



CONTRACT & SHARE FARMING CONSULTANCY SERVICE

In recent years there has been a significant increase in the use of Contract Farming Agreements (CFAs) or Share Farming Agreements (SFAs) where there is a requirement or desire for the farm business owner to maintain financial interests in the management of the holding, while bringing another party in to undertake the practical day-to-day management of the farming operations.

Our Farm Business Consultancy team are experienced in helping clients establish bespoke CFAs or SFAs for their business, from tendering to implementation and the subsequent management of these agreements.

SUMMARY OF SERVICE

If you are successfully referred to the Contract or Share Farming Agreement service following the initial on-farm business review, this is offered as a single half day consultancy session that could involve either the owner, or operator, or both.

HALF DAY SERVICE

- Review of the current farming system, the resources available and objectives of the business owners.
- Outline the difference between CFAs and SFAs including explaining what each party is expected to put into an agreement both physically and financially.
- Explain how CFAs and SFAs work operationally and how each party are remunerated.
- Explain how CFAs and SFAs work in practice in terms of day-to-day operations as well as business management and administration.
- Make recommendations for an action plan to implement either a CFA or SFA.

ADDITIONAL SERVICES

The following services are not covered by the FBAS scheme, but can be provided on a time charge basis:

- Help source contractors and share farmers where individuals or businesses have not already been identified, including overseeing a formal tendering process if required.
- Provide guidance on the business structure changes and potential future impact on tax planning, working with your accountant to ensure alignment with any strategies that have been put in place.
- Provide advice on establishing a CFA or SFA including working with the business owner and preferred contractor/share farmer to agree the terms of any agreement and budgets for the proposed business plan.
- Help set up business management and administration processes as appropriate.
- Attend quarterly meetings and ongoing advice, including the calculation of the remuneration due to each party.

Any additional work will be agreed with you prior to any work being undertaken.