

# Facilitating first and next generation entrants into food production asset ownership

**Tom Cosentino**

**2024 Scholar, South Australia**



## Research Purpose

The objectives of this research and report are:

- To investigate and analyse entity structures that are being successfully used by first and next generation food producers.
- To investigate and analyse business models that are being successfully used by first and next generation food producers.
- To summarise the attitudinal and behavioral traits common amongst successful first and next generation food producers.
- To recommend policies that support first and next generation food producers entering asset ownership in Australia.

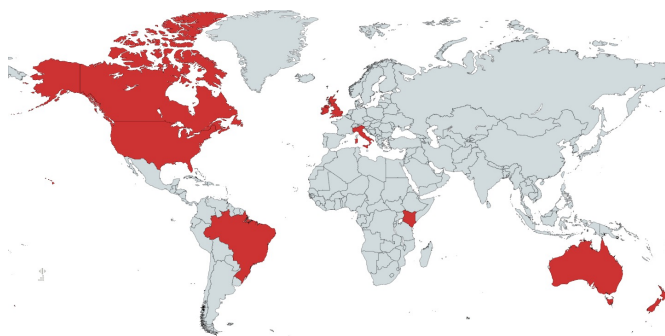
## Key Learnings

There are several entity structures and business models being successfully used to facilitate first and next generation food producers into asset ownership including;

- The 'estate freeze' model
- Syndicates and 'shadow equity' & employee share schemes
- Share milking and share farming & fishing
- Land trusts
- Enterprise stacking & a return on asset focus
- Sub-division and title amalgamation
- Land use change
- Catalytic investment (farming & fishing targeting impact)
- Hub and spoke farm business models (leasing & agistment)
- Dairy cow leaseback

There are attitudes, behaviours and business practices that play a significant role in the success of first and next generation entrants.

## Travel

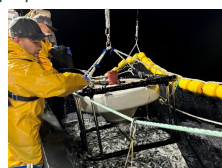


## Case Studies

Case Study: Paul and Brittany Windemuller. Coopersville, MI, USA. First generation dairy farmers leveraging off farm income, contractors and return on asset focus to milk 250 cows with three robots.



Case Study: Will Treneer. Newlyn, Cornwall, UK. Sardine fisherman and skipper of FV Inter-Nos. Co-invested with previous employer & mentor to construct an efficient purpose-built sardine vessel.



## Recommendations for Industry & Policy Makers

- A Parliamentary Standing Committee on Agriculture and Industry inquiry into Intergenerational Transfer of Farms and New Entrants
- Reliable and constant funding to Young Farmer Organisations
- A review of policy settings for Young Farmer Loans and their eligibility
- Removal of Income caps to deduct primary production losses
- Increased funding to support farm and fishing quota matching services
- A focus on fishery quota allocations to Young Fishers' Associations when input controlled fisheries are reforming to ITQ systems

## Thank you to my sponsors



## Contact

**Tom Cosentino**

**+61 450 040 634**

**ttcosentino@gmail.com**