

DIVERSIFICATION CONSULTANCY SERVICE

Diversification is a key opportunity for some farming businesses and can create a valuable additional income stream, lessening reliance on core farming and subsidy payments. Examples of diversification projects include processing, direct marketing, tourism and contracting services.

Choosing the right diversification option is dependent on several factors. Our consultants will help you to look at all resources including land, buildings, people, machinery, and equipment to create an enterprise that has the best chance of success based on your individual circumstances.

SUMMARY OF SERVICE

If you are referred to the Diversification service following the initial on-farm business review, this is offered as two half day consultancy sessions. These sessions will provide a review of your business opportunities and a prioritised plan to help you fully understand if diversification is for you.

TWO HALF DAYS

- Initial meeting to understand strengths of the underlying business, identify resources, people and appropriate skills available, as well as potential requirements, market opportunities and competition.
- Review of potential market opportunity.
- Review of potential grant funding.
- Planning implications.
- Finance implications.
- Preparation of an outline report with key findings, recommendations, and an action plan for future work to develop potential opportunities.

ADDITIONAL SERVICES

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

- Full and detailed financial modelling.
- Planning applications.
- Grant and commercial finance business plans.
- Preparation of a marketing plan.
- Asset valuation or statement of assets and liabilities.
- Tenancy negotiations with landlord.

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