AGRICULTURAL TRANSITION:

PREPARING FOR THE FUTURE WITHOUT BPS

CLA ROADSHOW





A GRICUL TURAL FRANSITION

Agenda

Chair's welcome

CLA presentation- what you need to know in 2023

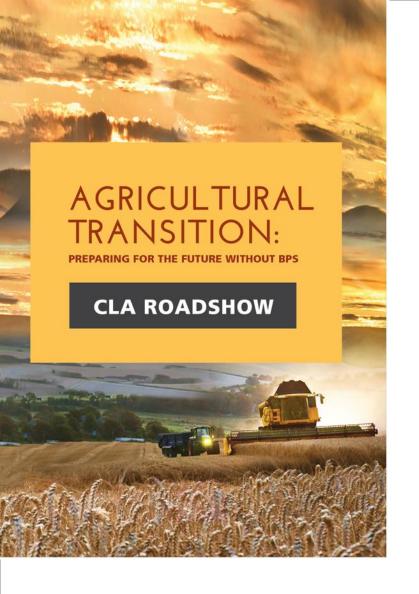
Ricardo presentation

Defra and sponsor introductions

Q&A and breakout session







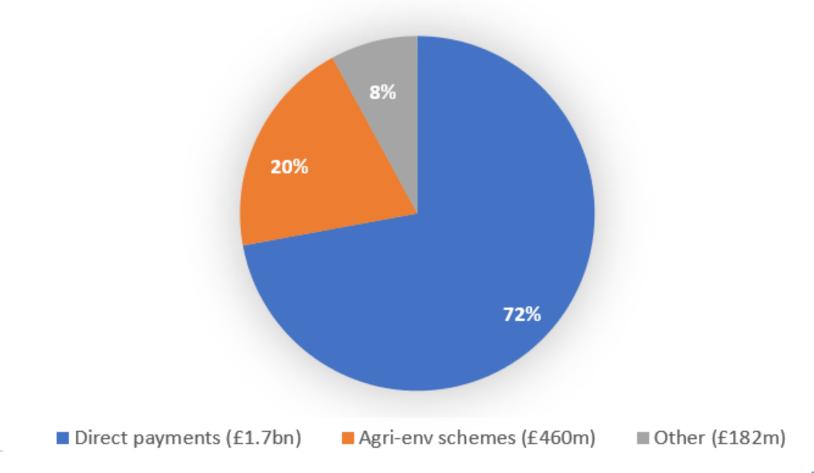
Agricultural policy:

What you need to know in 2023





Transition budget 2021-2022 £2.3bn







Have your say **#CLAroadshow**



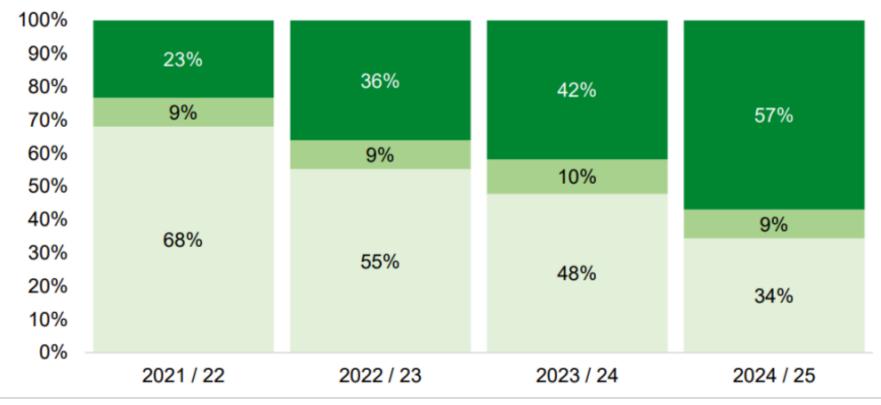


Defra funding plan 2021-25

Environmental and animal welfare outcomes

Improving farm prosperity

Direct Payments





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Delinking BPS payments in 2024

No annual claim, no requirement to farm, no requirement to hold entitlements

3 year reference period- 2020, 2021,2022

Diminishing biannual payments from 2024-2027

Must claim in 2023







ELMs offer in 2023 **Environmental Land** Management Schemes Sustainable Landscape Countryside Recovery Farming Stewardship Incentive (pilot)









The Sustainable Farming Incentive

Sustainable Farming Incentive

- BPS eligible
- 3-year agreements
- 6 new standards (total of 9 in available 2023)
- New management payment of £20/ha
- Summer 2023 applications for new standards
- Swift online application process and processing of applications
- Quarterly payments
- Ability to add new standards mid-agreement







SFI 2023 offer

		New action or		
SFI 2022 standard	Action	variation of CS option	SFI payment rate	CS payment rate
	Soil assesment/ plan & tests, boost soil organic matter and maintain		- £22/ha (introductory)	
Arable & horticultural soils	over winter soil cover	New	- £40/ha (intermediate)	NA
	Soil assesment, plan & tests, boost soil organic matter and maintain		- £28/ha (introductory)	
Improved grassland soils	over winter cover	New	- £58/ha (intermediate)	NA
Moorland	Map and record habitat condition	New	£10.30/ha (introductory)	NA
SFI 2023 standard				
	Assess & record hedgerow condition	New	£3/100m (one side)	NA
	Maintain hedgerows so there's a range of different heights & widths	BE3 variation	£10/100m (one side)	Same
	Maintain existing hedgerow trees, or establish new ones, so there's			
Hedgerows	average of at least 1 hedgerow tree/ 100m	New	£10/100m (both sides)	NA
	Complete an integrated pest management (IPM) assessment and			
	produce an IPM plan	New	£989/ year	NA
	Establish and maintain flower-rich grass margins, blocks or in field strips	AB8 variation	£673/ha	
	Establish a companion crop	New	£55/ha	NA
Integrated Pest Management	No use of insecticide	New	£45/ha	NA
	Complete a nutrient management (NM) assessment and produce a NM			
	review report	New	£589/ year	NA
	Establish and maintain legumes (improved grassland)	GS4 variation	£102/ha	£382/ha
Nutrient Management	Establish and maintain legume fallow (arable)	AB15 variation	£593/ha	Same
	Establish and maintain blocks or strips of pollen and nectar flower mix	AB1 variation	£614/ha	Same
	Establish and maintain blocks or strips of winter bird food	AB9 variation	£732/ha	Same
	Establish and maintain grassy field corners and blocks	New	£590/ha	NA
Arable and horticultural land	Establish and maintain a 4-12m buffer strip on arable/ horticultural land	SW1 variation	£451/ha	Same
	Take grassland field corners and blocks out of management	GS1 variation	£333/ha	Same
	Maintain improved grassland to provide winter bird food	GS3 variation	£474/ha	Same
Improved grassland	Establish and maintain a 4-12m buffer strip on grassland	SW2 variation	£235/ha	Same
	Manage grassland with very low nutrient inputs (outside SDAs)	GS2 variation	£151/ha (indicative)	Same
Low input grassland	Manage grassland with very low nutrient inputs (SDAs)	GS5 variation	£98/ha (indicative)	Same









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Phasing in the SFI

From 2022

- Arable and horticulture soils
 Improved grassland soils
- Moorland

2022	Erom 2022			
nd e soils	From 2023	From 2024		
l grassland	 Nutrient management Integrated pest management 	- Agroforestry	From 2025	
	management - Hedgerows - Arable and horticultural land - Improved grassland - Low input grassland	 Water body buffering Farmland biodiversity Boundaries (walls & banks) 	 Organic sector Farm woodland Orchards and specialist horticulture Heritage 	







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Countryside Stewardship

Revenue

- Menu of 131 land management options
- Revised payment rates from 1st January 2023
- More options will be added
- CS + bonus payments for collaboration
- Can run alongside HLS

Capital

- Menu of 118 items
- Revised payment rates from 1st January 2023



Have your say **#CLAroadshow**





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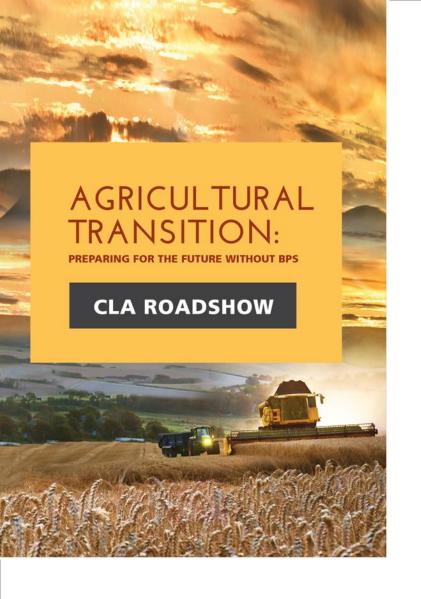
Landscape Recovery

Landscape Recovery

- Private & public finance
- Round 2 pilot open in Spring 2023
- 25 new projects
- Theme: protected sites, net zero and habitat creation
- Bespoke, longer term, 500ha projects







CLA Impact Modelling





A G R I C U L T U R A L T R A N S I T I O N

CLA Impact Modelling

- 4 scenarios in 2023:
 - Scenario 1 No schemes
 - Scenario 2 SFI 'partial'
 - Scenario 3 SFI 'full'
 - Scenario 4- SFI, CS & EWCO
- Impacts on government payments and profit in 2023 on 3 farms:

Combinable crop farm 455ha

Lowland beef & sheep farm 150ha

Upland beef & sheep farm 400ha









CLA Impact Modelling



Combinable crops (455ha)

- 2020 profit: £190,000
- Scenario 1 net profit: £210,000
- Scenario 2 net profit: £265,000
- Scenario 3 net profit: £160,000
- Scenario 4 net profit: £90,000

Lowland beef and sheep (150ha)

- 2020 profit: £3,000
- Scenario 1 net profit: £8,000
- Scenario 2 net profit: £23,000
- Scenario 3 net profit: £14,000
- Scenario 4 net profit: £10,000

Upland beef & sheep (400ha)

- 2020 profit: £10,300
- Scenario 1 net profit: £12,100
- Scenario 2 net profit: £33,800
- Scenario 3 net profit: £24,400
- Scenario 4 net profit: £33,500





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Modelling takeaways



Every farm is different, and the solutions will be too

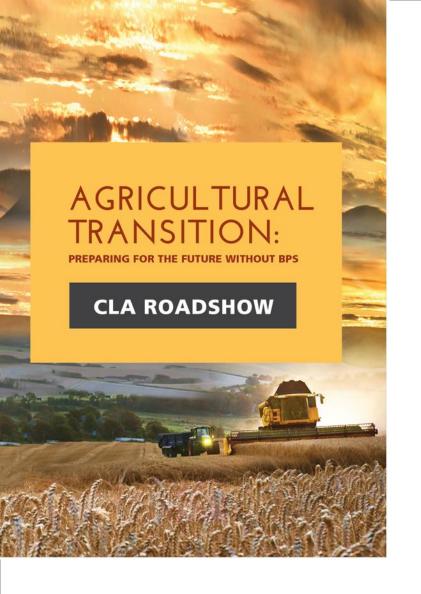
Consider the benefits of stackable options

Consider the benefits of stable income on less productive areas



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There is more than ELM





A GRICUL TURAL TRANSITION

Agricultural Transition Period Timeline 2022–2028 (1 April–31 March)



1. BASIC PAYMENT SCHEME								
Scheme	Purpose	2022-23	2023-24	2024–25	2025–26	2026–27	2027–28	
BPS cuts	Gradual removal of BPS	20 - 40% reduction	35 - 55% reduction	50 - 70% reduction	TBC	TBC	TBC	
Delinked payments	Simplify administration	No BPS annual application needed						
Regulation and enforcement End of cross-compliance New regulation and enforcement								

2. PRODUCTIVITY AND RESILIENCE										
Scheme	Purpose	2022-23	2023-24	2024–25	2025–26	2026–27	2027–28			
Farm Equipment and Technology Fund	Grants for small investments	Available in application win	Available in application windows Future funding TBC			ENDS				
Farming Transformation Fund	Grants for large investments	Available in application win	Available in application windows							
Future Farming Resilience Fund	Targeted business advice	Available in application win	dows		ENDS					
Farming in Protected Landscapes	National Parks and AONBs	Available in application win	dows		ENDS					
New entrant support	Innovative business models	Regional Pilots	Future funding TBC	ENDS						
Farming Innovation Programme	Industry-led research and adoption	Available in application windows								

3. LEGACY AGRI-ENVIRONMENT SCHEMES									
Scheme	Scheme Purpose 2022-23 2023-24 2024-25 2025-26 2026-27 2027-28								
Environmental Stewardship (HLS)	Environmental Stewardship (HLS) Extending existing agreements Option to extend existing agreements								

4. ENVIRONMENTAL LAND MANAGEMENT (ELM) SCHEMES, NEW WOODLAND SCHEMES AND TREE HEALTH	
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Scheme	Purpose	2022–23	2023-24	2024–25	2025–26	2026–27	2027–28
ELM – Sustainable Farming Incentive (SFI)	Broad and shallow scheme based on standards	SFI Pilot 2022	SFI Pilot 2023	SFI Pilot 2024	ENDS		
		SFI 2022 3 standards	SFI 2023 9 standards	SFI 2024 12 standards	SFI 2025 17 standards	On-going evolution	
ELM – Countryside Stewardship (CS)	New agreements and renewals	Annual application windows continue					
ELM – Landscape Recovery (LR)	Long-term creation and restoration (min 500ha)	National Pilots			Phased rollout		
England Woodland Creation Offer (EWCO)	Woodland creation	Available now		Integrated into ELM schemes			
Tree Health Scheme	Management of diseased trees	Regional Pilots		Tree Health Scheme fully available			

5. ANIMAL HEALTH AND WELFARE (AHW) PATHWAY								
Scheme	Purpose	2022-23	2023–24	2024–25	2025–26	2026–27	2027–28	
Annual Health and Welfare Review	Annual vet visit	Available now			Future funding TBC			
AHW payment by results, and endemic disease and condition support			Available from 2024					







Farming Investment Fund

Farming Equipment and Technology Fund

Grants of £1,000 - £25,000

Competitive

List of equipment with fixed grant payments Split into:

1. Productivity and Slurry (91 items) OPEN (closes 4th April)

2. Animal health and welfare (110 items) Opens in March Farming Transformation Fund

Grants of £35,000 to £500,000

Competitive

Two stage application process

Themed windows:

- Water management (Spring)
- Automation & robotics (Autumn)
- Livestock housing- Calf housing (Summer)
- Livestock housing- pigs and poultry (later in 2023)
- Slurry infrastructure grant (round 2 expected in 2023)







Animal Health and Welfare Pathway

Annual Health and welfare review

- Open now for BPS applicants with cattle, sheep and pigs
- Annual vet led visit providing testing and advice
- Expansion in future years

Future developments

- Payments by results
- Endemic disease and condition support







Farming in protected landscapes

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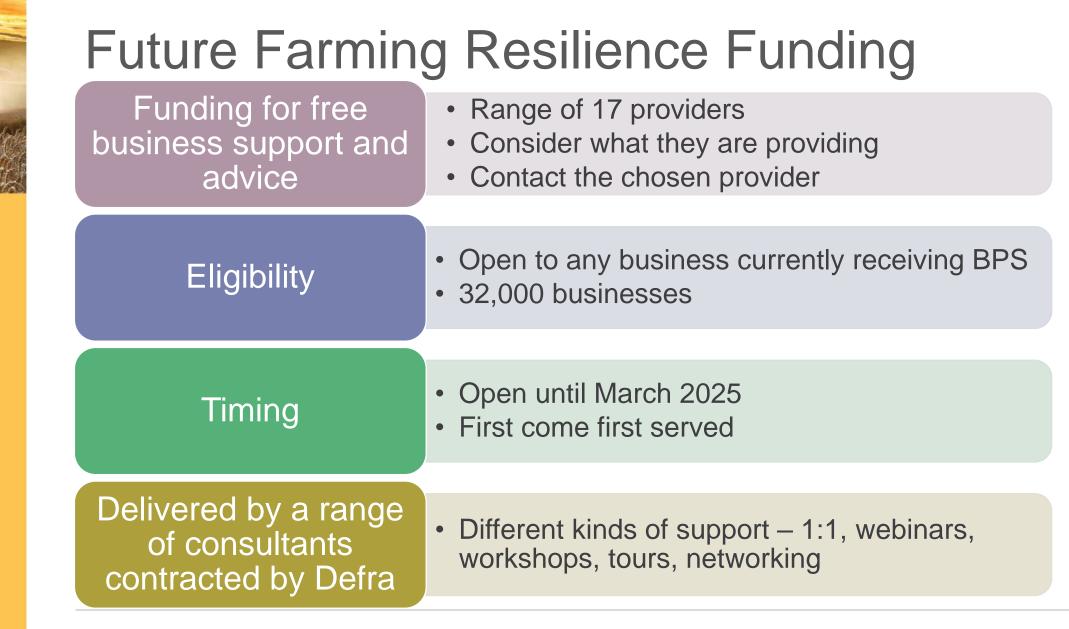
Farming in protected landscapes

- Targeted grant funding in National Parks, Areas of Outstanding Natural Beauty and the Broads
- Funding extension until 2025
- Grants for a wide range of projects
- Applications through landscape authorities











Have your say **#CLAroadshow**

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Transition checklist for 2023

1. Know your BPS cuts & delinking process

2. Register for the Future Farming Resilience Fund

3. Review SFI and CS offers & see if they fit

4. Review the schemes outside ELM & see if they fit

5. Plan applications, note deadline dates & apply

6. Provide feedback on schemes to CLA / Defra







The 2023 scheme menu

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AHW payment by results, and endemic disease and condition support			Available from 2024								







CLA is here to help

- Land and Business magazine
- **Agricultural Transition Hub** www.cla.org.uk/agricultural-transition/
- Guidance notes e.g. •
 - Transition schemes
 - Environmental collaboration
 - **Business planning**
- **Funding database**
- **Webinars**
- Telephone advice regional and national teams





The latest from Agricultural Transition (England)



Launch of the Sustainable Farming

Incentive 2022



GN34-21 Overview of Defra Agricultural **Transition Schemes (England only)**

GN33-21 Defra Animal Hea Welfare Pathway (England



REFERENCE GN34-21

OVERVIEW OF DEFRA AGRICULTURAL TRANSITION SCHEMES (ENGLAND ONLY)





Have your say **#CLAroadshow**

Free support for farmers and land managers **FUTURE FARMING RESILIENCE FUND**

Enhance the performance and build the resilience of your business, as you prepare for the agricultural transition.

FREE access to:

- One-to-one business resilience support
- Environmental sustainability support
- Online toolbox of resources
- Webinars, local events and workshops



For help with registration or have any questions, please contact us on 01235 753 530 or email FFRF@Ricardo.com

Register online https://ffrf.ricardo.com/







THE FARMING



FREE Business support

Receive three days of free business support, including:

- A face-to-face meeting with an Andersons business consultant
- A detailed report
- A follow-up meeting
- Access to online training

All advice provided is completely free of charge and tailored to fit your needs This can include:

- A review of your business
- Help with future planning
- Advice on business structure
- Analysis of capital investment and future funding
- Tenancy help
- Diversification advice

Follow up support is available











Business Support: Example

Departmen

ood & Rural Affairs

Cereal & Vegetable business

- Historically loss making in all previous 5 years when Andersons visited in 2020 (Phase 1 FFRF)
- Strong balance sheet but being eroded and debt growing
- Accounts for Sept YE 2022 show £194,000 profit
- Of, which £100k was reduction in overheads
- New renewables and property project coming on line now could add £50k return after depreciation to the bottom line (albeit a further demand on profit for capital repayment)
- All driven by change in management the next generation; but confidence given to the older generation following review process.



ANDERSONS



Examples of how we can help



Succession



Business Finances



Stepping back from the farm



Farm diversification



Tailored support











FREE Environmental Support

A one-to-one video call or visit from an agri-environment adviser which will include a report and will look at opportunities for your farm including:

- Soil health and resilience
- Energy use and efficiency
- Water and air quality
- Biodiversity
- Carbon sequestration and trading options
- Government funding
 - Sustainable Farming Incentive
 - Countryside Stewardship
 - Capital grants







Arable, permanent grassland, suckler herd, neighbour's sheep, woodland

Objective

- 1. Reduce reliance on inputs.
- 2. Maximise production of grass & feed for livestock.
- 3. Reduce purchased feed whilst retaining herd productivity.
- 4. Increase income, including via agri-environment funding.



Department for Environment Food & Rural Affairs



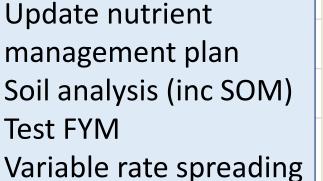






Objective

1. Reduce reliance on inputs. 2. Maximise production of grass & feed for livestock. 3. Reduce purchased feed whilst retaining herd productivity. Test FYM 4. Increase income, including via agri-environment funding.





Departmen Food & Rural Affairs









Objective

- **1. Reduce reliance on inputs.**
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Increase legumes:

Mid Tier herbal leys (GS4) Trial lucerne / barley & peas













Objective

- 1. Reduce reliance on inputs.
- 2. Maximise production of grass & feed for livestock.
- 3. Reduce purchased feed whilst retaining herd productivity.

4. Increase income, including via AES funding.

Mid Tier GS4, GS2, SW6, BE3. Fencing, gates, water troughs, pipework Concrete yard renewal Tree shelter belt Rainwater harvesting **Countryside Stewardship stand alone grants :** On-farm Advisor Visit Source Pathway Receptor

Department for Environment Food & Rural Affairs







SFI soils standard.

Annual Health &

Welfare Review.

Livestock handling

Direct drill

Farm Technology Fund:



Objective

- 1. Reduce reliance on inputs.
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- 4. Increase income, including via AES funding.

Woodland management Biomass heating Sell timber **Carbon trading**??





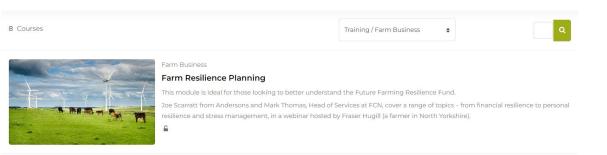
FREE Support Services Available

Quarterly Events

 Access to free workshops at regional hubs and on-farm covering key topics including grants, environmental schemes, Defra updates, farm business and accounting

Online materials

- Watch **webinars** and listen to **podcasts** that provide more information to support the in-person events.
- Videos, articles and self-help checklists. Topics include farm accounting, contract farming agreements & succession





Farm Business Business Structure

This module introduces four common types of farm business structures: (1) sole trader, (2) partnership, (3) limited liability partnership and (4) limited company. The module provides information on how each business structure operates and where associated legal liabilities and duties lie. Read more to find out whether your business structure is working for you and what alternative options are available.



Farm Business Developing a Business Case

This module, hosted by Neil Wilson from SAB Advisory, will guide you through developing and presenting a business case to the bank. Neil shares his experience of sitting on the bank managers side of the table, and gives insight into what he looks for in a business proposition. This module also provides a useful checklist to assist with meeting preparation, as well as guidance on presenting both strengths and weaknesses of a business.

ffrf.ricardo.com













Previous events

Recordings of these webinars are available to watch on https://ffrf.ricardo.com/

FREE Support to help you Boost Profits and Meet Future Business Challenges

Joe Scarratt from The Andersons Centre covered the following topics:

- UK Farming: Profitability and Performance
- The Agricultural Transition
- Profit Requirement
- Farm Financial Management

Untangling The Farm Accounts

Christine Thompson from Agricultural Business Training discussed these topics:

- Resilience: How accurate and timely financial recording can keep us one step ahead of current industry changes and unforeseen events.
- Accounts Terminology: Understanding the terminology used by accountants.
- Financial Recording: Ensuring our current systems are fit for purpose.









FUTURE FARMING RESILIENCE FUND

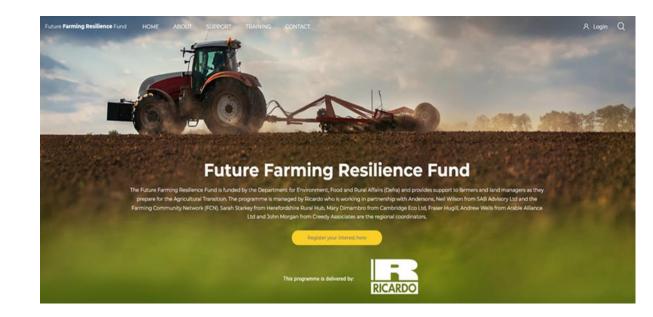
Eligibility/ Next Steps

All farmers in England who are in receipt of the Basic Payment Scheme (BPS) and/or have Higher Level Stewardship (HLS) agreements are eligible.

To register go to our website https://ffrf.ricardo.com/

The website also contains registration pages for online webinars, workshops and access to the learning toolbox

Please note a business may only sign up with one provider







Need extra support?

- FCN has a network of over 400 volunteers across England and Wales, many of whom are involved in farming.
- Volunteers provide free, confidential, pastoral and practical support to anyone who seeks help, regardless of whether the issue is personal or business-related.



Department for Environment Food & Rural Affairs









Need extra support?

- FCN runs a confidential national helpline and e-helpline which is open every day of the year from 7am-11pm.
- Volunteers will "walk with" anyone who seeks support and help them find a positive way through their problems.
- FCN have helped thousands of people deal with a variety of issues, including financial difficulties, animal disease, mental health and family disputes.



Here to **listen** Here to **support** Here to **connect** Here for **you**

Helpline: 03000 111 999 e-Helpline: help@fcn.org.uk

Helpline is open 7am to 11pm every day of the year













Summary of free advice

- Business Resilience Audit: Farm business advisers from The Andersons Centre
- Environmental Sustainability Audit: Identify environmental opportunities.
- Follow up support.
- Free toolbox: Resources available to help you to take the next steps to make your business more resilient.
- Online events and podcasts: Offering information on business, personal and environmental resilience
- Workshops and on-farm events

ffrf.ricardo.com



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FCN THE FARMING COMMUNITY NETWORK

Please come and find our stand if you have any questions



CLA Event – Cirencester Liz Barling

March 2023







FEEDBACK SURVEY



