



PROGRAM

COORDINATOR



TIM FLYNN

YOUNG FARMER BUSINESS PROGRAM



Department of
Primary Industries



PURPOSE OF YOUR ROLE

The Young Farmer Business Program is aimed at getting 18 to 35-year-old farmers and fishers out of the paddock and into the office so they can run better businesses - to help them be just as good at planning for and running their business as they are at shearing sheep and growing fruit and harvesting oysters.

How does that help build stronger primary industries?

Five years ago, the NSW Government ran a survey of young farmers and fishers in New South Wales and asked them what the government could do for them to support them in their businesses. Three issues were identified; access to finance to buy farms, access to farms themselves, and a lack of business skills and financial literacy. The State government recognised that of those three issues they could make a difference by starting a program, getting some staff on the ground to work with experts to try and improve financial literacy and business acumen for young farmers and fishers.



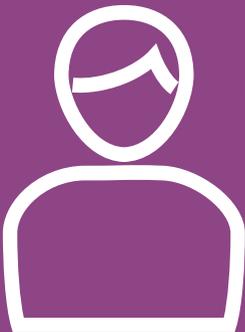
A TYPICAL DAY IN YOUR ROLE

What I love about farming and what I love about this job is that I am doing something different every day. One day I could be presenting a workshop with a business expert to twenty young farmers, next I could be designing a new product to try and meet another gap and find another solution for young farmers; the next day I could be spending some time in the office making sure everything goes to plan and planning for the future and the next day I could be doing some really boring admin stuff but it all comes together and makes sure the fun stuff goes smoothly.



TRAINING / EDUCATION

No formal qualifications are needed but I think being able to complete a university degree demonstrates that you have the skills to apply yourself to do a role like this. I think the other key to success is a knowledge of the industry informally. Farmers like to know that you understand their needs and if you can show them that you do understand through knowledge of the industry, I think that's really important.



PERSONAL ATTRIBUTES THAT ARE USEFUL IN THIS ROLE?

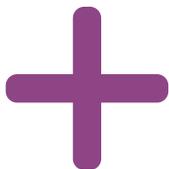
- Number one above all else is communication. If you're a good communicator you can normally work your way through to a solution to any problem.
- Other attributes are things you learn growing up in regional New South Wales things like hard work, being on time, trying your hardest. All those attributes I think are the key to success in this role.

Quote

"Farmers like to know that you understand their needs, if you can show them that you understand through knowledge of the industry, I think that's really important."

WHAT IMPACT DO YOU SEE TECHNOLOGY HAVING IN THIS FIELD IN THE NEXT 20 YEARS?

I see technology playing a really big part. We predominantly do face to face events I think human beings are social animals, we like to see each other face to face. COVID-19 has been a real catalyst for us to move to online events and as New South Wales is a really big state, technology and webinars enable us to connect and to help out isolated farmers.



I love working with like-minded people. I've always been a really business minded person and this job gives me an opportunity to explore that passion and work with other young people and try and solve their problems, which is really great.



I could do without a lot of paper work, if I could just be out on the road all of the time I would love that but unfortunately the fun stuff doesn't come without the preparation. So if I could do without anything it would be the paperwork.

DOES CREATIVITY PLAY A PART IN THIS ROLE?

Creativity definitely plays a part in this role. I'm not a very creative person myself, I'm lucky the rest of the team helps me out a bit on the creative side. I'm more of a numbers person but creativity is really important to a role like this because you've got to think of new ways to try and engage with young farmers or to try and find a solution so creativity and outside the box thinking is definitely important.



Staff Profile

BACKGROUND

I grew up in Mudgee in Central West New South Wales, my family has a sheep and cattle farm there which my Dad owns and operates. We run super fine merino wool ewes predominantly and we also run some Angus cross Hereford cows. So that was an hour and a half to school on the school bus both ways, first on, last off which is where I got all my homework done!

I went to the University of New England where I studied two degrees one in agribusiness and the other in law. I went on to practice as a lawyer and so I had to finish some more formal training and I did that through the College of Law in Sydney.

Before this role I was a lawyer in a small law firm in Dubbo, where I worked mainly in property law. That role involves helping people buy and sell houses, helping farmers buy and sell farms and helping property developers build estates and sell their lots. I really enjoyed being a lawyer but I realised that long term I want to be a farmer so that meant two things for me one is I needed to earn more money now and I needed to learn more about farming. And this job gave me both those things.



What advice do you have for young people who are interested in this kind of work?

My advice is to really work on being a good communicator, that's listening to other people, being able to understand what other people want and need and just working out how to get your point across. The other thing is do something you are passionate about make sure you are passionate about the job you choose because if you love what you do going to work doesn't feel like going to work at all.



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