

Rural Business Unit

The Rural Business Unit provides consultancy services to farmers, rural businesses, banks, investors, government agencies and other organisations. With specialists in farm and industry consultancy and project management, the Rural Business Unit is well placed to help businesses plan for the future, enhance farm business and supply chain profitability and assess the implications of policy and legislative changes.

Policy and economic analysis

The agricultural industry will continue to be subject to changes in policy and legislation, particularly as we approach a major review of the Common Agricultural Policy. Specialist consultants within SAC are skilled in assessing the impacts of these changes on the industry at a farm, regional and national level. Rural Business Unit consultants have completed a wide range of policy and legislative assessments for large agribusinesses, enterprise agencies, local and national government.

Industry development

SAC has initiated and delivered a number of industry development projects, aimed at assisting farm and rural businesses adapt and change to new market, economic and legislative conditions. The Rural Business Unit has led projects in the following areas:

- supply chain studies
- commodity market analysis
- renewable energy project feasibility studies
- due diligence and assessment of agricultural investments
- carbon management including the SAC farm carbon calculator



Carbon management

The Rural Business Unit has been responsible for the development of the SAC Carbon Calculator. This unique web based tool calculates on-farm emissions at the farm and enterprise level and expresses results in terms of emissions per unit of output. Together with SAC Research and colleagues in SAC Consulting, we are ideally placed to provide up-to-date, relevant and practical advice in this developing area.



Farm business management and training

The Rural Business Unit employs a diverse range of expertise and experience and offers a range of specialist consultancy services to farmers and the wider industry including:

- feasibility studies for diversification projects
- facilitation of industry workshops and training programmes
- specialist whole farm reviews and SRDP grant applications
- business strategy, implementation and monitoring
- capability statements and assessment of agricultural investments

Publications

SAC Farm Management Handbook

The Rural Business Unit is responsible for the production and editing of the Farm Management Handbook. Containing detailed gross margins for the key sectors, information on diversification activities and comprehensive reference information, the handbook continues to provide a complete package of information for farmers, rural professionals, students and consultants involved in the assessment and planning of farm businesses.

Agribusiness News

The new and improved Agribusiness News provides market and policy intelligence on a monthly basis. The Rural Business Unit produces this publication, drawing on expertise within the team across SAC.

Agribusiness News provides:

- Commodity prices and trends
- Market outlooks for the major sectors and regular updates for more specialist areas
- Policy briefs
- Practical advice on topical management issues
- Input costs and commentary



For more information contact:

Rural Business Unit
Bush Estate
Penicuik
Midlothian
EH26 0PH
Tel: 0131 535 3438