



Heymer Management Accounting Services offers a full range of expertise.

CFO/Controller

- Accounting system oversight (internal staff or outsourced staff)
- What to measure and how to measure it
- Use the data you measured
 - Cost of production
 - Profit margin analysis
 - Buy/sell scenarios
 - Risk management
 - Cost management
 - Develop standard costing for efficiencies
 - Standardized Performance Analysis (SPA) for cow-calf operations
 - Analyze trends (ratios and costs of production)
 - Opportunity analysis
 - Projections and scenario analysis

Oversee accounting activities, ensuring consistent, correct, and timely flow of information through the accounting system. We focus on measuring the data that can actually be managed.

We are always willing to work **with** your trusted CPA and lender. We can help bridge the gap between what you need to manage your business and what they need to help you with your income tax strategies or cash flow needs. Too many times, agriculture managers feel they are at the will of the money man (IRS or bank.) We want to help put **YOU** in the driver's seat. Proper planning and strategies can help mitigate the pressure and emotion associated with cash needs.

Business Planning

The business plan should be a living document with solid guard rails. One of the first elements to a solid plan is materially correct historical data. Since the typical production cycle for cattle ranching and most row crops is *at least* one year, consistent and correct financials can take longer to develop, especially with a new and unfamiliar system. We will guide you through developing an historical basis that will produce predictable outcomes.

Bookkeeping & Payroll

We offer accounts payable and receivable services, as well as payroll and other bookkeeping services. A management accounting system can be complicated, with so many moving parts. We offer monthly bookkeeping services that will maintain the integrity of your new management accounting system. Technology allows us to find the most competent staff, even if they are hundreds of miles away. All bookkeepers are in the US and have an agriculture background, so when you call us, we will know what you mean by “heifer,” and you will be able to understand us (if you can decipher a southern accent.)

Training/Speaking

- Discuss what type of information you need to make the most informed decisions
- Work with your internal or outsourced accounting staff to design and implement a system that efficiently gathers and presents useful and timely management information.
- Speaking engagements