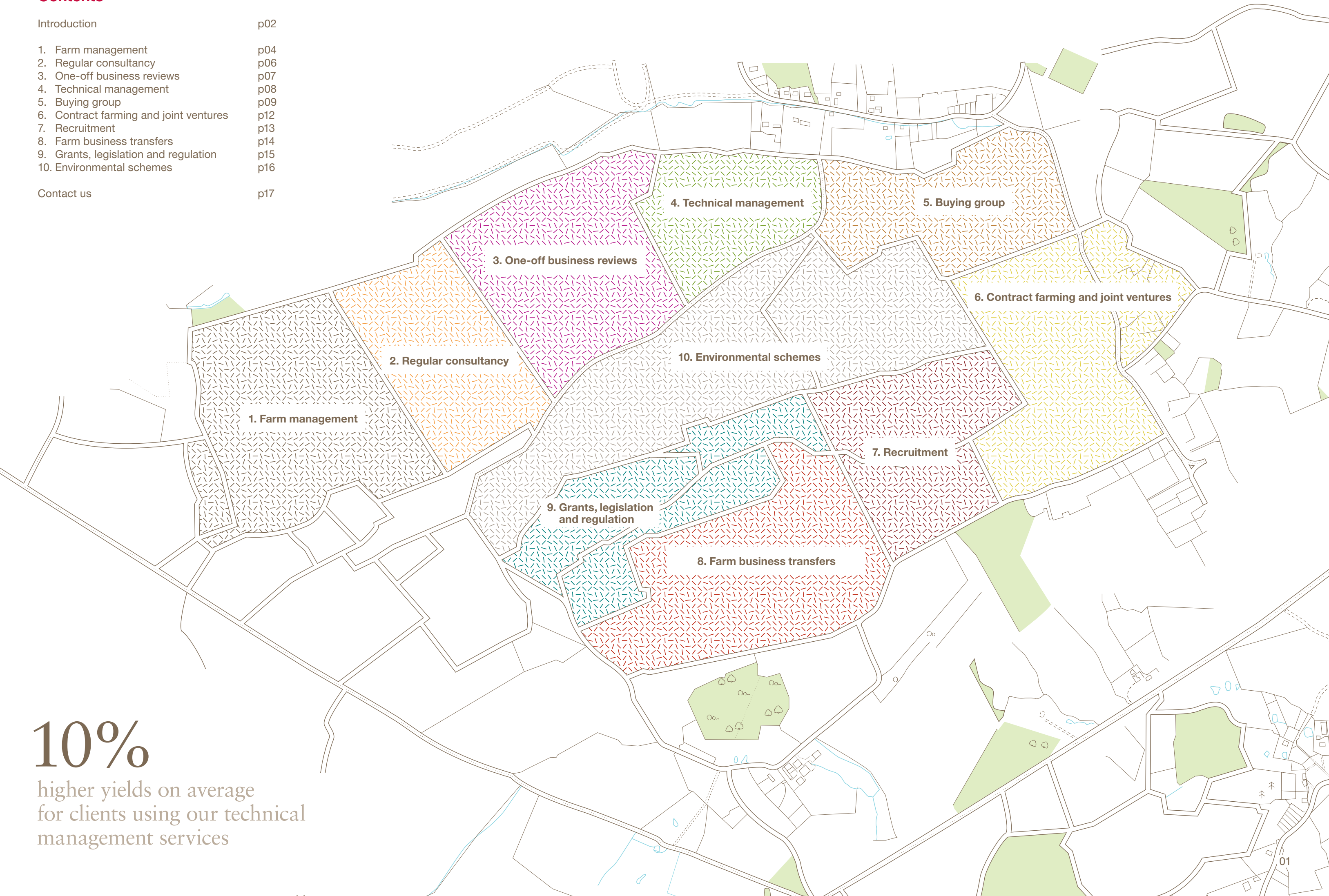




Specialists in every area
Strutt & Parker farming


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10%

higher yields on average
for clients using our technical
management services



At Strutt & Parker we offer the complete farming service and are proud to have worked with some landowning families for more than 100 years.

Our experienced team advises on the huge variety of issues that enable owners to manage and make the most of their land. Whether you are looking for a team to take over the day-to-day running of your farm, you need specialist advice on areas such as fertilisers or grants, or you're simply looking to recruit a new Farm Manager, our Farming department can help. Our bespoke service means you can come to us for as much or as little assistance as you wish.

Our Farming team is made up of more than 30 experts throughout the UK, making us one of the largest specialist groups of our kind. Many of our people are from farming backgrounds and all offer a high level of technical knowledge, giving us a real understanding of the issues faced by today's farming community. Our advice is also underpinned by our own dedicated research groups that keep us up to speed on developments in legislation, regulations, support schemes and commodity markets as well as land values and property trends. This ensures that any recommendations we make are well-informed.

As well as tried and trusted agricultural advice, we can also provide access to the expertise of the wider Strutt & Parker team. For example, our farm agents can help with the sale, purchase or valuation of farmland or our planning experts can advise on the planning implications of taking your business in a new direction. The following pages outline our key areas of expertise – for a fuller picture of how we would work with you, please do not hesitate to contact a member of our team.

1. Farm management

Our farm management service extends from managing the day-to-day running of a farm through to providing strategic advice on major business decisions such as buying new land or diversifying.

For some landowners, our service allows them to stay in farming without having to commit the time, for others it is a way to keep a farm profitable when it cannot justify the expense of a full-time, on-site team. Working this way can also mean that your farm is not over-resourced at quiet times of the year.

As well as being a practical solution, our farm management service also ensures that your property will benefit from our team's breadth and depth of expertise. Our farm management experts each have considerable experience of running a wide range of farms and can apply that knowledge to make sure your business is performing to industry benchmarks and running as efficiently as possible. This experience equips us to handle everything that goes into running a modern farm, from budgeting and running the bank account through to ordering chemicals, recruiting staff and navigating the ever-changing maze of regulations.



“Strutt & Parker’s relationship with the Salvation Army goes back a long way. At Home Farm, they have made a huge difference, taking over the operational side and also helping us to steer long-term strategy. They’re doing such a good job of managing the business, in fact, that we no longer need a Farm Manager of our own.”

Salvation Army, Home Farm, Hadleigh

500,000
acres of farmland
under management

2. Regular consultancy

For those landowners who wish to retain day-to-day control of their farm while drawing on operational and strategic advice, we offer an ongoing consultancy service.

Whether arranged on a quarterly or annual basis, this relationship gives you access to a broad team of specialists. We can advise on everything from balancing the books and setting budgets through to cropping decisions and industry trends.

We build long-term relationships with our clients – typically owners, managers or trustees – working closely with you to gain a clear understanding of your farm business and what you want to achieve. We can then draw on our diverse knowledge of farming and the wider property industry to advise on the performance of your business and make recommendations on any changes that might need to be made.

18%
saved on average fertiliser/
agrichemical expenditure

“Day-to-day, Strutt & Parker have proved invaluable in helping me run an efficient and profitable farm, but that’s only half of what they do. Just as important is their strategic advice that has enabled us to improve our performance over the long term.”

Robert Law, Farmer of the Year 2006, Thrift Farm, Royston

3. One-off business reviews

We have a great deal of experience in carrying out detailed, one-off reviews of clients’ businesses.

They can be prompted by a wish to change the strategic direction of a farm, a change of ownership or simply a wish to give the business a ‘health check’.

We start by sitting down with you to gain a clear picture of the business and of your aims for the future. We then spend time ‘on the ground’, observing the farm at work and carry out an in-depth assessment of the business, from the financial to the operational. This is followed by a concise report which sets out a summary of our findings and a detailed action plan.

Our focus is on providing practical advice, so we do more than simply identify problem areas; we will work with you to identify workable solutions and will also be available to guide you in implementing our recommendations.

“Regular formal reviews have been a vital business tool at Ragley Home Farms. They’ve played an essential part in keeping our business focused on delivering profit while improving the output of the unit and its environmental sustainability within the estate.”

Alan Granger, Ragley Estate, Warwickshire



4. Technical management

As well as managing the business side of both arable and livestock farms, we can also provide a broad range of advice on the many critical technical decisions modern farmers need to make.

This advice can be as part of a managed farm arrangement or on a consultancy basis, giving all kinds of farms the chance to benefit from the accumulated experience and buying power of our team.

Crop management

Our crop management service is tailored to the needs of the individual farm, but is always focused on increasing the profitability of your crops – our aim is to keep you in the top 10% of your peers in terms of both gross margin and management profit. As well as having Strutt & Parker Farming's unique and independent buying service at their disposal, our arable team are all BASIS and FACTS qualified and offer a wealth of practical experience backed by the latest industry research. This breadth of knowledge enables us to look at the business as a whole, advising on everything from cropping rotations, cultivations and fertiliser through to the right machinery to buy and the best way to market the end product. Added to that, because we have no ties to any distributor, you know that any purchasing advice we give is truly independent.

Livestock

Our livestock consultancy team has a great deal of experience in appraising businesses and identifying their strengths and areas where improvements can be made. Areas we focus on range from the overall direction of the farm through to the technical, financial and regulatory issues that are so important in the day-to-day running of a modern livestock business. On the financial side, we can put forecasts in place and liaise with the bank, set budgets and assess the best margins for the business. Our experts can also advise on all livestock-specific issues such as targets for the management of a dairy herd, cattle nutrition, the best mix of forages, breeding advice and bull selection. Many landowners also ask us to handle regulatory issues such as SPS and ELS applications, grant applications, compliance with Nitrate Vulnerable Zone and green energy advice. We then continue to work alongside the landowner to make sure the new strategy is monitored and delivers the desired results.



“Strutt & Parker have helped us plan and structure our business better and to identify the right new business opportunities. Working with their agronomist has been particularly useful in solving logistical problems and keeping us at the cutting edge of progressive farming.”

Peter Kendall, WJ Kendall & Sons, Bedfordshire

5. Buying group

The Strutt & Parker Farming Buying Group coordinates the purchase of seeds, fertilisers, sprays and spares, enabling clients to benefit from economies of scale and from close supplier relationships we have built up over many years.

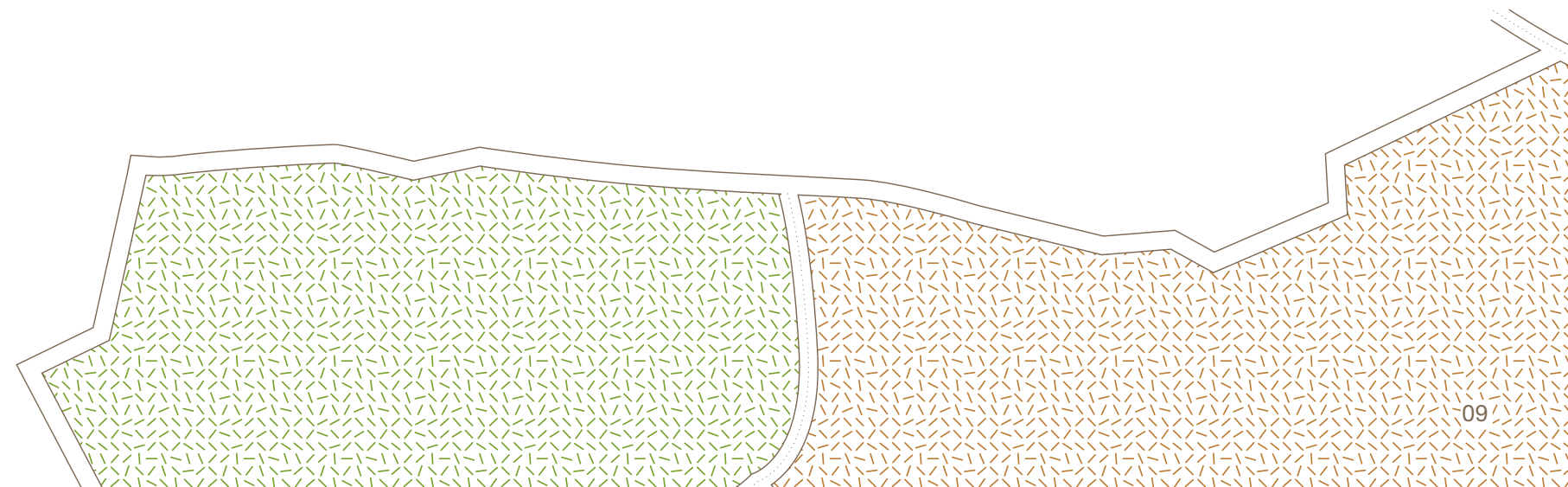
Working from a confidential list of suppliers, our team is able to secure the best prices for our clients and we are currently providing a wide variety of products for more than 150,000 acres of land in the UK.

As well as bringing down your costs, we can also deliver added benefits such as delayed payment terms and rebates on major agricultural equipment. The cost savings alone can be significant. For example, our team has recently negotiated a deal on fertiliser that is 5% below the market level and on sprays have been able to pass on discounts as high as 15%.



“I’ve been working with Strutt & Parker for 10 years and, in that time, they’ve helped me turn a small rundown dairy farm into a modern state-of-the-art dairy facility with new housing for staff whilst ensuring that the business was profitable along the way. Their team help with everything from grant applications to cash flow and I’ve been lucky enough to be named Dairy Farmer of the Year.”

Geoffrey Spence, Dairy Farmer of the Year 2007, Miresdale Dairy, Northallerton





30 farming specialists across the UK

6. Contract farming and joint ventures

Contract farming and joint ventures have become increasingly popular in recent years, enabling landowners to retain control of their farms while pooling resources and reducing their investment of time and money. There can also be tax advantages to entering into these relationships.

Contract farming

We have been establishing and managing contract farming agreements for more than twenty years and can tailor them to suit the needs of the individual farm. For example, you can remain involved in decisions such as cropping or varietal choice whilst leaving the day-to-day running of the farm to your chosen contractor. As the contractor supplies all the labour and machinery, this can reduce your working capital requirement and free up buildings and cash to allow you to diversify if you wish. Contract farming arrangements can also be highly flexible – for example, we can arrange for land to be taken in and out of the agreement on an annual basis and the ‘profit’ share can be adjusted according to the level of involvement taken by you and your contractor.

Joint ventures

We can also advise on joint ventures, an arrangement that has become an increasingly popular way to expand a farming business. By sharing resources with other farming businesses – whether land, machinery or expertise – you can minimise the level of capital investment and also benefit significantly from economies of scale. Our team understands how to extract the maximum mutual benefit from these arrangements and can help you organise a joint venture that will enable you to farm in the most efficient and profitable way



“Strutt & Parker helped us to set up a joint venture to run a 6,000 acre farm. As well as enabling us to make substantial costs savings in terms of machinery and labour, they’ve also helped us to significantly improve the quality of the yield.”

Gordon Morrison, Chaldean Estate, Hertfordshire

7. Recruitment

Attracting and retaining the right people is critical to the success of any farm business.

Over the years, we have worked with many of our clients to help them replace key members of their team or take on new people when they want to expand. Often, we can introduce clients to someone on our extensive database of contacts. Depending on the role, it might be necessary to advertise, particularly for more technical roles where the right person might currently be working outside the industry. Whatever the vacancy you wish to fill, we will take the time to understand your needs before advising on the best way to recruit.

“I have been using Strutt & Parker for 25 years for all aspects of farm management. Most recently they helped me recruit a Farm Manager, which they handled from advertising the role right through to sitting on the interview panel.”

Christopher Padfield, Great Warley, Essex

8. Farm business transfers

Whether a farm is changing hands, a tenancy comes to an end or a contract farming agreement is being set up, this change of interests throws up a wide range of legal and administrative issues that need to be addressed.



These can include the transfer of Single Payment Scheme Entitlements, Environmental Stewardship Schemes and the various rights that go with operating a farm, such as irrigation licences. There might be staffing issues, the business assets or stocks may need to be valued and there could be tax matters to consider. At what is always an extremely busy and stressful time, our team of experts can help you identify what needs to be tackled and we can take on much of the administrative legwork.



9. Grants, legislation and regulation

Our detailed working knowledge of the legal and regulatory framework that applies to today's rural businesses allows us to offer proactive advice on how these affect the day-to-day and strategic management of farm businesses.

Our aim is to remove the burden of complicated legislation and regulation by offering practical advice on compliance which will allow businesses to operate efficiently and grow without being held back by 'red tape'.

To keep us up to date with the latest changes in legislation and regulation, our Land Research Group produces a regulation tracker. This enables us to advise clients on the impact of those changes as soon as possible.

All our advisers are also expert in the operation and application of the Single Payment Scheme and have been at the forefront of the industry representing and promoting the interest of farmers and landowners to the policy makers in both Whitehall and Brussels.

Our expertise on matters of policy and implementation ensures that we are able to deliver the best practical advice to farmers and landowners and maximise the opportunities for securing support payments, grants and subsidies that may be available to assist with legislative and regulatory compliance.

Specific items of legislation and regulation affecting rural businesses that we deal with on a day-to-day basis include:

- The Single Payment Scheme and Cross Compliance Rules
- Environmental Impact Assessment Regulations
- Habitat Directive
- Nitrate Vulnerable Zone Regulations
- Health and Safety
- Pesticides Directive
- Waste Management Licensing Regulations
- Fuel Oil Storage Regulations

10. Environmental schemes



All our advisers have a working knowledge of the Entry and Higher Level Stewardship, Countryside Stewardship, Environmentally Sensitive Area and Woodland Grant Schemes.

We can advise on the operation of these schemes as well as on the application process and the options that should be chosen in order to secure an agreement.

We pride ourselves on making sure that farming agreements are put together in such a way as to ensure that environmental benefits are delivered, while at the same time minimising the impact on efficiency of operations. Equally, we recognise the additional benefits for sport and conservation.

Our practical and technical knowledge ensures that agreements are well balanced, that they do not burden the farmer or landowner with time critical operations, opportunity cost is kept to a minimum and income generated for the client is maximised.

We also make sure that the client's interest in the holding, both in terms of capital and enjoyment, are not adversely affected.

Our fully integrated approach considers the environmental and financial benefits for environmental schemes and also the practical implications, constraints and opportunity costs. This ensures that sustainable and workable agreements are secured, providing mutual benefits for the environment and the landowner alike without disrupting the efficient farming of the holding.

“We have been working with Strutt & Parker to improve the habitat on the estate for the last 15 years and found that they're always up with the latest thinking. We've been in the Countryside Stewardship Scheme for seven years now and the ELS has been very successful – we simply couldn't have done it without their support and advice.”

Oak Ash Estate, Berkshire



Talk to one of our team

