

Saltash Monitor Farm

Meeting title: Profitable rotations

Date: 6 November 2019

Speakers: Sebastian Graff-Baker (Andersons)



Take-home messages

- Identify personal and business/financial objectives from the business
- Understand the contribution to profit from different enterprises – use Farmbench
- Understand the variability of your business, between enterprises and within enterprises. Beware of averages
- What is the required profit to meet family and business needs?
- Therefore, identify the extent of change required to meet the required level of profit
- Look at Gross Margins first. Maximise the total gross margin first by the best mix and scale of enterprises performing at optimum levels. What changes can be made?
- Look at yield and profit maps of the farm, field and inter-field. Identify site specific or season specific problem areas. Are there farming solutions or is an alternative required?
- Consider Countryside Stewardship options against least performing farming hectares
- Then tackle overheads and configure them to operate the target gross margin
- Is there still a deficit between the maximum profit that can be achieved from the farming and the profit required for family needs?
- What are the non-farming opportunities to meet this deficit?

Further information

- [Farmbench](#)
- [Countryside stewardship – Gov.uk](#)

AHDB resources

- Understand your business costs with AHDB's benchmarking tool Farmbench at ahdb.org.uk/farmbench
- Monitoring tools are available at ahdb.org.uk/tools
- Sign up to market information and research newsletters at ahdb.org.uk/keeping-in-touch
- Find out what's going on at other Monitor Farms and Strategic Farms at ahdb.org.uk/farm-excellence
- All AHDB events can be found at ahdb.org.uk/events
- For guidance on how Brexit will impact your business, see ahdb.org.uk/brexit

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