

## Improving Farm Business Performance using Farm Business Survey on-line Benchmarking

### The end users of our research

The Rural Business Research consortium provides a free-to-use on-line farm business benchmarking service. This uses contemporary data to allow farm businesses to benchmark their performance against industry 'average' and 'high' performers, in order to identify the strengths and weaknesses of their own business.

### Our research

Research at Nottingham spanning nearly two decades has consistently shown the importance of managerial ability and actions in explaining variation in farm business and crop and animal enterprise performance. Much of this research has used data collected from the DEFRA-funded Farm Business Survey (FBS). Our research that has sought to explain the impact of 'managerial ability' has demonstrated the wide variation in business performance that exists and the need to enhance business management skills and activities in order to improve business performance.

### The benefits of our research

The University of Nottingham leads the Rural Business Research academic consortium that provides free-to-use on-line data services to farmers and growers. The benefits of business benchmarking have been directly presented to farmer groups facilitating the use of this on-line tool. Both farmers and consultants use these data services to benchmark business performance. Examples of industrial use of the tool include a farmer who, after undertaking benchmarking, has developed collaborative arrangements to meet their machinery resource needs in conjunction with a neighbouring farmer, gaining business efficiencies. The British Institute of Agricultural Consultant (BIAC) has praised the FBS benchmarking service, noting that it provides the basis for sound decision making in agricultural business management.

### External links

[Farm Business Benchmarking On-Line](#); [Rural Business Research](#); [Benchmarking leads to Collaborative Arrangements](#).

