Uplands 2020

- New Agriculture bill At second reading, could be completed by April/May
- Transition period between trade deals Deadline 31st December 2020
- The end of BPS Between 2021-2028
- HLS roll over Continual
- New ELMS schemes Pilot 2021, majority entry 2024?





The business case for uplands farming

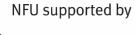
Productivity



Environment

Volatility

NFUnited There's strength in members.







Carbon "the new environment agenda"

Why agriculture is part of the solution to climate change

Agriculture, and the land-based economy, can play a key role in tackling climate change. It is uniquely placed to capture the major greenhouse gas – carbon dioxide (CO₂) – from the air and turn it, with the help of farmers, into a wide range of foods, fibres and fuels. By enhancing this ability to capture carbon we can use it to generate "negative emissions" – actively removing CO₂ from the atmosphere and balancing agriculture's emissions of methane (CH₄) and nitrous oxide (N₂O) from food production.

AGRICULTURE 10% of UK GHG emissions circular, balanced flows of greenhouse gases CO₂ Carbon Dioxide CH4 Methane N₂O Nitrous Oxide CH₄ CO2 N₂O CO2 **ENERGY PRODUCTS** E.G. BIOGAS, FUELS RUMINANT LIVESTOCK **BIOENERGY CROPS** FOOD CROPS (VERY LOW EMISSIONS)

NFUnitedThere's strength in members.

LONG-LIVED

PRODUCTS STORE CARBON

BIOECONOMY

BIOENERGY WITH

CARBON CAPTURE AND STORAGE

NFU supported by

SOIL CARBON STORAGE

PLUS INCREASED FARMLAND

WOODLAND AND ENHANCED HEDGEROWS

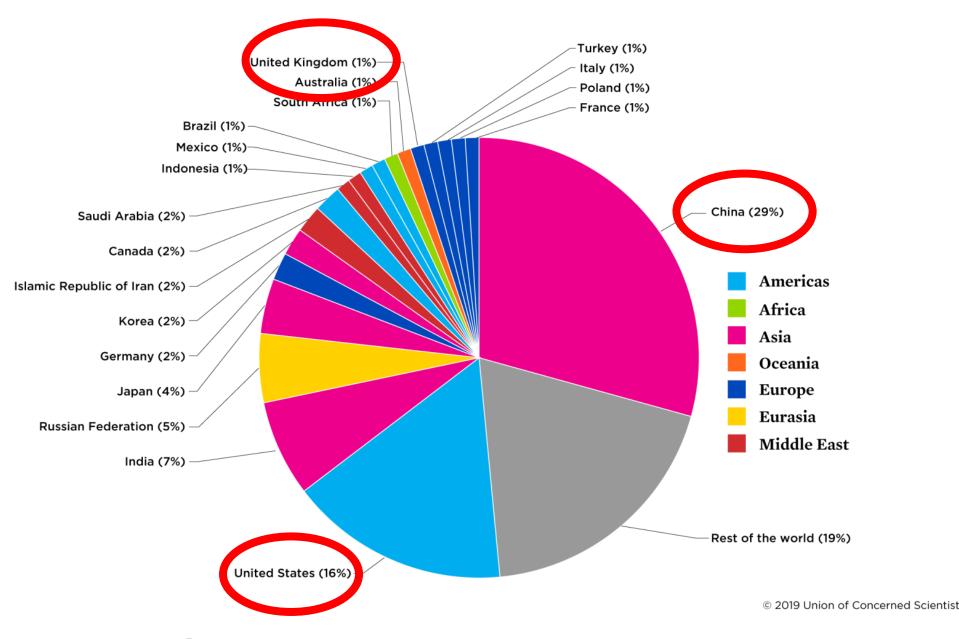


SMART FARMING



5

on e-way flow of greenhouse gases

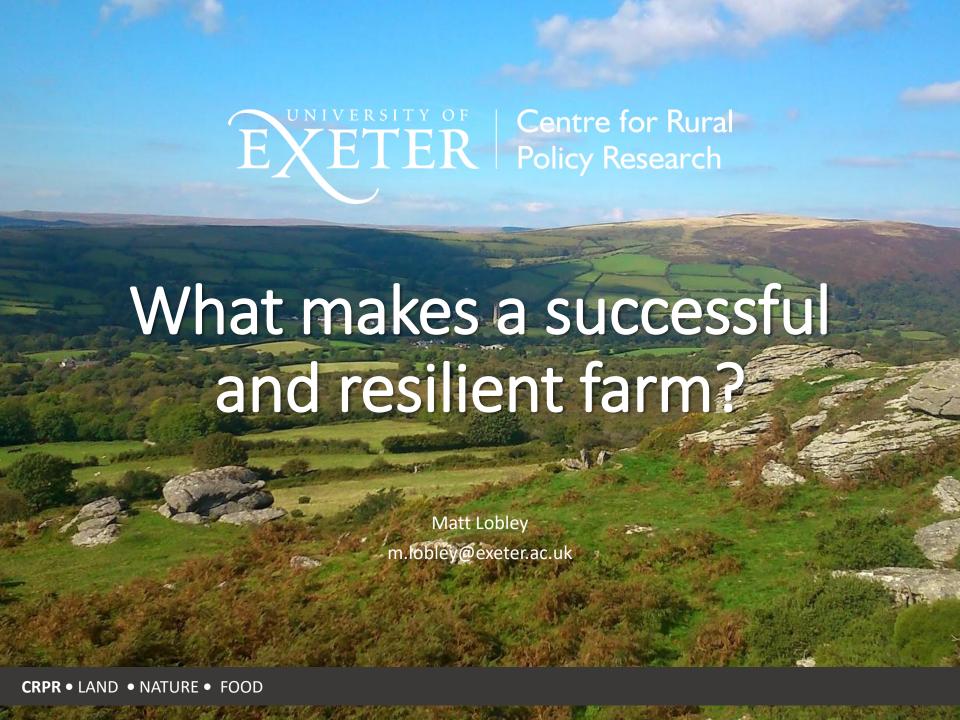


NFUnitedThere's strength in members.

NFU supported by





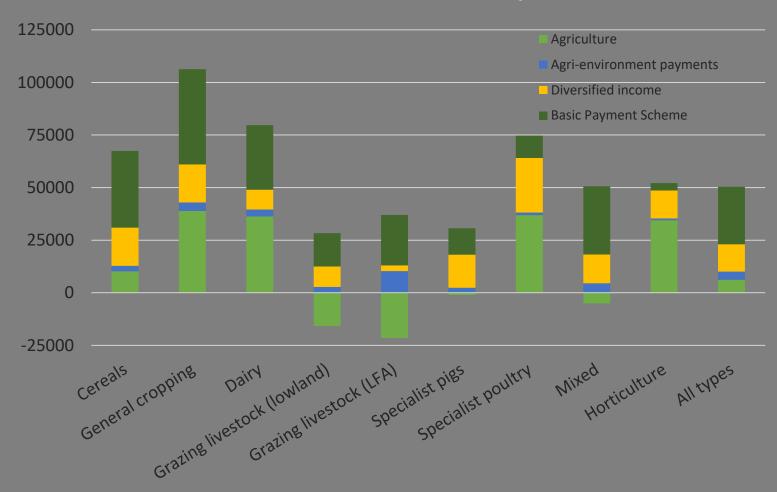




Introduction

- Context
- People
- Policy
- Opportunities

Farm Business Income by Cost Centre 2018/19



South West LFA Grazing Livestock (2017-18)

- BPS £18,215
- Diversified £1,576
- Agri-Env £9,152
- Agriculture -£10,878
- FBI Income £18,065

- So BPS 101% of Farm Business Income.
- Add in Agri-Env and the total from CAP payments is 152%.

People

- Average LFA farmer is 60.
- Mostly long-established family farms.
- Rate of succession probably not much different to lowlands.

Policy

- CAP interpreted as a "farm survival policy". A
 willingness to intervene to support agriculture on
 social grounds e.g. LFA policy.
- Before joining EU we had long history of supporting farmers, but not all farmers and not all of the time.
- The harsh truth is that we can produce existing levels of food with fewer than the existing number of upland farmers, but what about environmental management and rural communities, society and culture...?

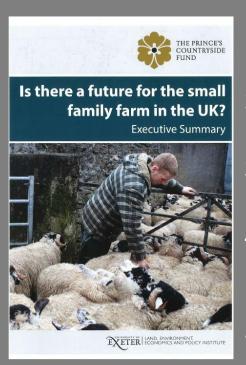
Opportunities

- Public goods for public money.
- Manage costs implications for business size & structure.
- Follow the money
 - That may mean accepting that food production is 'secondary'.

A focus on people

- A successful farmer requires a wide range of different life-skills and aptitudes:
 - business acumen in terms of financial management (attention to costs and margins);
 - technical knowledge and know-how (agronomy, husbandry, mechanical skills, environmental management);
 - market knowledge;
 - social/emotional/familial intelligence and awareness.
- Even more skills may be required to run a diversified business combining farming and other activities!

Recommendations for farmers & farm businesses to become more resilient



- 1. Adopt lifelong learning through regularly accessing advice, support & information to help inform business decisions.
- Develop good management & technical skills to assist with effective day to day management of a successful farm business.
- 3. Develop & implement a **plan** for succession and/or retirement from farming.
- 4. <u>Collaborate</u> with other farmers & supply chain partners, including developing local networks, peer support relationships and business opportunities.
- 5. If appropriate, & after full market research & business advice, introduce new enterprises to diversify farm business income.

Conclusions

- Upland farming remains a challenging occupation.
- Regardless of the final shape of Brexit there are a number of interventions that can improve the resilience of upland farming.
- Much of this requires investment in people.

Conclusions (continued)

- Emphasis on upskilling, boosting productivity where possible and paying for environmental goods & services.
- Should be well placed to benefit from the opportunities associated with new focus on public goods in future farming policy. In the absence of wide-scale rewilding, effective and sustainable upland management depends on farmers.

South West Uplands ConferenceThe Upland Estate At A Time of Change

Tom Stratton - Deputy Land Steward
Duchy of Cornwall



An Estate Overview

130,000 acres of rural property
1,000 acres on Bodmin Moor, 67,500 acres on Dartmoor.

Dartmoor Estate comprises:

- 290 tenancies; 78 agricultural, 69 residential, 70 commercial. A balance of various licences. 50,000 acres of common. 21 equipped farms.
- 900 acres of woodland.
- 26 miles of river.
- 28% of National Park land area.
- Significant areas of SSSI, SAC and Scheduled Monuments.
- 30,000 acres of deep peat.
- Farming affects 97.5% of the land area.

The Challenges

Economic:

- Financial returns to Landlord and Tenant already low.
- Significant reliance on Government funding support with any downward move reducing profitability further. The ability to invest sufficient capital relies on wider Estate diversity and income.
- Agriculture provides 30% of income but significantly influences the wider rural economy, delivering the landscape and environment in which residential and commercial tenants chose to live and work and to which visitors to commercial premises chose to come.
- Will a younger generation be attracted by hard work for low returns?

Environmental

- Climate change and associated fluctuations in weather patterns give rise to the need for greater environmental resilience
- A challenge exists for Government and the land management community to assist in the response
- The uplands remain a stronghold for many key species but others are in decline
- The uplands have significant 'public goods' from which to derive income as we see a shift in the delivery structure of land management support but how are these valued and how are new agreements structured

Social

- Public access is increasing.
- There is a growing interest from the public in the countryside, the basis on which food is produced and the environment delivered but often a lack of understanding as to what is involved.
- A potential reduction in the number of farms impacts the rural community both socially and economically.
- Any negative change to farm incomes and increasing pressure on tenants risks impact on mental health.

The Opportunities

- The rural estate working with tenants and partners has a key part to play in helping to inform the development of land management policy and its delivery. Perhaps focus to date on the economic challenges the uplands face has detracted from celebrating what they have.
- We can provide landscape scale and have longstanding relationships with tenants and partners to aid delivery.
- Work to date has demonstrated that significant benefit could be derived from a greater level of landowner and farmer engagement in the design and delivery of agrienvironment schemes.
- The NELMS system should provide an opportunity to effect improvement and a much greater role for local delivery with farmers and owners fully engaged. We also see potential to better integrate the differing types of land use and for land managers to unlock funding streams from both public and private sectors.
- Clarity of required management, the right advice / engagement and level of value provided for delivery are critical as is maintaining the capacity to farm viably
- Work with Defra Tests and Trials across all upland areas including projects like Farming Futures will be key to informing this.
- Opportunities remain to build on and develop new markets for products produced in these unique places.

DARTMOOR HILL FARM PROJECT

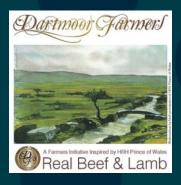


THE PRINCE'S FARM RESILIENCE PROGRAMME: COUNTRYSIDE FUND



DUCHY OF CORNWALL: NATURAL CAPITAL PROJECT DEFRA NELMS TESTS AND TRIALS

DARTMOOR FARMERS ASSOCIATION



DARTMOOR WOODFUEL CO-OPERATIVE



The Duchy's Response

At Farm Level:

• Utilise initiatives such as Dartmoor Hill Farm Project and HRH's Farm Resilience Programme to help build business resilience and maintain the capacity to farm with the right stock and hugely valuable skills

Listen to Tenants : Thoughts, concerns and experiences

- Progress the Duchy's natural capitals project; working with tenants to identify the key natural resources and habitats on their farms and highlight areas for maintenance and enhancement. Be proud to show what these farms have and be as open about where more might be done.
- Position farms and work with commoners to be able to make the most of new funding streams.
- Engage with the next generation. What are their thoughts and concerns?

At Landscape Level:

- Work with tenants and partners to consider large scale delivery projects
- Facilitate and enable collaboration
- Use scale and profile to develop existing and new markets both for livestock and environmental delivery
- Build on the publics' interest in farming and the environment to grow understanding and deliver key messaging



Further information on the Duchy of Cornwall and our initiatives can be found via our website: www.duchyofcornwall.org.



Where are we heading?

Thoughts from Exmoor National Park Authority

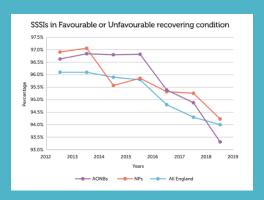
NFU Uplands Conference February 10th 2020 Sarah Bryan, CEO

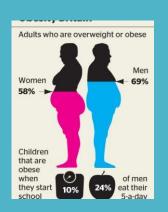


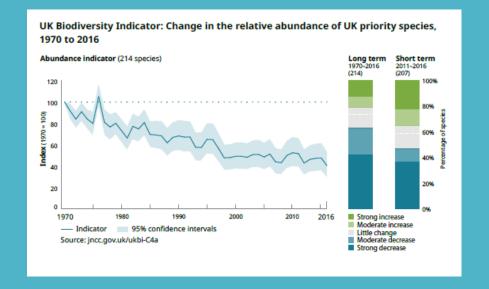
To conserve and enhance the natural beauty, wildlife and cultural heritage of the National Parks

To promote opportunities for the public **understanding and enjoyment** of the special qualities of the National Parks

While carrying out the purposes, a duty to: seek to foster the economic and social well-being of local communities within the national parks

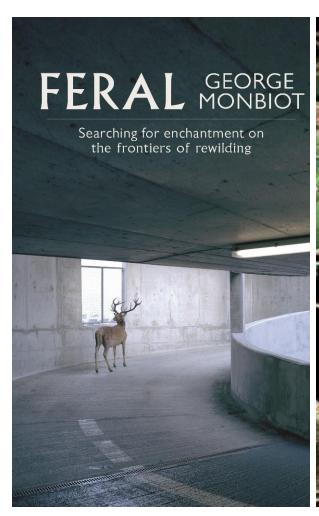


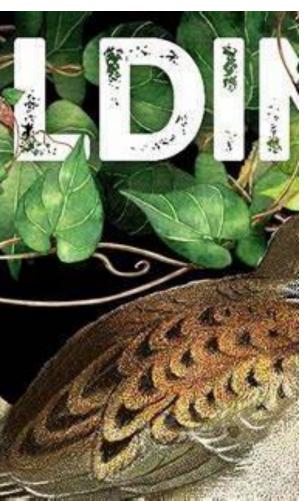


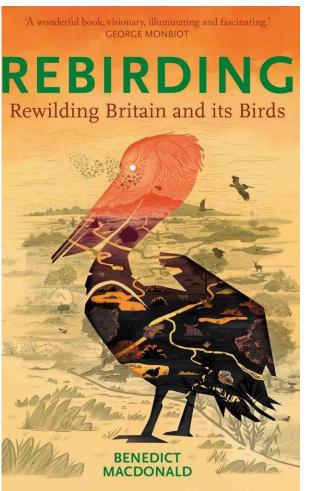


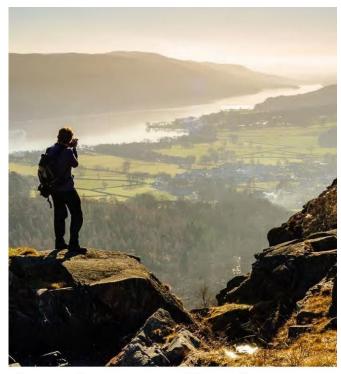












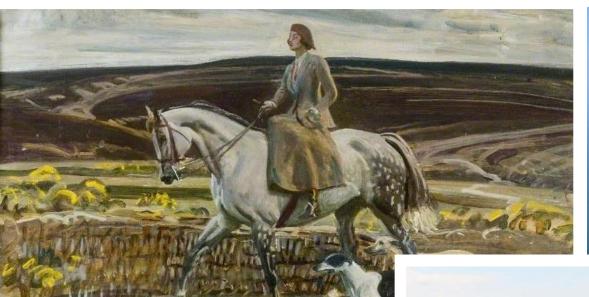
Landscapes Review

We want our national landscapes to work together with big ambitions so they are happier, healthier, greener, more beautiful and open to everyone.



The Glover Review

Final Report













Our vision is for the National Parks of England to be recognised and celebrated as living, working landscapes where sustainable farming systems deliver a wide range of public benefits and the farmers and land managers doing this work are fairly rewarded for these services



"It is this Government's ambition to leave our environment in a better state than we found it."

"We will replace BPS with a system of public money for public goods"

The Rt Hon Michael Gove MP

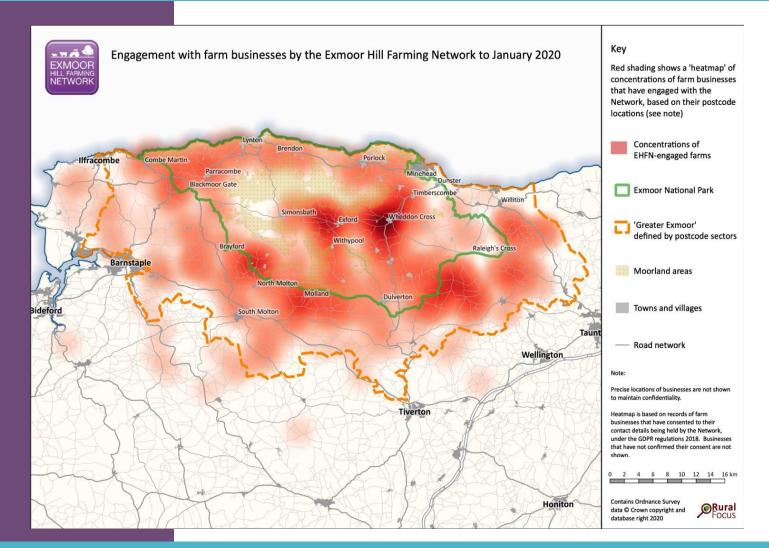


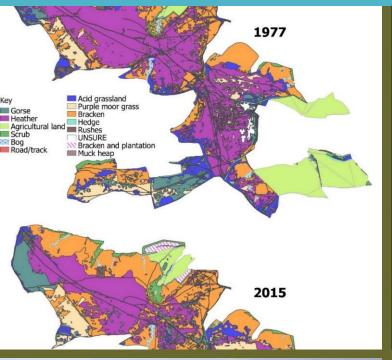


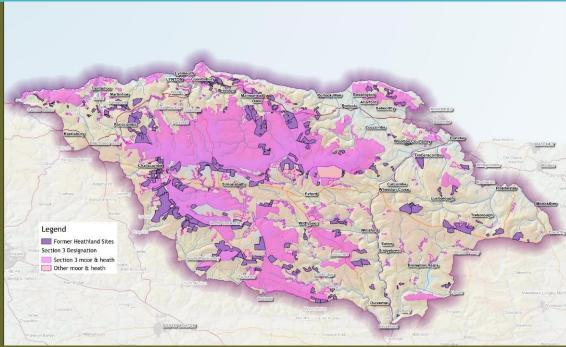




Exmoor Hill Farming Network Engagemen t with Exmoor Hill Farming Network to Jan 2020





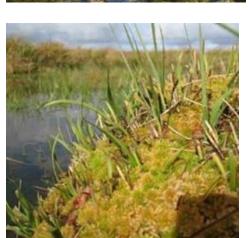




Loss of heather moorland







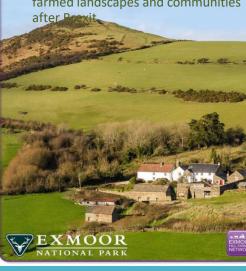








Our transformative proposal for sustaining and enhancing Exmoor's farmed landscapes and communities

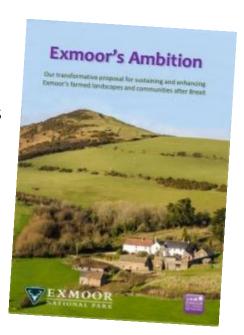


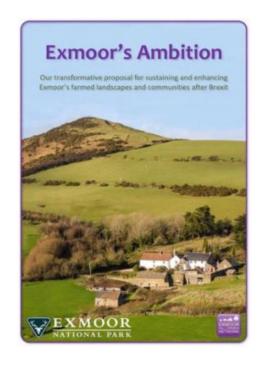


Exmoor's Ambition

A call for a "simpler, more integrated and locally accountable policy, incentivising all the public benefits provided by the countryside"

- A single locally-delivered scheme which:
 - Has the concept of natural capital at its heart
 - Is driven by results and evidence of what works
 - Uses trust and co-operation to replace regulation and form-filling
 - Encourages new thinking, especially from the next generation
 - Is co-designed and delivered by farmers and land managers





Exmoor's Ambition Tests & Trials 2019-21

Developing our proposal for sustaining & enhancing Exmoor's rural landscapes & communities

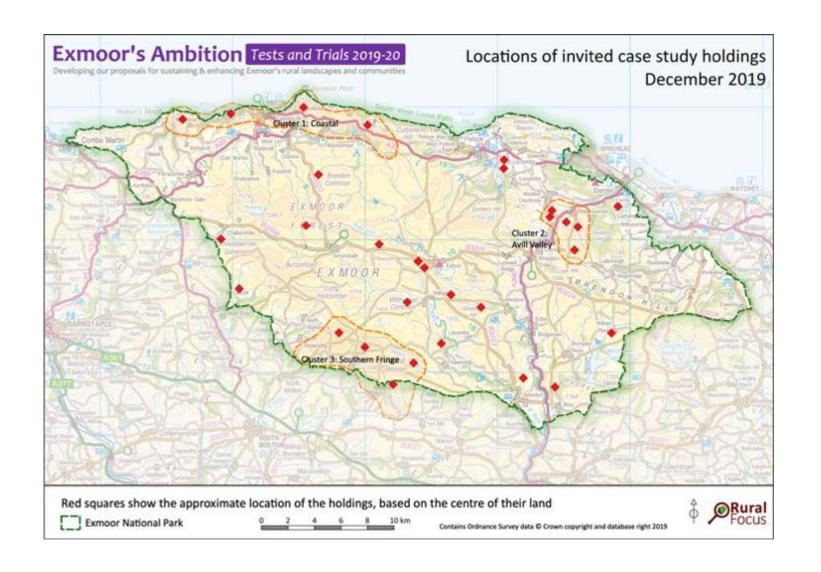
Taking forward principle elements of Ambition to answer policy questions set by Defra.

Three key components:

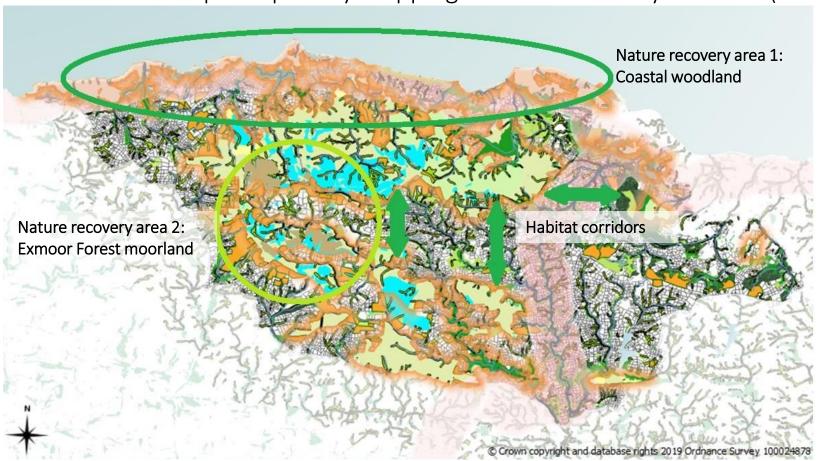
Natural Capital register

Defining local and national priorities on a landscape scale

Testing what the results of the scheme would be in practice



Test and Trial B: Spatial priority mapping – nature recovery network (draft)





Exmoor priorities to 2030

People living and working on the moor

Proper reward for public goods and services – from a variety of sources

Richer nature, greater diversity and abundance of wildlife

Sustainable soils, clean water, healthy food, locally produced

A beautiful, inspiring landscape that more people can enjoy

























CAPTAIN DOUGLAS FORD GC (1918- 1943)













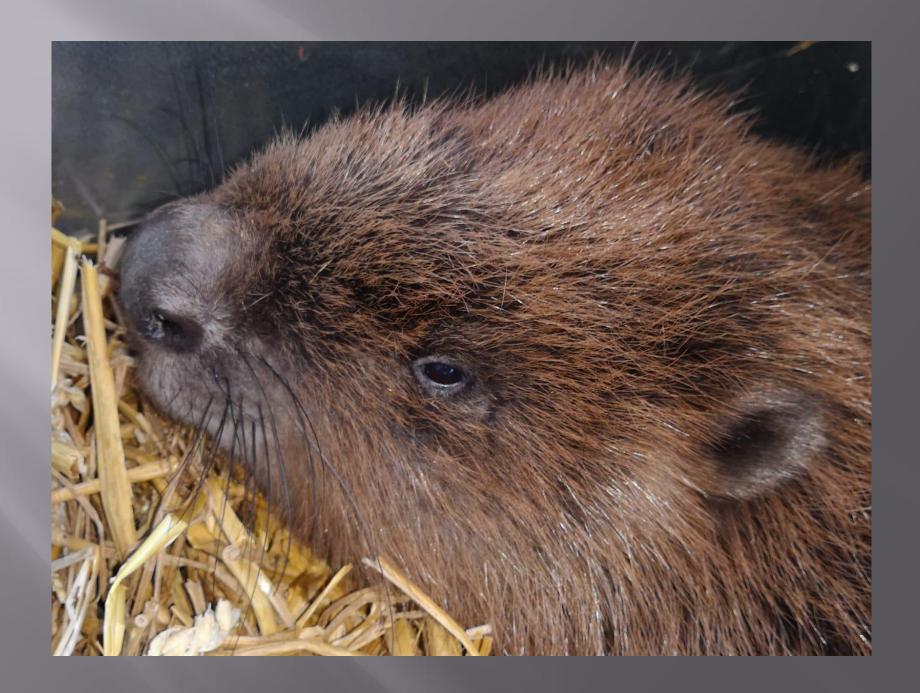














Adding Value to your Farm Business

Jim Beary J & J Beary Farming Ltd



Farm Overview

- 200 hectares in the Peak District National Park
- 600- 1200 ft
- Predominantly SDA and Moorland
- Finishing block at 600 ft
- Higher and Mid-tier Countryside Stewardship



Stocking

- 850 Mixed aged ewes (Cheviot, Perandale, Aberfield x Romney and Highlander)
- 150 replacement ewe lambs
- 200 wintering ewe lambs
- 100 Hereford/ Angus Dairy x store cattle
- 10 Angus/ Saler suckler cows
- 850 B & B pigs



Marketing

- Tesco COP lamb contract
- Innovis ewe lamb sales
- Dovecote Park store cattle contract
- BQP B & B pig contract





Stewardship

- Higher tier CSS on moorland, SSSI and banks
- Mid tier CSS on rough grazing and bird habitats
- Capital works for dry stone wall repairs, tree coppicing, hedge planting plus fencing, water infrastructure and gorse + rush management



Diversification

- Two trailed gritters. Gritting 20 private car parks and industrial estates
 November to March
- Good for winter cashflow, using existing pickup trucks and machinery





Adding value to the farm

- Lime
- FYM
- Water
- Fencing and Sub-division
- Cropping
- Re-seeding
- Feed budgeting



Infrastructure

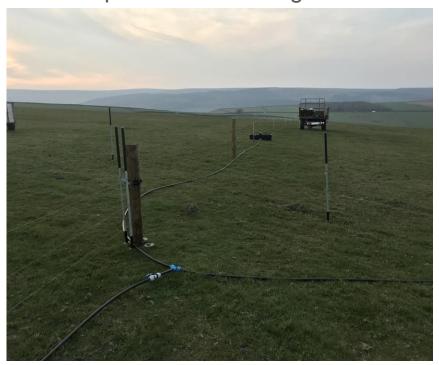
Solar powered water system





Fencing and Subdivision

Semi permenant fencing







Utilising farm buildings

- B & B pigs
- FYM
- Regular income





Future plans

- Possible organic conversion
- Heather honey
- Free range egg enterprise





The value of collaboration to farmers & landowners



Making Space for Nature



Landscape-scale conservation





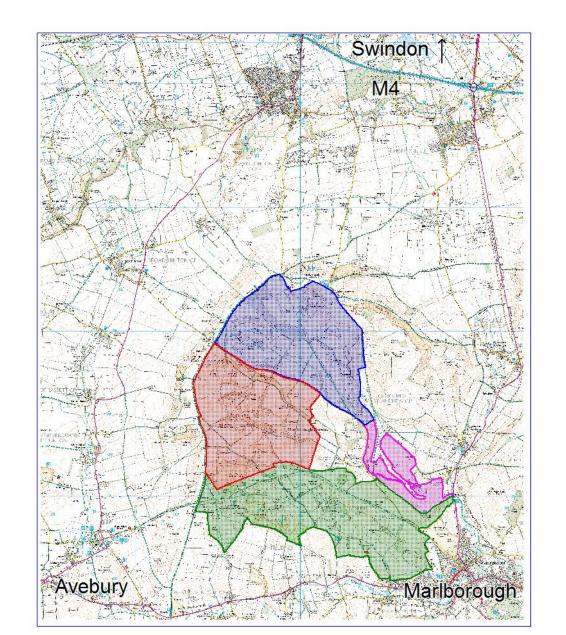
New approach



Bottom-up

Marlborough Downs Nature Improvement Area



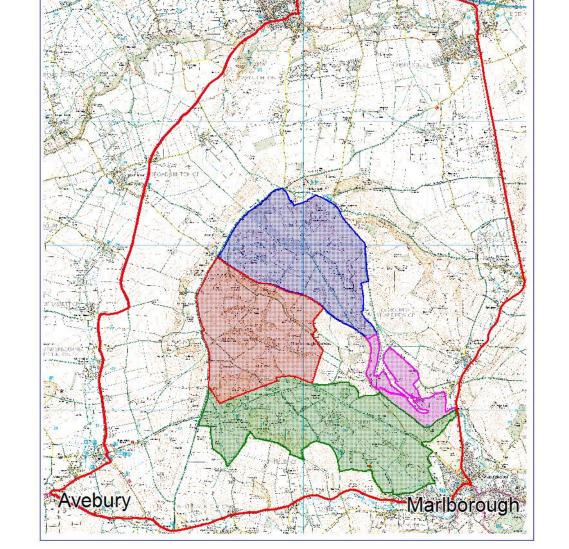




Marlborough Downs Nature Improvement Area

Swindon

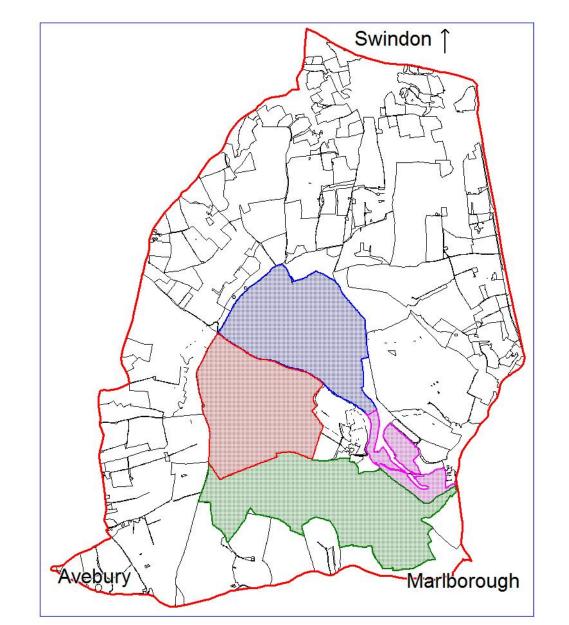






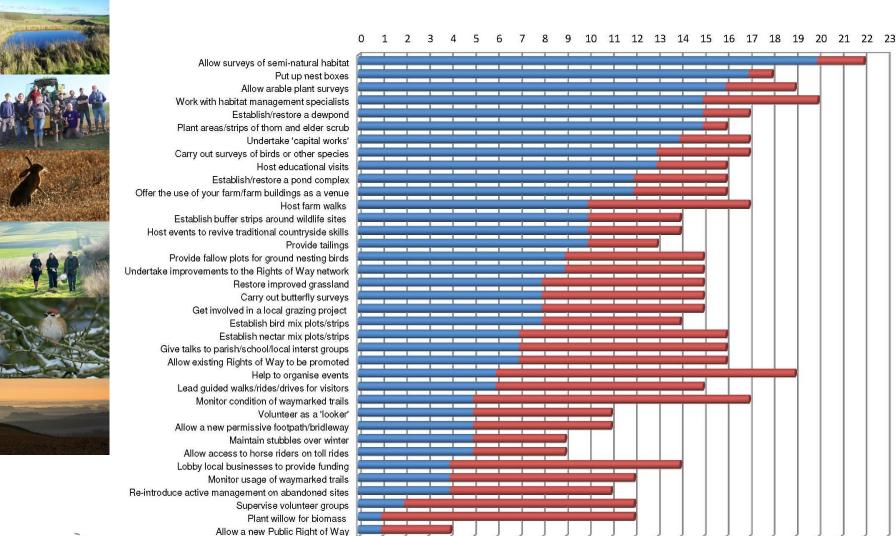
Marlborough Downs Nature Improvement Area







Bottom up – farmer led







Marlborough Downs Nature Improvement Area

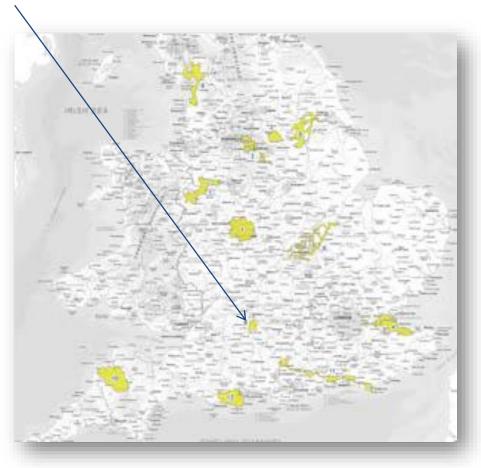


Stage 2 Business Plan



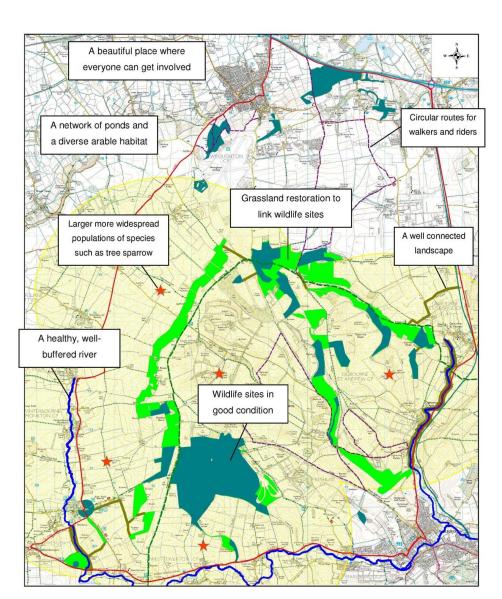


Marlborough Downs Nature Improvement Area







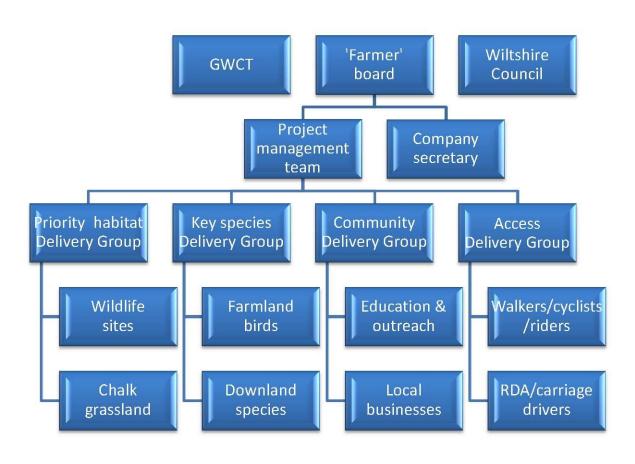


Our Vision

- Well managed Wildlife Sites, especially chalk grassland
- Habitat and food for downland species
- Share best practice
- Involve the whole community



Organisational structure







Key to map - MDNIA boundary Swindon Site of Special Scientific Interest Local Wildlife Site Wroughton Undesignated site with priority habitat Chiseldon Avebury Marlborough **Marlborough Downs Nature Improvement Area** Priority habitat - survey & condition assessment

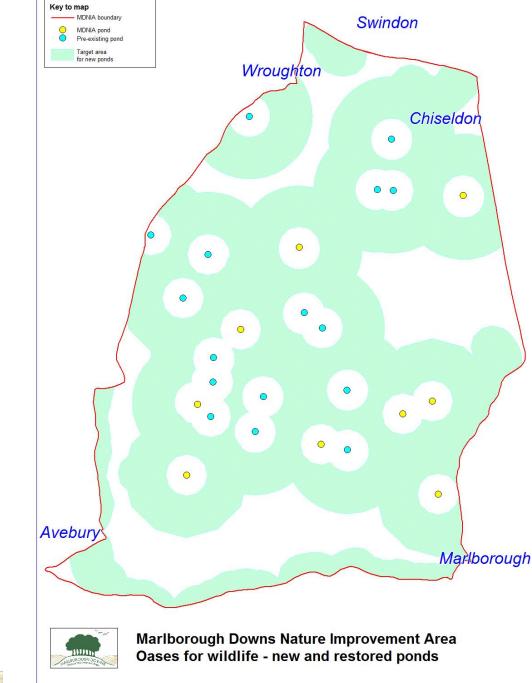
Wildlife Sites

- Complete survey
 - habitatinventory of thewhole NIA
- New sites









Downland species

Ponds

- Seven new dewponds
- One new scrape
- One new springfed pond



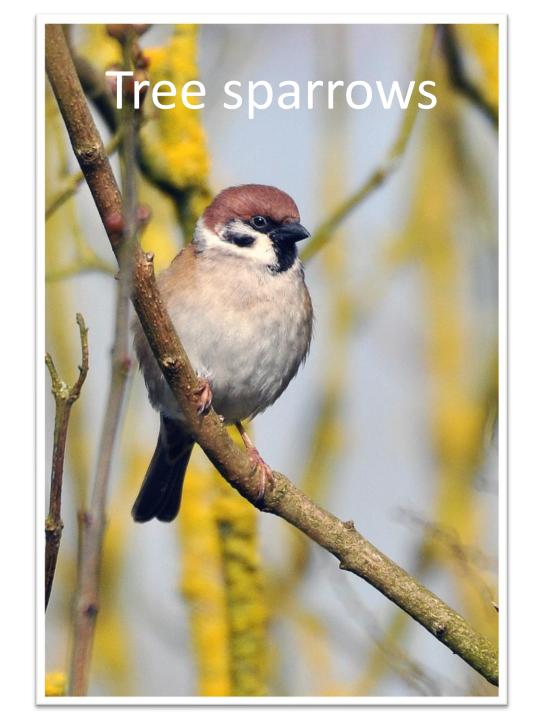














Events

- Owl prowls.
- Field mice nest recognition.
- Wild foraging.
- Bat walk.
- Heritage walks Fyfield Down and Avebury.
- Butterfly walk.
- Dawn chorus.
- Farmland bird identification.
- Make your own natural feeders.
- Nest box building.
- Build a bug house.
- Pond planting.
- Hedge laying.
- Hedgehogs at half term.
- Willow wreath workshop.
- Planting for pollinators.
- Fabulous fungi.
- Wildlife crops and corridors.
- Tree sparrow ringing.
- Open Farm Sunday.
- Summer Farm walk.
- Pertwood Organic Farm visit.
- Knepp Castle Rewilding visit.





Owl prowl











Open Farm Sunday



















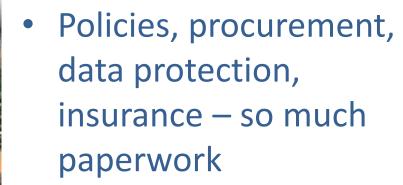
Looking back: Year 1







 New organisation, charity, partnership and project



- No up-front funding
- Needed three months to set up

SUCCESSES

- Overwhelming enthusiasm!
- Ponds, bird mixes, tree sparrow villages, farm walks, volunteers, circular ride, nest boxes, surveys, walks and talks, etc. etc. etc.
- 'Step change' in attitude



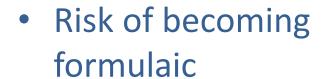
Looking forward: Year 7







 New ideas, keeping it fresh and relevant





- Loss of faith in Stewardship
- Maintaining interest and engagement going forward

SUCCESSES

- New stakeholders, partnerships and projects, eg Bee Roadzz
- Thriving community engagement
- GWCT Cluster Groups and 98 Facilitated Groups
- Farmer collaboration is the new norm



Key Lessons

- Bottom up designed and led by those who are responsible for delivery
- Building rural communities collaboration builds understanding and mutual respect
- Strength in numbers as a group we have a much louder voice
- Opportunities to influence future policy
- Have fun!





