SAC Consulting
- our business in numbers
**About SAC Consulting**

- **94** Consultants
- **24** Vets
- **25** Offices
- **8** DSCs
- **8** UKAS-accredited labs
- **1-31,657** Deal with businesses from 1ha to 31,657ha
- **7** farms (over 4,170ha)
- **100** >100 events every year
- **21** facilitated 21 Monitor Farms since their inception in Scotland in 2003
- **197,000** website hits in 2013

Cross divisional activity Research through Consulting and Education to Industry
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our business in numbers
Business Advice for Farmers

- SRDP
  *Environmental, business and diversification grant applications*

- IACS
  *Specialist advice and guidance, ensuring client applications comply with regulations*

- Diversification
  *Food & drink, renewables, tourism, sources of funding*

- New Entrant Work
  *Tenancy applications, guidance and advice, technical workshops*

- CAP Reform
  *Impact assessment, strategy and business planning*

- Rural Business Unit Services
  *Farm Management Handbook, training*

- Business Efficiency Products
  *Whole Farm Reviews, Farm Accounts Service, Electricity Buying Service, AgRe Calc, Energy Auditing*

- Health and Safety
  *COSHH & Risk Assessment service, training*

- Estates Service
  *Day to day management, contract farming, joint ventures, sporting, forestry, renewables, diversification*

- Farm and Estate Management
  *Integrated estate support, farm management, project support, secretarial support*

- Subscription System
  *Telephone and on farm advice – part of the decision making team*

- Variety of Publications
  *Subscriber Newsletter, Agri-Business News, Beef & Sheep News, Farm Management Handbook*
5,673 farmer subscribers
1,884 crofter subscribers
600 Whole Farm Reviews done since 2008

2009 - 2012 SRDP
2,500 applications
79% success rate
£229m client funding

2014 IACS 6565 forms
£163m SFP value
7.1m Scottish Beef Calf Scheme
£19m LFASS payments

90 IACS surgery days in remote areas

44 Presentations on CAP Reform between April 2013 and April 2014

> 50% of Lantra-accredited consultants in Scotland

Scottish Beef Calf Scheme
LFASS payments

SFP value

£163m

£19m
Climate Change and Environment

- Adaptation
  ‘Extreme weather events’ are predicted to increase as our climate changes. Consultants help clients to adapt in a changing climate and suggest cost effective ways to improve business resilience

- Mitigation
  Highly efficient farms are often those with a low carbon footprint. From better energy use to improving livestock fertility, SAC Consulting can suggest ways to reduce on-farm emissions and increase profitability

- Carbon and Resource Benchmarking
  Developed by SAC Consulting, AgRE Calc is a free to use resource efficiency tool. It can highlight how efficiently you are using resources, suggest areas where efficiency gains can be made and show how your farm compares with like businesses

- Water
  SAC Consulting runs a range of training courses to protect water quality and benefit the farm business, ranging from pesticide application using hand-held applicators near water, to making best use of nutrients on the farm using the nutrient budgeting tool PLANET Scotland

- Pollution
  Know the rules. Activities such as putting a feeding ring too close to a watercourse or spreading slurry on frozen ground can cause issues for water quality

- NVZs
  Preparation of NVZ plans to assist farmers with compliance

- Soils and Drainage Solutions
  GPS sampling, SAC SlurryMAX, soil analysis, in-house lab

- Compliance
  Increasing awareness and advice on cross compliance and GAEC

- Environmental Management Services
  Environmental Impact Assessments, Environmental Noise assessment, prediction, mitigation and control
Climate Change Focus Farms in first round of Farming for a Better Climate

- Farm carbon footprints reduced by 10% with no loss of production
- £24,000 average saving on farm
- Working with 8 new Climate Change Focus Farms in second round

Supported attainment of planning permission for 115km of roads

Soil Nutrient Network Farms

- 115
- 7

12 EIA submissions for major road and electricity infrastructure projects

- 12

Supported attainment of planning permission for 360km overhead and underground transmission lines

- 360

- 16 Public Inquiry/Public Local Inquiry appearances as expert witness

- 16

- 28 Practical Guides produced under Farming for a Better Climate initiative
Food and Drink

• Growing your Business
  Advice founded in commercial business experience and delivery

• Food Marketing
  Direct marketing, strategic marketing/planning, developing a brand

• SAC MarketMAX
  Determining the feasibility of a client’s market

• SAC CustomerMAX
  Building a client’s customer base

• SAC ProductMAX
  Developing new products with a client, working with the chefs at our Elmwood campus

• Links to Research
  Supply chain management, policy evaluation, economic analysis and modelling

• Think Local
  Bringing together initiatives on local food and drink in Scotland

• Supply Chain Advice / Value
  Preparing businesses for retail, supply chain planning

• Cooperation and Collaboration
  Working with Scotland Food & Drink, Scottish Enterprise, Highlands and Islands Enterprise, multiple food networks and business partners
Advised 8 regional Food & Drink networks across Scotland in 2013

18
Assisted 18 businesses with Business and Marketing Plans for 2013

£1,338,382
Won a combined £1,338,382 of funding for two producers by assisting with Food Processing, Marketing and Cooperation Grant Applications

13
Scottish producers to London’s Borough Market

6
6 more PFNs being developed

42
42 successful Community Food Fund Applicants who won a total of £307,340

10
New products developed in 2013

6
6 more PFNs being developed
Renewables

- Renewables Options Appraisals
  *Wind, hydro, biomass, anaerobic digestion, solar power*

- Resource Assessments
  *Quantify wind, hydro and PV resources at your site*

- Feasibility Studies
  *Identify your scheme’s viability and any constraints prior to incurring any expense on studies and planning submissions*

- Noise, Landscape and Ecological Assessment
  *Support for planning applications, stand alone assessments, predictions, assessments and mitigation*

- Planning and Permitting Support
  *Complete submissions prepared*

- Procurement Support and Installation Management
  *Help with tendering and or contractor and supplier appointment and project management*

- Detailed Financial Analysis and Business Planning
  *Project financial forecasts and cash flows prepared for clients and lenders*

- Grant, Loan and Incentive Scheme Advice and Application Support
  *From feasibility through to commissioning*

- Supply Chain Support
  *Biomass and AD*

- Public Sector Policy and Sector Support Projects
  *Scottish Government, Councils and National Park Authorities*
900 Enquiries since 2011

300+ Wind, Biomass, Hydro, Photovoltaic and Anaerobic Digestion Feasibilities since 2011

32 Wind energy planning applications... equalling 32 MW capacity since 2007

10 Successful CARES grant funded studies since 2011

4 Micro-hydro planning applications... equals 135 kW capacity since 2007
Livestock Services

• Forage Analysis, Ration Planning and Nutrition Management Advice
  Forage quality analysis, ration formulation and planning

• Economics of Beef Production
  Enterprise Costings taken down to Gross and then Net Margin looking at profitability. Technical Performance figures also calculated down to numbers reared. All results benchmarked against similar systems

• Marketing
  Advice on selling into the store and finished markets

• Health Schemes – PCHS / PSGHS
  National schemes providing disease management, testing and certification

• SAHPS
  Web based, health planning system for veterinary practitioners and their beef and sheep clients

• Grassland Management
  Soil analysis, sward assessments and production capability, grazing strategies, weed identification and control, fertiliser recommendations

• Fertbench
  Practical, easy tool to look at Suckler Herd efficiency and what areas need to be looked at to increase profitability

• Estimated Breeding Values
  Participative workshops to help commercial producers gain better understanding of EBV’S when purchasing bulls

• Beef and Sheep Groups
  On-farm meetings, local subject matter, facilitated by consultants and livestock experts

• Sheep Record Right
  2-3 hour course demonstrating procedures to eliminate problems at inspection

• Dairy Consultancy
  MilkNET online dairy service, ration formulation, business services

• Equine Services
  Premium Assured Strangles Scheme, grassland management for horses
Beef and Sheep Groups

16

Equine grassland events between September 2013 & March 2014 with 196 attendees

5

Facilitating 5 Beef & Sheep monitor farms

16

BIG (Business Improvement Groups) with QMS

13

Sheep Record Right courses delivered

130

Keep records for 23,000 / head sheep

23,000

Keep records for 19,000 / head cattle

19,000

Consulting diets in Scotland

>30m litres of milk produced under SAC

Facilitating 5 Beef & Sheep monitor farms

5
Crop Services

- Crop Clinic
  Specialist advice on crop and soil problems

- Crop Walking
  Expert independent arable crop walking service offering tailored crop protection programmes, backed up by SRUC’s extensive field trial programme

- Agronomy Advice
  Practically based and tailored to clients’ needs

- Crop Health Monitoring
  Detailed, up-to-date information on pests, weeds and diseases affecting crops in Scotland

- Potatoes
  Consultancy, grower groups, annual trials

- Lab Analysis
  Soil analysis, nematode sampling, soil pests and pathogens
6 combinable crop trial sites

1,900 Over 1,900 Potato plots

1,722 Crop Monitor visits in 2013/14

1,752 Crop samples analysed in 2013

188 Crops adopted as part of ‘Adopt a Crop’ scheme

118 We work with 118 potato growers

10 Agronomy Groups

2 Currently facilitating 2 arable monitor farms
Woodland Services

• Woodland Design and Preparation Of Grant Applications
  Forestry grants can apply to both new planting and the management of existing woodlands

• Management of New Planting and Maintenance
  Tendering for plants, materials and contractor services, inspection of work, claiming grants, ensuring contractors are suitably qualified

• Cash Workflows and Budgets
  Six year budgets, cash flow projections, record keeping

• Woodland Surveys and Forest Plans
  Twenty Year Forest Design Plans, management plans, windthrow predictions, ad-hoc surveys

• Digital Mapping and Record Keeping
  Forest maps and records on GIS software, mapping of completed work by hand-held GPS, operations maps generated from databases

• Sale of Timber
  Mapping and surveys, protected species licences, tendering for sale of timber, evaluation of tenders, harvesting contracts, supervision of work, invoicing
Organised new planting, restocking and hedgerow and woodland maintenance work on over 100 farms and estates in winter 2013/14

310,000 Contractors planted in excess of 310,000 trees

62 Over 62 ha of new woodland creation

15,000 Managed the sale of timber by competitive tender of over 15,000 tonnes in 2013

4,600 Completed/carrying out the preparation of Forest Design Plans covering over 4,600 hectares

2,800 Long term forest management agreements for nine forestry estates covering over 2,800 ha of forested land

>50,000 trees surveyed since 2011

50,000

200 Vegetation Management Surveyors and Tree Inspectors trained since 2008 = surveyed >1 million trees across the UK
Conservation and Biodiversity

• Farm and Estate Conservation Plans
  Advice on managing key habitats and species along with agricultural, forestry and game priorities

• Grant Applications for Agri-Environment Schemes
  Agri-environment grant schemes designed to help wildlife and your business

• Amenity Woodland Advice
  Small scale tree planting or woodland management

• Habitat Creation and Restoration Projects
  Creating or managing wetlands, ponds and wildflower meadows, peatland restoration and larger scale mitigation schemes

• Cross-compliance Guidance
  Keeping clients right on anything from hedge trimming and water margin buffers, to muirburning, scrub control and over or undergrazing

• Training Courses for Farmers, Crofters and Other Land Managers
  Training on agri-environment schemes and habitat management

• Ecological Impact Assessments and European Protected Species Surveys
  Including surveys required for buildings, wind turbines or hydro schemes

• Moorland Management
  Preparation of a clear plan and map of grazing and burning proposals to improve upland habitats
22 Farm/Estate Conservation Plans

> 1,000 Agri-environment grant applications

8 specialist habitat creation and restoration projects

52 training courses delivered

1,300 ha actively managed for butterflies in Argyll

> 17 EPS surveys for on-farm developments

> 22 EIAs for farms and estates

> 50,000 hectares of moorland managed
Design Services

• Sports Pitch and Amenity Grassland Services
  Site investigation and assessment, feasibility studies, troubleshooting, design specifications, natural and synthetic turf management and maintenance, drainage and irrigation solutions, construction and project management

• Drainage and Irrigation
  Site investigation and assessment, feasibility studies, topographical surveys, digital terrain models, flood estimation rainfall and catchment run-off calculations, flood flow calculations, drainage design, Sustainable Urban Drainage System (SUDS), agricultural wetland design, bill of quantities and tender preparation and management, project management and site supervision, post installation surveys and as built plan preparation

• GIS and CAD – Technical and Analytical Design Services
  Produced by in-house team with latest software - initial feasibility and scheme design, outline and detailed design drawings for planning applications, building warrant application and other statutory application, procurement/tender drawings, construction and as-built drawings, desktop access studies, data capture, spatial analysis/spatial modelling, visualisation, data management and manipulation, cartography and mapping

• Surveying Services
  Topographical surveys, boundary surveys, site setting out, terrain modelling and volume calculations

• SOILCHECK – Soil Analysis Service
  Topsoil analysis, soil sampling, site reports, contamination assessments
86 pitches managed
...this equates to 516,000m²

8 local authority clients

36 Sports Club clients

31,000
Responsible for 31,000 metres of drainage installed
Remote Delivery

SAC Consulting provides expert and independent advice to farmers, crofters and rural businesses in the Highlands and Islands to allow them to operate their businesses efficiently and profitably. With a wealth of local knowledge and experience, consultants in this region can help with IACS and Grant applications, business and financial planning, livestock issues, arable issues and much more, supported by our Vet Services, Environment and Design and Rural Business Units.
9 Offices in H&I

23 Consultants in H&I

17 Livestock based business groups in H&I

1,884 crofter clients

4 Gaelic-speaking staff

£50.8m

Won £50.8 million in SRDP grants for remote areas between 2010 and 2013

>35 Islands visited by staff every year.
Veterinary Services

- **Premium Cattle Health Scheme (PCHS)**  
  *CHeCS licensed national scheme providing disease management, testing and certification*
- **Premium Sheep and Goat Health Schemes (PSGHS)**  
  *National scheme providing disease management, testing and certification*
- **Premium Assured Strangles Scheme (PASS)**  
  *National equine scheme providing testing and yard certification*
- **Animal Health Planning System (SAHPS)**  
  *Web based, health planning system for veterinary practitioners and their beef and sheep clients*
- **Capital Diagnostics**  
  *Quality assured companion animal diagnostic service for veterinary practices*
- **Veterinary and Clinical Pathology**  
  *Quality assured farm animal diagnostic service for veterinary practices*
- **CPD Courses**  
  *A range of professionally run courses to support veterinary practitioners*
- **Disease Surveillance**  
  *Providing national veterinary disease surveillance for DEFRA and the Scottish Executive*
- **Analytical Services**  
  *Quality assured testing including vitamins and minerals, soils, plants, animal feeds, forage, manures and water*
Our laboratories are independently accredited by UKAS to ISO17025

Over 5,500 Post Mortem Examinations carried out each year

Over 500,000 samples analysed each year

Over 8,000 vet practices, commercial companies and clients are supported by our services

Over 6,000 herds/flocks in our Livestock Health Schemes representing around one million head of stock

Over 2,000 farm holdings registered on the Scottish Animal Health Planning System
Customer Satisfaction

They show awareness of the market nationally and locally.

SAC Consulting provides excellent information and support with comprehensive local knowledge.

Provides an up to date competitive service to compliment my business.

Good local knowledge on a wide range of subjects.

Attentive, supportive and reliable.

Good relations = good results.

Keeps us up to date with the latest developments in agriculture.

SAC Consulting are always on hand to offer help and advice when needed.

Staff are friendly, conscientious and give good advice.

Excellent range of meetings, groups and events.

Excellent range of meetings, groups and events.
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