

OUR APPROACH:

## Case Study: Family Agri-Business



### Rethink

A Family-owned Company that operates as a leading grain merchandiser and supplier of seed, fertilizers, and feed products to farmers and livestock producers nationwide. The Company is also one of the largest landowners in the state of Kansas. Business included four arms: a grain operation with 28 grain elevators working in a commodities market, a construction business that primarily built bridges and airports, a cattle and feed lot, and fourth arm that handled seed and farming operations. The Company defaulted on loan covenants and had little to no organized financial reporting.

### React

Aurora was engaged by the Company and immediately worked to set up improved operational reporting for the grain elevator business after seeing it was the most profitable and successful arm of the Company. Aurora also worked to reconfigured the overall reporting processes and cost system.

### Results

Aurora was able to refinance the Company with a different lender. It was determined to close the unprofitable construction business and focus in on the other three arms, especially the grain elevator business. The Company is still operating today as a family -owned operation.

AURORA MANAGEMENT PARTNERS |