

Farm Advisor

We care for over 900,000 acres, acting for many prestigious clients, including the Crown Estate, major charities and prominent private landowners. We know we can make a difference to their holdings. They know their assets are in experienced hands.

The amount of involvement that we have in the management of land holdings depends upon the brief we are given by our clients. It ranges from hands on day to day management to just providing specific advice on specific issues; this is how we operate with Kingsclere Estates.

The big barriers that we face when advising clients mainly come from the financial situation they find themselves in. Farmers are often asset rich but income poor which means that finding extra money for investment from their day to day trading can be a challenge. Much of their income comes from trading commodities. These markets are highly volatile and very hard to influence. This can often mean that it is hard to predict long term profit levels and in some circumstances making borrowing risky. The industry has in the past been subsidy led but with new policies this phenomenon is potentially reducing.

The Industry also faces increasing degrees of regulation especially from the environmental bodies.

Going forward land managers need to ensure greater stability for their profit levels. This can include diversifying into other business areas. They will continue to be encouraged to carry out environmental stewardship under a host of schemes within the environmental stewardship community. In an ideal world the countryside would receive a lighter touch from the regulatory authorities including the town and country planners.

Most of all Farmers need to be **light on their feet, they need to be ready and able to change their enterprises quickly and efficiently as the markets demand.**