

IAK AGRAR CONSULTING GMBH
Selected References – Germany

Ref.:	Project title		Advisory services provided to private agricultural enterprises in Germany					
Name of candidate	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
IAK AGRAR CONSULTING GMBH	Germany	approx. 750,000 per annum	100	approx. 100 mm per annum	Various private clients	Private clients	1990 - ongoing	
Detailed description of project				Type of services provided				
<p>IAKs enormous experiences, gained during the process of restructuring and transforming of agriculture and rural areas in East Germany, and its many years of experiences in business and management consulting make up a sound basis for taking over consulting tasks in many countries of Middle and Eastern Europe as well as the CIS.</p> <p>In Germany IAK provides extension services to approx. 200 agricultural enterprises with a total farm area of nearly 270.000 ha. IAK advisory services provided to German agricultural enterprises focus on farm management, farm development concepts, credit handling as well as investment and finance planning. In the last years IAK accompanied investment planning with an investment value of about Euro 325 million. Furthermore, the company offers advice on EC financial regulations and agricultural support programmes. IAK is officially authorised by the Federal State Government of Brandenburg to supervise financially supported investment procedures under the "Agricultural Investment Support Programme". In this role, IAK is supporting agricultural enterprises in the application of financial aid available through the structural support programmes, the requests for financial aid from the authorised payment agencies and the surveillance of use of financial aid on behalf of the authorised payment agencies.</p> <p>IAK has given advisory services to many agricultural enterprises in organisational development, including assistance in the privatisation process, support in Joint Venture and other forms of associations.</p>				<p>Extension Services for agro-enterprises (including farm reorganisation and privatisation, investment planning, negotiations with private financial institutions and potential business partners etc.)</p> <p>Training seminars regarding farm management etc.</p> <p>Special training workshops on certain aspects of agricultural production and marketing</p> <p>Publication of information material</p> <p><i>Planning and management of agricultural enterprises</i></p> <ul style="list-style-type: none"> - Enterprise set-up and privatisation concepts - Strategic enterprise planning - Sector analysis - Short- and medium term investment planning - Cash-flow analysis - Enterprise management and organisational development incl. Human resources <p><i>Financial support in rural areas</i></p> <ul style="list-style-type: none"> - investment and financial planning and analysis - pre-feasibility and feasibility studies - development of credit guarantee models 				