Why Financial Advisors and CPAs are Working with Agronomists in a New Way
K·Coe Isom is a recognized, national business advisory and financial services firm.

- 360+ employees
- Top 70 Firm in USA
- Industry Expertise
- $70M Revenues
- Recognized Leader
- National Scope & Resources
Two-thirds of our business is Food & Ag

- Commodity, Permanent & Specialty Crops
- Beef and Other Livestock
- Top Dairies
- Food and Beverage Manufacturing
- Technology
- Equipment Manufacturing
- Equipment Dealerships
- Beer, Wine, and Spirits
- Distribution
- Biofuels
Our Focus: What Matters Most

✓ **SOLVE** challenges to move the needle – projects from large to small

✓ **BUILD** bridges between production ag, supply-chain, consumers

✓ **MOTIVATE** by discovering opportunities for greater value

✓ **MAINTAIN INDEPENDENCE** through objective farm management and financial planning

Sample Clients Include:

- U.S. Roundtable for Sustainable Beef
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- The Nature Conservancy
- General Mills
- Seaboard Foods
- Cargill
- West Liberty Foods
- Deseret Ranches
- EDF
- Field to Market
- PepsiCo
- Monsanto
- USDA Organic
- Walmart
- WWF
- [List of other clients]

kcoe.com
‘We are the independent, global platform for the data driven future of Agriculture’
The **independent** global platform for the data driven future of agriculture. Agworld wants the worlds’ farmers to work in **collaboration** with advisors and service providers to manage all agronomic, financial and environmental aspects of their business in a **sustainable** manner.
Simply capture data within a farms’ workflow from a variety sources, and surface contextual, standardized information on demand at the right time for decision makers.
Agworld’s platform is collaboration centric

Agworld uses a powerful permissions system that is underpinned by standardized data and connectivity to drive efficient and right time outcomes for businesses.
Shared Mission: to have impact on the world’s farmers, to help them thrive and improve profitability

The Road to Agworld

- We tested many solutions
- Vetted real users (agronomists, growers) of Agworld’s platform
- Proven benefits: sophisticated operational data and tools to make profitable decisions
- Advantage: Agworld respects grower privacy; doesn’t sell or use farm data, so growers are in charge of information
Knowledge is power.

Together, Agworld and K·Coe have teamed up to turn each individual field into a profit center.
Maximizing Grower Profits

With little-to-no margin for error, actionable **real-time data** per acre is driving the **success of growers.**

**Surviving Today**

Farm Data: move from static spreadsheets to structured data collection and shareable communications

Financial Management: access accurate and more detailed (field level) data— adjust the plan and see results straight away

**Thriving Tomorrow**

Farm Data: collect and use actual farm records such as financial, inputs, and operations data

Financial Management: make real-time corrections affecting profits (to avoid loss), and survive macroeconomic factors and price fluctuations

**Innovating for the Future**

Farm Data: benchmark and improve results using baseline metrics and accurate trial measurements to proactively plan

Financial Management: find ways to innovate where it makes financial sense; apply multi-year farm performance analyses to calculate potential future scenarios on the farm