



CLIENT SUCCESS STORY

STRUCTURING SUCCESS FOR THE NEXT GENERATION

QUAST FAMILY OF 'QUAST TURKEYS' TINTINHULL NSW

BUILDING A FUTURE THROUGH STRUCTURE AND STRATEGY

For many farming families, the real value of professional advice isn't in the annual tax return. It is the confidence to make decisions at the right time.

For the Quast family, owners of Quast Turkeys, a fully integrated turkey enterprise based at Tintinhull in Northern New South Wales, that has meant putting the right structure in place, planning ahead, and having someone in their corner when it matters most.

Col and his wife Vicki, together with their son Colin James and his wife Tahlia, operate the farm while raising the next generation at Tintinhull.

Succession has never simply been about handing over ownership - it's been about building a business that can continue to grow across generations. Working alongside Joel Weier, Partner at Roberts + Morrow, the family has taken a long-term, structured approach to decision-making - ensuring the business is well positioned for both today and the future.

Operating a multi-generational farming business, with multiple family members actively involved, decisions are rarely short term.

With Joel's guidance, the Quast family has shifted their focus beyond year-to-year performance and toward a clearer, more strategic path forward.

THE CHALLENGE: NAVIGATING A COMPLEX TRANSITION

Transitioning a family business is rarely straightforward. For the Quast family, the process involved navigating operational change alongside the financial and structural complexities of succession.

As the business continued to grow, decisions around investment, structure and long-term planning became increasingly important. At the same time, the family faced the broader challenges impacting many regional businesses - rising costs, workforce pressures and changing market conditions.

"Going through the transition from my parents wasn't simple. Having the right advice made all the difference."

Without clear guidance, these pressures could easily lead to reactive decision-making. Instead, the family worked closely with Joel to approach succession in a more structured, forward-thinking way.

THE APPROACH: A PROACTIVE, ADVISORY-LED STRATEGY

With Joel's support, the Quast family moved beyond traditional compliance-based accounting to a more strategic advisory approach.

Together, they focused on ensuring the right structures were in place to support both current operations and future succession outcomes. This meant considering tax, ownership and financial implications alongside every major business decision - not after the fact.

"Structure and tax planning sit behind almost every meaningful decision."

Joel's role extended beyond technical advice. By developing a deep understanding of the business and the family's long-term goals, he has been able to provide guidance that is both practical and forward-looking. "It's not just about getting the numbers right at the end of the year."

Through this ongoing partnership, the Quast family has been able to make better-informed decisions, at the right time, with confidence in the outcomes. "Having that advice there gives you peace of mind."

THE OUTCOME: CONFIDENCE, CLARITY AND LONG-TERM SUCCESS

Today, Quast Turkeys continues to operate as a strong, multi-generational business, supported by clear structures and a long-term strategic focus.

The business has moved from reactive, year-by-year decision-making to a model driven by planning, timing and long-term outcomes - a shift that has strengthened both performance and succession readiness.

"Rather than reacting year by year, the focus has moved towards longer-term planning."

With Joel as a trusted advisor, the family continues to navigate growth, change and succession with confidence - knowing they have the right frameworks in place to support the next generation.

"It's the fact that Joel is looking at everything all the time - he's made things a lot easier for us to look ahead," Col said. "It's that trust factor, knowing that he's got our back."



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