

**Position:**

Senior Consultant

**Qualifications:**

B Ag Science (Melb Uni)  
Certificate IV in Assessment and  
Workplace Training

**Contact Details:**

M: 0477 774 344  
F: (03) 6343 0122  
E: [jcuming@macfrank.com.au](mailto:jcuming@macfrank.com.au)

81 Elizabeth St  
Launceston 7250  
Tasmania

**INTRODUCTION**

Jim Cuming has recently joined the ranks of Macquarie Franklin bringing extensive experience in farm business management, consulting, and financing. He has worked in a variety of roles in financial services, corporate agriculture, and agribusiness banking. Recently he has managed a farm aggregation in Northern Tasmania on behalf of high net-worth investors.

He is passionate about empowering family farms, to overcome their challenges and fulfil their potential. Jim works closely with farming clients, building their capacity to operate a profitable, regenerative business.

Jim is currently collaborating with banks to assist farming clients improve their management reporting and overall performance.

He is also working with corporate ag to plan and implement strategic investments. Jim provides an integrated service that draws on the full suite of capabilities within Macquarie Franklin and its network of skilled specialists.

**PROFESSIONAL EXPERIENCE**

2018 – Present: Senior Consultant – Macquarie Franklin  
2015 – 2017: Director – White Hills Pastoral Pty Ltd, Evandale  
2011 – 2015: Agribusiness Executive – CBA, Launceston  
2010 – 2016: Non Exec Director – LV Pastoral Pty Ltd  
2006 – 2011: Management Consultant – ProAdvice Pty Ltd, Geelong  
2000 – 2006: Property Manager – Fernleigh Pastoral, Glenthompson  
1995 – 2000: Policy Officer – Victorian Farmers' Federation

**RECENT PROJECTS**

- Design and delivery of business coaching/mentoring service to farming clients
- Performance tracking and business coaching program – in collaboration with banks
- Workshop delivery – Profitable Integration of Cropping and Livestock, MLA (in collaboration with Rural Solutions, SA)
- Working Group Committee member – North Esk Irrigation Scheme
- Budget preparation and strategic planning – individual clients
- DPIPWE enterprise gross margins and returns.
- Enterprise budgets and input costs

February 2018

**Areas of Expertise**

- Business coaching & mentoring
- Stakeholder engagement & alignment
- Strategic planning and implementation
- Business performance and benchmarking
- Due diligence assessments
- Enterprise integration and optimisation
- Finance structuring and proposals
- Succession planning
- Corporate governance and performance reporting
- Asset management

**Macquarie Franklin Expertise**

- Economic studies
- Business and farm management
- Feasibility studies
- State and regional development
- Irrigation and water development
- Land capability and mapping
- Natural resource management
- Training and extension
- Technical agricultural consulting

