

# RURAL CONSULTANCY

Carter Jonas







# ONE COHESIVE BUSINESS & REAL ESTATE PLAN

## AT CARTER JONAS WE SPECIALISE IN MERGING YOUR BUSINESS STRATEGY WITH REAL ESTATE SOLUTIONS

Our expert team works across all aspects of the rural economy: agricultural enterprises, diversified holdings, distributors, retailers, suppliers and lenders. In every case we ensure our clients succeed.

New markets are emerging all the time and while the opportunities are to be taken by the bold and ambitious, traditional business models need to adapt to prepare for challenges and exploit commercial opportunities.

At Carter Jonas we work with clients to understand two things; **what our clients would like, and why**. We then liaise with accountants, agronomists, agricultural

consultants, business consultants and legal and financial advisors to bring together **a single cohesive strategy and plan**. This can be used to help business make informed investment decisions about their future business interests and measure future performance.

We understand businesses and how their priorities evolve over time. Whether setting up a new enterprise, expanding, consolidating, succession planning or preparing for an exit, we help our clients reach successful outcomes. We also work closely with lenders and solvency practitioners with turnaround and recovery advice.

## A DISTINGUISHED HISTORY

Since 1855, Carter Jonas has been a trusted partner to many rural business and real estate owners. Over the years, we have looked after the real estate interests of farmers, private landowners, tenants, public authorities and utility companies.

Our service is very personal. Through all our dealings we never lose sight of the individuality of our clients. Perhaps not surprisingly, we have over £1.3bn worth of UK rural real estate under our stewardship. Our expertise, working alongside specialised consultants, enables us to offer specialist advice – from planning, diversification, to renewable energy and beyond, all under one roof. This multi-disciplinary approach, combined with our proactive real estate management, benefits clients of all types and sizes.

We've come a long way since we were first established in 1855, but the progressive stewardship of landed estates and rural business ventures is still very much central to our mission. Today our teams adopt cutting-edge technology alongside tried and tested practices to deliver the highest standards of professional service and independent real estate advice.





## OUR RURAL BUSINESS AND REAL ESTATE TEAMS OFFER A BESPOKE APPROACH

### OUR CORE SERVICES INCLUDE:

#### STRATEGIC REVIEWS AND PLANNING

- Historical performance
- Review of operational structure
- Market opportunity analysis
- Recommendations for expansion or contraction
- Implementation support
- Management of legal and regulatory requirements

#### MEASURED ADVICE

- Cashflow projections
- Benchmarking against targets
- Performance management
- Planning and development
- Valuations and rates appeals
- Landlord & Tenant advice
- Rent reviews and lease renewals
- Dilapidations
- Agricultural contracting
- Subsidy policy advice

#### AGRONOMY, AGRICULTURAL & BUSINESS CONSULTANCY

- Real estate options
- Business and enterprise options
- Grant schemes
- Environmental schemes

#### RURAL DIVERSIFICATION & ENTREPRENEURSHIP

- Rural retail, commercial, industrial, leisure and tourism
- Alternative energy opportunities
- Telecoms
- Poultry/pig farming
- Equestrian centres
- Holiday cottages and tourism
- Music festival sites
- Visitor centres
- Sporting rights
- Fishing developments
- Woodland and forestry management
- Specialist farming enterprises
- New development

#### FINANCIAL, LEGAL AND REAL ESTATE STRUCTURES

- Collaboration with professional advisors
- Freehold, leasehold and long leasehold advice
- Finance and options and tax implications
- Valuations
- Negotiations and due diligence
- CPO advice





## 37 OFFICES ACROSS THE COUNTRY, INCLUDING 13 IN CENTRAL LONDON

- |                                |                            |
|--------------------------------|----------------------------|
| Bangor                         | Marlborough Rural          |
| Bath                           | Newbury                    |
| Bath Commercial                | Northampton                |
| Boroughbridge                  | Oxford                     |
| Birmingham                     | Peterborough               |
| Cambridge Central              | Shrewsbury                 |
| Cambridge North                | St Albans                  |
| Cambridge South                | Suffolk                    |
| Harrogate                      | Taunton                    |
| Kendal                         | Truro                      |
| Leeds                          | Winchester                 |
| Marlborough                    | York                       |
|                                |                            |
| Barnes                         | Knightsbridge & Chelsea    |
| Barnes Village                 | Marylebone & Regent's Park |
| Chapel Place                   | Mayfair & St James's       |
| Earls Court & South Kensington | Wandsworth                 |
| Fulham Bishops Park            | Waterloo                   |
| Fulham Parsons Green           |                            |
| Holland Park & Notting Hill    |                            |
| Hyde Park & Bayswater          |                            |

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