



# BROWN & CO

## FARMERS & LANDOWNERS

Proactive and professional  
services from your local experts

RESIDENTIAL | COMMERCIAL | AGRICULTURAL | DEVELOPMENT | INTERNATIONAL

**BROWN & CO**

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# INTRODUCTION

Since 1993, Brown&Co has grown to become a leading provider of agency and consultancy services across the rural, commercial and residential sectors.

**Brown&Co deliver practical advice and support to achieve optimal outcomes for their instructions. Experts in a range of divisions, we work collaboratively to provide well-rounded, thorough advice in all aspects of land and property.**

Since its formation in 1993, Brown&Co has grown to become a leading service provider across an expanding range of professional sectors. From the founding 12 partners and 40 staff, the firm has expanded and now offers expert technical knowledge from over 300 members of staff across 12 UK and 3 international offices.

At Brown&Co we offer proactive and effective property and business consultancy and management services to a diverse array of clients including large corporations, charities and private individuals.

Our team provide expert advice in all areas of land agency and farm business consultancy, including but not limited to:

- Agency – acquisitions and sales
- Valuation – Red Book compliant reporting for residential, agricultural, commercial and development property
- Infrastructure schemes (including, road, rail, cables, pipes and wires projects) – compulsory acquisition, Option/Easement agreement negotiations, survey programmes, compensation claims

- Property management – marketing, letting compliance, rent collection and arrears chasing
- Rent review negotiations across all tenancy types
- Lease and licence renewals across all tenancy types
- Strategic estate management – restructuring, property acquisitions and disposals
- Access and rights over land – easements and wayleaves, boundaries, rights of way

Given the depth and size of the firm, we can also call on the full range of disciplines our experts specialise in including:

- Farm business consultancy and management
- Renewable energy
- Planning, architectural and building services and consultancy
- Development
- Property investment
- Ecology
- Natural capital: Biodiversity Net Gain and Carbon
- Machinery Auctions

**Our dedicated team strive to understand client aims and objectives and tailor their service and approach accordingly, to deliver successful outcomes with regard for utmost due diligence and corporate responsibility.**

# IMPROVING PROFITABILITY

Helping farmers make more of their  
farming business

Our Farm Consultancy team thrives on the challenge of helping our farmer clients maximise both the annual profits and the long term value of their farming business. Our advisors are experienced in arable, root, vegetable, horticultural and livestock farming enterprises as well as diversified businesses.

“When we understand what you need,  
we can help you get there”.



# AGRICULTURAL BUSINESS CONSULTANCY

## Your Aims

We always start by finding out your objectives. Not all farmers' objectives are the same. Yours might be to maximise short term profit, expand, identify new opportunities, reduce the paperwork or the practical farming burden, plan for succession or perhaps retire. Some of our clients are large commercial farms or estates but many are medium or small scale, hard working, hands-on farmers trying to reconcile the competing pressures on their time and resources. We are aware that farming businesses have different objectives and face different challenges.

## Building understanding

At the strategic level we are experienced at analysing existing businesses and working with you to find structural and financial solutions that meet your short, medium or longer term aims. We evaluate both the practical and financial performance of the business and assess profit, income, and costs of both farming and non-farming enterprises. We are able to benchmark your farm against similar farms that we know and identify where improvements can be made.

## Supporting you

When we understand what you need, we can help you to achieve your aims. That may include not just the practical business of farming but also associated advice connected with farm budgeting, financing or refinancing; staff recruitment or redundancy; machinery or other capital investment

strategies; diversification; grant funding; Countryside Stewardship; SFI; the farm office and book-keeping; through to creating new marketing strategies for your produce and stock, in what is now a more volatile market. Our aim is to work with you to build a stronger business.

## Managing change

You may be looking to expand or reduce your role on the farm or find a farming solution, perhaps for tenanted land you occupy. We have been involved in the management of, or advising on, a variety of joint ventures for over 30 years, whether that is Contract Farming or Joint Venture Farming arrangements, Contract Option agreements, formal labour and machinery sharing. Our role varies from assessing the effectiveness of existing agreements or advising on and organising a new joint venture or contracting agreement. As farm returns or circumstances change the most appropriate joint venture must properly adapt to meet these challenges and we will adapt to your needs.

## Continuous improvement

We are constantly looking for best practice and innovative and practical ideas to ensure we bring benefit to our clients on an ongoing basis. Within Brown&Co we have a large resource of knowledge and practical experience to resolve any problem you may have - we have almost certainly seen it before.

## Specialist Services

- Business appraisals
- Farm budgeting
- Benchmarking analysis
- International investment
- Agribusiness advice
- Contract Farming agreements
- Farm office
- Maximising rural assets
- Joint venture agreements
- Landlord & Tenant issues
- Renewable energy
- Grant applications
- Sustainable Farming Incentive
- Countryside Stewardship
- Diversification projects
- Recruitment
- Machinery costings
- Non-executive directorship
- Ecology
- Carbon Audits

# LAND AGENCY

Brown&Co's dedicated team of land agents offer a full range of professional services covering all fields in the sector, from agency and valuation to estate management and utilities and infrastructure.

## Agency

With knowledge and experience of sales and purchase of all types of rural property including farms, estates and bare land, Brown&Co's land agents provide a personal and proactive approach to transactions. To achieve the best results, knowledge of the market is vital and our network of offices, both nationally and internationally, provides Brown&Co with the insight and information for our experts to be best placed to deliver successful outcomes.

Close and longstanding relationships with a variety of clients and stakeholders means Brown&Co are abreast of opportunities within the marketplace, allowing the best possible advice to be provided, tailored to the specifics of each client.

## Valuation

We are a professional team of valuers able to provide formal 'Red Book' valuations across all types of agricultural, rural, residential and commercial property. Our team of qualified valuers provide professional valuation advice in respect of all aspects of rural property for a wide range of purposes.

## Infrastructure

Brown&Co acts for landowners and occupiers in all aspects of compulsory purchase, providing advice on all legal, practical and compensation impacts. Whether the scheme involves pipes, wires, roads or flood alleviation, our experienced team will ensure that you and your interests are correctly represented to minimise disruption and maximise compensation.

## Development

We can advise landowners on the different routes to development and apply the expertise from our Commercial, Planning and Rural teams to give the very best support. Our cross-divisional skills mean not only can we help you find the right land or site to buy, but we can also help you through the planning process to make it happen - and then assist you in selling a development further down the line.

## Machinery Sales

We have a national auctioneering presence with a hard-earned reputation for holding extremely well attended auctions across the whole of the UK and Poland. Our auction team specialise in sales of plant and machinery but are able to sell a wide range of items. We undertake auctions either on farm or at one of our regular collective auctions or alternatively online, catering for all sale sizes.

## Estate Management

A highly successful estate management department that undertakes practical management to improve both income and long term value. We work with a large number of farms and estates and can help owners as much or as little as they need. Our service can help you on the ground level with the vital basics from rent collection and repairs, through to more complex issues such as tax planning and succession, development opportunities, renewables and energy requirements as well as long term strategy.

## Professional services

As a proactive multidisciplinary firm, Brown&Co offers a wide range of advice to meet the needs of rural property owners and farming clients. Our expert teams across rural, residential and commercial property advise on the wide range of property issues facing clients, adding value to businesses and keeping up to date with new developments, technical issues and market trends.

## Energy

Brown&Co's Energy team delivers specialist consultancy services across the UK and internationally. With a focus on the development of new renewable and low carbon energy sources and providing project management and support services to existing developments, the team's expertise lies in providing detailed feasibility, planning and regulatory advice to allow strategic business decisions relating to renewables. This also extends into providing carbon auditing, emissions reductions and sequestration advice alongside detailed carbon management and reduction planning.

# FOR ALL YOUR PROFESSIONAL NEEDS

Our Rural teams have extensive expertise in all elements of Land Agency, ready to assist you with all your professional needs.

Our multi-disciplinary teams provide support with a broad spectrum of challenges, helping clients enhance business value while staying informed on factors affecting the wider industry and marketplace.

“An efficient service from highly experienced and knowledgeable professionals.”



# GETTING THE JOB DONE

Practical support with administration, legislation and paperwork.

Alongside strategic advice, we can provide professional hands-on support with the day-to-day administration keeping your business running smoothly.

For many farming clients, finding the time to interpret requirements, keep records up to date, and complete annual applications is a real challenge. That is where our Professional Services team can assist, acting as an extension of your office and keeping the paperwork under control.

We support clients with a wide range of farm secretarial and compliance tasks, helping you stay organised and confident that requirements are being met in a timely manner. Because we handle this work every day across a broad rural client base, we can often complete these tasks more efficiently and with greater confidence than you on your own.

Our aim is to help you avoid common pitfalls, reducing stress at busy times of year when you need to be out on the farm and free up your time to focus on running your business. You can rely on us to keep complete returns and manage documentation accurately, on time, and in line with current requirements.





### **Administration**

By improving or centralising farm office functions we can either relieve farmers from many of the regular administrative duties, sometimes at a more competitive cost than directly employing a farm secretary, or ensure improved data management on farm. Whether you want computer systems advice, to make changes to your existing system, or someone to do your payroll or VAT, our aim is to make your life easier and more efficient, whilst providing you with the information needed to make decisions.

### **SFI and Environmental expertise**

We have advisors who are experienced in a wide variety of environmental matters from SFI, Countryside Stewardship or woodland schemes, through to species surveys, environmental impact assessments, carbon footprinting and associated advice. With a sound practical and financial understanding we can help you make sustainable improvements to your farm, the environment and the farm's value or profitability. Government initiatives come and go; we keep our clients informed as new opportunities arise.', or, 'Government initiatives come and go so we keep our clients informed as new opportunities arise.

### **Coping with red tape and technical issues**

Many farmers use our services for technical areas such as compensation claims, stock taking valuations, wayleaves and local or national grant or scheme advice. Helping with red tape created by Central and Local Government is part of our core business.

Brown&Co strive to add value to our clients' businesses, which is why we are so often the firm of choice. To find out more for yourself, without any commitment on either side, please call your nearest office.

#### **PAYMENTS & POLICY - Specialist Services**

- Residential lettings
- Payroll
- VAT
- Data management
- Property management
- Property inspections
- SFI
- Environmental consultancy
- Wayleaves
- Stocktaking valuations
- Farm office
- Health & Safety
- Grant applications
- Countryside Stewardship
- Surveying & mapping
- Compensation claims
- Planning, architectural & building services
- Project management
- Business rates
- Minerals rates advice

All our contacts and services can be viewed on our website:  
[brown-co.com](http://brown-co.com)



Brown&Co are founding members of the International Ag Alliance (IAA) which aims to share skills, knowledge and insights to widen the market scope, value and expertise for international investors looking for global farmland and rural property opportunities.

We have successfully marketed overseas investment opportunities in Paraguay, Mexico, Eastern Europe and further afield. IAA members include Peoples Company in the USA, LAWD in Australia and Arotahi Agribusiness in New Zealand, improving the reach we have with our available investment opportunities.

### **A global approach to agricultural investment**

We support clients in navigating the increasingly international landscape of agriculture, land ownership and natural capital investment. Through a collaborative global network, we combine local market knowledge with international reach to provide seamless access to expertise, insight and opportunities across key agricultural regions.

We support investors, landowners and businesses through every stage of cross border agricultural investment, from identifying and assessing

opportunities to managing acquisitions and disposals, developing market entry strategies and helping diversify portfolios across geographies. Our long term approach ensures sustainable value and continued growth.

### **Land & property transactions**

From single assets to large-scale estates, we manage transactions with a clear focus on maximising value and aligning every deal with your long term objectives.

By combining expertise across Europe, the Americas, Australasia and beyond, we help clients unlock opportunities that would otherwise be difficult to access.

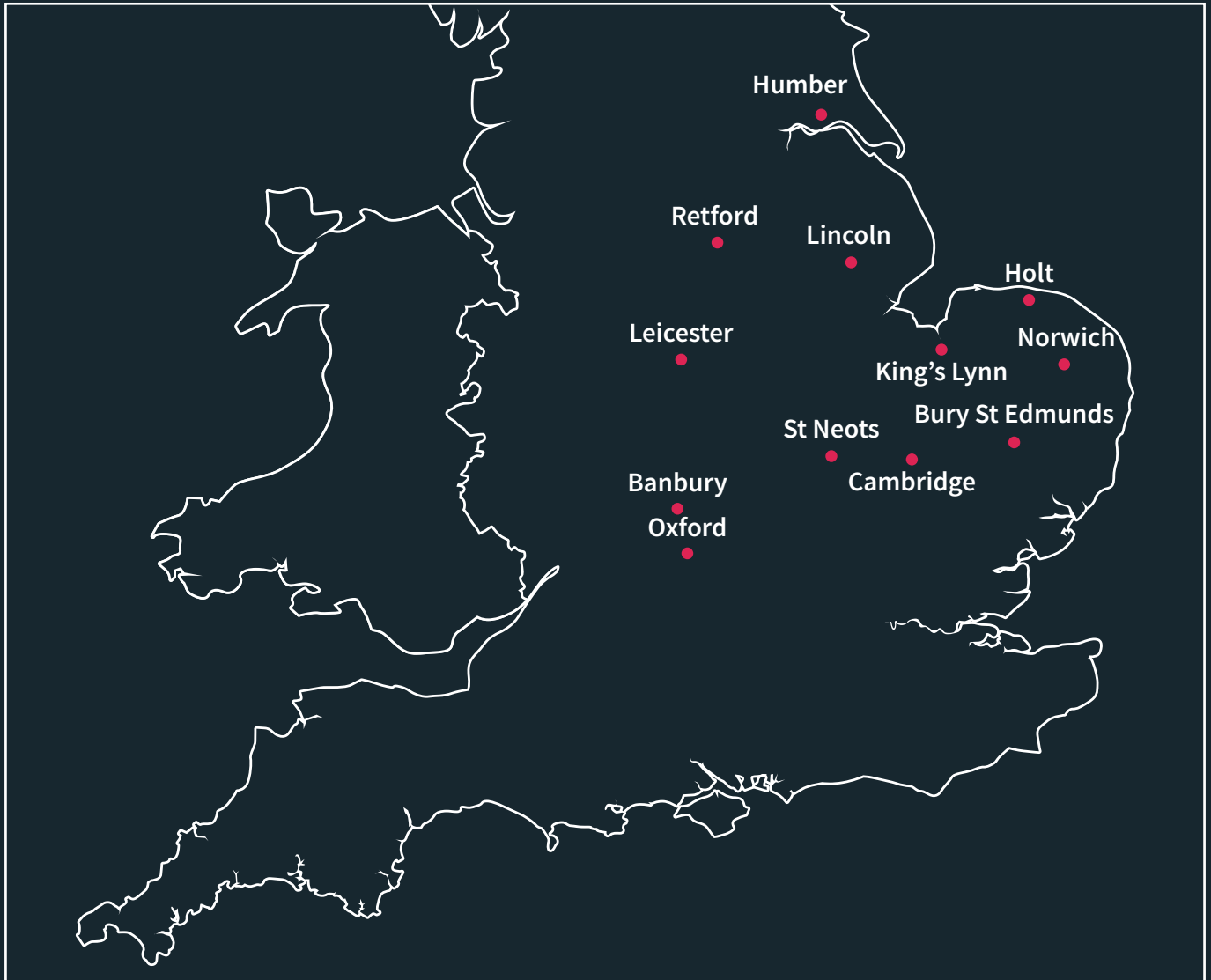
### **Who we work with**

- Private landowners and farming businesses
- Institutional investors and funds
- Family offices and private capital

Whether you are expanding internationally, investing in farmland, or planning for the future of your business, we provide the expertise and connections to help you succeed.

# UK BRANCH NETWORK

For proactive and professional services  
contact your local experts



## **Banbury**

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## **Bury St Edmunds**

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