit approval, policy/procedure administration and personnel management responsibilities.

He has coached agribusiness management teams including producers, processors and suppliers from startups to large corporations across the U.S. He focuses on improving the health of the business, not just fixing the symptoms. He's worked in various agricultural industries understanding the ins and outs of all aspects of the supply chain.

He has arranged funding for agribusinesses from capital providers in the form of unsecured cash flow lending, receivable and inventory financing, equipment and facility leasing and loans, real estate lending, and second lien financing as a single lender and as part of multi-bank syndications.

KNOWLEDGE AND EXPERIENCE: Steve is experienced in and has a passion for coaching and assisting his agribusiness management teams regarding what he and they can do to maximize the value of their business. This is done after assessing the businesses' situation and setting realistic goals. He has worked with dairy, poultry, swine, cattle, row crops, vegetable, fruits, greenhouse, grain, feed, farm supply, processing and other businesses of all sizes. He is also experienced in and passionate about finding capital partners that have the risk appetite to achieve management's goals and objectives by utilizing his vast network of industry professionals.

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What Questions Can AgriStrategies LLC Help Answer For Your Business?

How can we improve the cash flow, profitability and financial and risk management of our business and justify the reinvestment that is needed for our business?

How should we communicate our vision for the future, manage the business and especially the finances, facilitate discussions with lenders, vendors and investors, analyze decisions that need to be made, and use independent perspectives to run our business?

How will we find the time and expertise to answer these questions, keep projects and ongoing operations on track and periodically review actual results and upcoming plans?

How are our business model, strategic partners, management philosophies, risk appetite, perspectives and decision making going to change to adapt to the future of our business?

How do we make sure that we communicate with all existing and potential stakeholders such as the owners, investors, managers, coaches, employees, lenders, regulators, customers, suppliers, and community members that have a say in the decisions that need to be made for our business?

How should we assess and leverage our strengths and the internal and external environments to be sure we have the right perspectives, plans and goals for our business?

How can we define success for our business and create a plan to achieve it?

How will we identify, approve and work with internal and external stakeholders to meet their needs and obtain the funding and approvals for our business?

How are we going to make sure we have the time and resources for developing knowledge, skills, abilities, and procedures to achieve success for our business?

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Why Do Your Lenders Want You To Work With AgriStrategies LLC?

AgriStrategies knows what lenders want and helps you position your business to attract capital in a timely and cost-effective manner.

AgriStrategies assists your business in communicating with your lenders in a way that reduces the questions they have, the time it takes them to answer your requests and the costs involved in working with your business which improves your profitability and your lenders' profitability.

AgriStrategies improves the quality of the financial management of your business so that your profits improve, your compliance with your lenders' requirements are met and your lenders' risks, interest rates and fees are reduced.

AgriStrategies projects future cash flows under various scenarios and builds a plan that addresses the funding needs for each of those scenarios which minimizes uncomfortable surprises for you and your lenders.

AgriStrategies analyzes your business decisions and communicates the rationale for those decisions to, and incorporates feedback from, all stakeholders including the owners, investors, managers, coaches, employees, lenders, regulators, customers, suppliers, and community members to improve the probability of success and acceptance of the decisions.

AgriStrategies is a third-party, independent, advisor that will bring great perspectives and assistance to your management team on an ongoing basis and help your lenders better understand your business and your industry.

AgriStrategies focuses on defining success, assessing strengths, and then leveraging those strengths to achieve success with a plan that shows lenders the potential of your business.

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How Can AgriStrategies LLC Help Your Business Assess What Happened In 2020 And Plan For 2021?

- Update 2020 balance sheet, income and expenses.
- Prepare scenarios for 2021 income and expenses.
 - Production levels and prices, income improvement opportunities, government support, other income
 - Input levels and prices, cost reduction opportunities, unanticipated costs, other fixed costs
- Calculate monthly cash flows and funding needs.
 - Receivables, inventory, investments, capital spending
 - Payables, debt payments, owner withdrawals
- Identify funding sources.
 - Sales of unprofitable assets, SBA, USDA, Lenders, Vendors, Investors
- Project balance sheet results for various scenarios.
 - Working capital, assets, debt, equity
- Prepare updated business plan to obtain stakeholder feedback and approvals.
 - Owners, investors, managers, coaches, employees, lenders, regulators, customers, suppliers, and community members

**How Can AgriStrategies LLC
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What Typical Steps Are Involved In Working With AgriStrategies LLC?

Step 1 – Initial Consultation

- Can be over-the-phone or in-person when possible at no charge.
- Goal for AgriStrategies is to learn about your business.
 - Current situation, goals and needs.
 - Can include a financial assessment.
- Goal for you is to learn about AgriStrategies.
 - How can AgriStrategies help my business?

Step 2 – Project Consultation

- AgriStrategies will deliver a defined service in a one-day to three-month timeframe.
- Project definition, scope, deliverables, costs, etc. are agreed upon ahead of time.
- Meetings and discussions will occur as needed.

Step 3 – Periodic Consultation

- Contract CFO role where AgriStrategies has a monthly/quarterly ongoing responsibility.
- Plan/actual variance and updates with continual management and improvement objectives.
- Advisory perspectives, stakeholder communications and ongoing analysis.
- Project definition, scope, deliverables, costs, etc. are agreed upon ahead of time.
- Meetings and discussions will occur as needed.

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Anyone who wants to learn more about how AgriStrategies LLC can help producers, suppliers, processors and other partners in the agricultural industry, or just wants to support the Dairy Ambassadors program, should contact Steve Kluemper to schedule a free consultation.

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