

# Agribusiness Services

Chartered Accountants & Advisors

[brentnalls-sa.com.au](http://brentnalls-sa.com.au)



## Our team

### Matthew Holden—Managing Partner



Matthew has extensive experience working with agribusinesses at all stages in business. Matthew works closely with his clients on tax, structuring, finance, cashflow and succession planning to ensure they maximise the benefits of their hard work and investment, as well as ensuring it is protected for future generations.

### Rick Albertini—Partner



Rick has worked with farmers for over 20 years and has considerable experience working with farming families and sits on many family Advisory Boards. Rick is able to apply his diverse skills and commercial approach to any situation.

### Sally Storey—Partner



Sally has worked with farmers and the agribusiness sector for over 15 years. Over half of her clients are involved in the primary production industry across the state. Clients describe Sally as proactive; she's always thinking about their businesses and how they can be better. Sally has experience advising family farms, agricultural suppliers and viticulturalists.

### Sharon Lloyd—Partner



Sharon has worked with farmers for over 20 years including fruit and vegetable growers, beef cattle and grain farmers. Experienced with cash flow management and budgeting, industry specific tax areas including farm management deposits, income averaging and primary producer tax concessions.

### Gavin Mitchell—Partner



Gavin grew up on a family grain & livestock farm and understands the challenges of farming. Gavin specialises in the primary production industry, working with grain and livestock farmers, poultry producers, fruit and grape producers. Gavin's priority is achieving great outcomes for your business, and has considerable experience in business advisory, family succession and taxation planning.

### Bradley Barnes—Partner



Bradley's understanding and knowledge within in the primary production industry, has seen him working with farmers, grain traders, flower growers and grape producers. He has considerable experience with industry specific tax areas and working with clients to maximise their accounting software efficiencies.

### Christina Gulliver—Partner



With over 10 years experience working with farmers, fruit growers, grape producers and wineries, Christina aims to ensure her clients are on the most up-to-date accounting software packages and fully utilising their functionality. With experience in industry specific tax areas including farm management deposits, income averaging and wine equalisation tax (WET).

### Matthew Merrett—Principal



With almost a decade of experience in taxation and business advisory, Matthew has a broad cross-section of expertise in many different industries. An upbringing in the rich agricultural area in the South-East of South Australia provided the platform for a considered understanding and appreciation for all kinds of farming businesses.



Your journey starts with a direct relationship with one of our professional advisors.

## Our experience

### **Brentnalls SA has a long and valued history of services to the agribusiness sector.**

Our services are delivered under the banner of Brentnalls Agribusiness, providing specialised support and expertise within the agribusiness sector.

Our client base extends across Australia and covers all areas of the rural business operations. Our dedicated, experienced team works closely with:

- Grain and Hay Producers,
- Pastoralists and Livestock Graziers,
- Horticulturists,
- Wineries and Viticulturists,
- Fruit Producers,
- Commercial Fishing and Aquaculture Businesses,
- Farm Equipment and Machinery Dealers,
- Agricultural Suppliers, and
- Post Farm-Gate Providers.

### **We are your trusted advisor as well as providing fundamental tax, accounting and compliance services.**

Our work is assisting agribusinesses address core issues for the betterment of their operations and future.

Our agribusiness team not only want to support your business to be a success but they also want to help you achieve your personal wealth goals and financial freedom.

We can help create peace of mind in a range of areas:

- Tax Minimisation
- Financial Wellbeing
- Retirement, Estate and Succession Planning

Additional services encompass:

1. Group Structure Review
2. Advisory Boards
3. Tax Planning
4. Farm Performance Analysis
5. Forecasting, Budgeting and Cashflow
6. Business System Improvements
7. Accounting Software Implementation
8. Self-Managed Superannuation Funds



## Brentnalls for life

### We understand the agribusiness sector

As a business owner you're faced with the challenge of managing a business and understanding the key issues relating to your industry, while working long hours.

In view of these challenges, we provide your business with assistance in managing the ever changing complex and demanding environment of the rural industry.

We provide guidance and advice to improve viability and enhance your business growth potential. We also assist in providing strategic planning such as:

- Strategic business planning – facilitates the planning that enables your business to achieve its goals.
- Structured financial performance – planning performance cashflow, budgeting, and software implementation.

Brentnalls for life is a framework designed to establish what you want out of life, and create the pathway to get there. More importantly, you can enter at any point of the process, and it is continually reviewed and renewed as your life and goals evolve.

It's a path of constant review and renewal as your life and goals evolve. We work with our clients to use the income vehicle to reach the goals that they are truly seeking in life. Everyone wants different things, but the common link for all of our clients is the freedom that strong finances can bring to their lives. Imagine not being constrained by the limits of money and the liberation that comes with that for the remainder of your life.



1. Accumulation

2. Consolidation

3. Protection

We genuinely care about you. We want to see you grow and develop and have easier, less stressful lives. Our aim is to go deeper, beyond services and into what's really important.

Services in isolation are rarely effective—you live a connected life where money, family and lifestyle are closely linked, not independent of each other.

Life changes, and so do our needs and goals. That's why Brentnalls for life isn't set and forget. It's something that is constantly reviewed and updated.

**We're not only with you for today....we're with you for life.**

**How**  
we help

Call us on  
**08 8241 8444**



### **Brentnalls Agribusiness' strength is in our teams capability**

Our collective understanding and depth of industry knowledge provides over 100 years' worth of experience combined. We strive to remain informed of all changes and challenges you might be faced with.

We achieve our best outcomes when we build a relationship of trust with you over the long term. This comes from being fiercely independent with our advice. It comes from integrity and openness. And, when you want to pass your business onto the next generation or realise its value by selling, we are there to maximise your retirement outcomes and enjoy your financial freedom.

### **Our network**

We enjoy independent relationships with the wider connections that we have established in support of your business, Agribusiness Consultants, Bankers, Financial Planners, and Lawyers.

We manage the connected services for you which enables us to support and enhance our services. Trust, understanding and partnership are the cornerstones of our firm, and you can depend on us for the committed responses needed to change outcomes.

### **Benefits to your business:**

- A trusted partner to assist and support your business for life.
- Advice is targeted and directly related to your business and personal goals.
- We provide the business tools and strategies for essential business management.

We want to see you succeed, and to make sure that your pathway to success is as smooth as it can be. This is why we will treat your business, your wealth and your ambitions as carefully as we do our own.

## **Brentnalls** agribusiness services framework

### **Our services**

We provide guidance and advice to improve the viability and enhance your business growth potential through our financial service offerings, complimented by the business advisory services that are encompassed within the **Brentnalls for Life** process:



- \* Cashflow, Budgeting and Performance
- \* Farm Performance Analysis
- \* Accounting Software Implementation
- \* Business Systems
- \* Advisory Boards

- \* Tax Planning and Minimisation
- \* Accounting and Compliance
- \* Wealth Creation and Preservation Planning
- \* Group Structure Review

- \* Restructuring
- \* Succession and Estate Planning
- \* Asset Protection
- \* Risk Management, including assistance with Personal Property Securities Register (PPSR)
- \* Family Councils



We will work hard to build a relationship founded on trust, integrity, communication, respect and understanding.

## Delivering value for life

Our workplace is more than just desks and deadlines; it's a collaborative community where teamwork, open communication, and creating solutions by continually raising the bar for improved outcomes for our clients'. Brentnalls SA believes in upholding these **promises** in every aspect of our operations, striving to exceed expectations and foster long-lasting relationships built on our **values**.

### Our promises

1. We believe in **independence**. We do not answer to anyone other than our clients.
2. We believe in **integrity**. We never compromise our principles or values.
3. We believe in **our people**. We trust that our expertise will help your business to thrive.
4. We believe in **equality**. We treat our people and every client fairly and equally.
5. We believe in **experience**. We know your industry and offer you advice that will help you succeed.
6. We believe in **our knowledge**. We are constantly updating our professional skills to give you confidence and trust.
7. We believe in **responsiveness**. We assume that everything is important and you are our first priority.
8. We believe in **relationships**. We like to visit your premises and meet face to face to understand your business better.
9. We believe in **consistency**. We ensure that our high standards of service are experienced by all clients.
10. We believe in **your future**. We always work towards your ultimate goal – financial freedom and security.

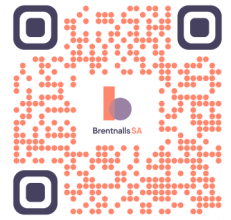
### Our values

It's the four core values we hold, as a firm, in our people and how we do business.



For a no obligation discussion call or email  
08 8241 8444  
admin@brentnalls-sa.com.au





Working with Christina Gulliver for over 10 years has been an absolute game-changer for our business. Her expertise and dedication to ensuring our accounts are correct means that we can trust in the integrity of our financial records and decisions.

Her attention to detail and proactive approach has saved us both time and money.

Christina's accessibility sets her apart. Whether it's a quick clarification or a pressing financial matter, she always responds quickly.

Christina is a pleasure to work with. Her professionalism, reliability, and genuine care for our success makes her a trusted partner in our business journey.

Thanks to Christina's support, we feel confident in our financial decisions and can focus on growing our business with peace of mind. We wholeheartedly recommend Christina to any individual or business seeking top-notch accounting services.

**Barb Kalleske** | Kalleske Vineyards Pty Ltd

Liability limited by a scheme approved under the Professional Standards Legislation.

The Brentnalls Affiliation is not a partnership or a joint venture. Instead, the business of Brentnalls SA is independently owned and operated and it is an independent member of the Brentnalls Affiliation of Accounting Firms. Individual member firms do not accept responsibility or liability for the actions or inactions of any other individual member firm. Liability limited by a scheme approved under the Professional Standards Legislation.



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