

# Future Farming Resilience Overview

## Pre Market Engagement

- Welcome and Introduction of Project Team
- Overview of progress so far
- The Scale Up Proposal
- Delivery Model
- Procurement Overview

# Future Farming Resilience

**Supporting Great South West Farmers through Agricultural  
Transition to Environmental Land Management schemes**



# Project Aims and Purpose

*To provide resilience support to farmers and land managers to help them prepare for, and adjust to, the Agricultural Transition by addressing the opportunities it presents and the impacts it could have. The project will also monitor the impact and value for money of this resilience support.*

The scheme will support farmers and land owners to:

1. Fully understand the changes that are about to happen
2. Identify how, where and when they may need to adapt their business model and resilience as a result
3. Access tailored support to address these changes in a timely fashion



## Pilot Phase 2020-2021



DCC were awarded £50,000 funding in the FFRF Initial Phase to deliver the scheme in Devon

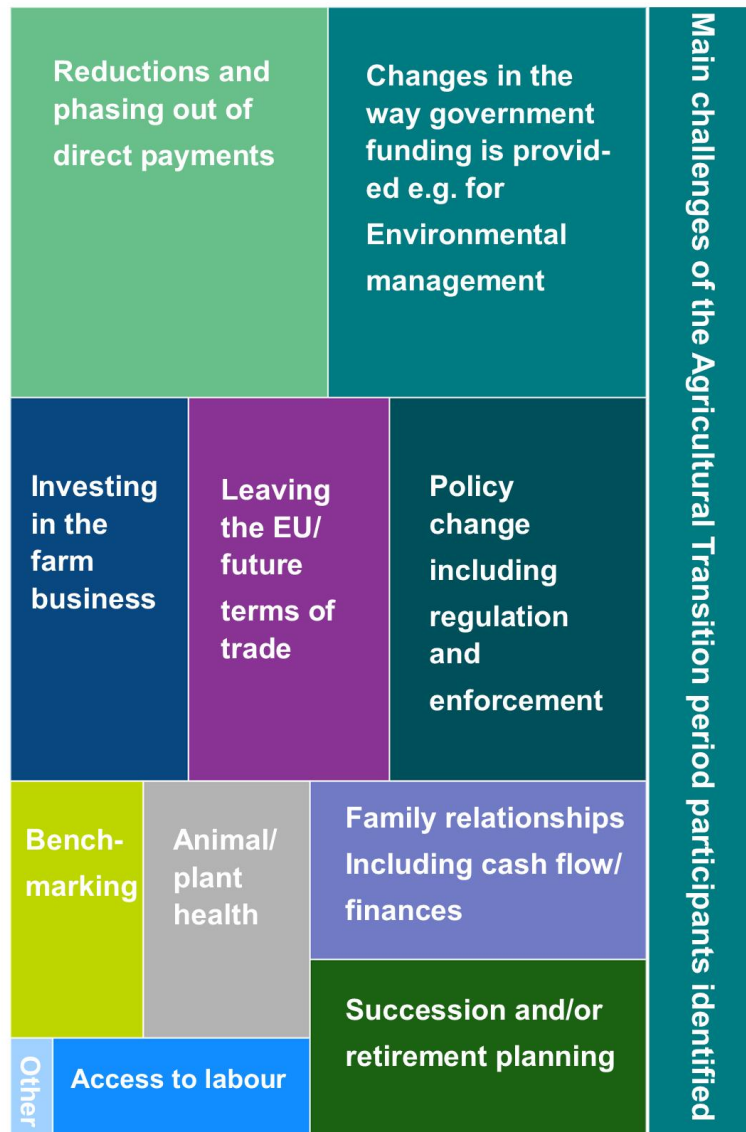


The Initial Phase targeted 30 Lowland Grazing farms in Mid and East Devon

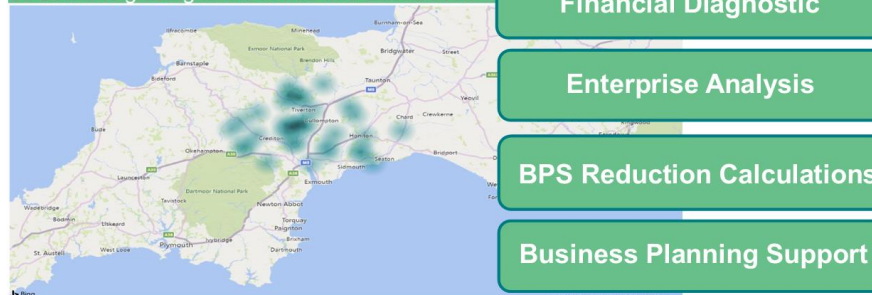


Each participating farm received one to one support from a business advisor including financial diagnostic, enterprise analysis, feedback and business planning to inform a bespoke action plan





30 Lowland grazing farms in Mid and East Devon



Financial Diagnostic

Enterprise Analysis

BPS Reduction Calculations

Business Planning Support

### In what ways did the Future Farming Resilience Fund Initial Phase help you meet your challenges?

Giving me access to professionals	86.7%
Facing up to and addressing my challenges	73.3%
Help with budgeting/financial planning	60.0%
Improving my confidence	53.3%
Succession and/or retirement planning	43.3%





# Interim Phase 2021-2022



DCC were awarded £730,000 funding in the FFRF Interim Phase to deliver the scheme in Heart of the South West LEP area



Reach of 736 farms, 65 information workshops and 20 specialist workshop



358 farms received one to one support including financial diagnostic, enterprise analysis, feedback and business planning to inform a bespoke action plan





**Information Workshops** - to inform farmers and their families of the changes in support through the Agricultural Transition. These will be delivered in venues across Devon and Somerset. Should COVID restrictions not allow in-person workshops then virtual events will be used.

**One to one bespoke support**- for workshop attendees who want to explore further the detail of how the changes will affect their business.

- Business analysis
- Financial Diagnostic including calculation of the reductions in BPS over the 2021-2027 period and the impact on business profitability
- Support farm to explore options open to them
- Business planning and bespoke action plan

**Specialist Workshops**- a number of workshops on relevant themes will also be offered:

- Exiting the industry and farm / family succession planning
- Diversification into other business areas
- Adding Value to Food and Drink such as processing primary produce
- Productivity actions
- Environmental Schemes
- Business planning and cashflows.



# Why scale up Future Farming Resilience?

## A comprehensive and holistic approach!

**Landscape & community:** Small-medium family farm financial sustainability is critical to maintain a high quality landscape, rural economy and communities – if we get this wrong, we could lose our rural heritage and natural environment.

**Types of farm:** Targeting small-medium (5-50ha approx.) mixed lowland farms. Very low farm incomes, more reliant on direct payments for financial survival therefore particularly vulnerable to the changes. Upland support is provided by other organisations.

**Mental wellbeing:** Strategic events: EU Exit; Covid restrictions; increasing fuel and fertiliser prices. Isolation, workload & worry can diminish farmers' mental wellbeing. Evidence that farmers want to share and discuss similar challenges with support and tools available to build resilience and address change.

### **Knowledge Transfer and Opportunities:**

- Developing an innovation mindset – Devon Agri-Tech Accelerator.
- Preparing farmers to access funding & other opportunities.
- Digital Capabilities – removing barriers for farmers.
- Food – local & new markets





## What will support look like?

### Marketing and Engagement:

Postcards, markets & events, Growth Hub channels, Business Information Point newsletter, website, social media, existing pipeline of farm businesses; word of mouth.

### Information workshops:

Mix of in person and online. Discuss all changes associated with agricultural transition and reduction of the basic payment scheme. Businesses will attend and be signposted to other forms of support to help prepare them for change: 121 and specialist workshops in this programme and other tools including Defra schemes and the Growth Hub.

### Specialist workshops (some in partnership with other orgs):

Tailored to demand: financial analysis & basic payment reduction calculation; business planning; soil management; productivity; diversification; carbon and innovation plans; farm succession; food hubs & producer groups; woodland creation; mental wellbeing; and digital support.

### One-to-one

Support will differ according to business need. Between 1 hour and 2 days specifically tailored to the farm. It could include direct support with anything covered in the specialist workshops.

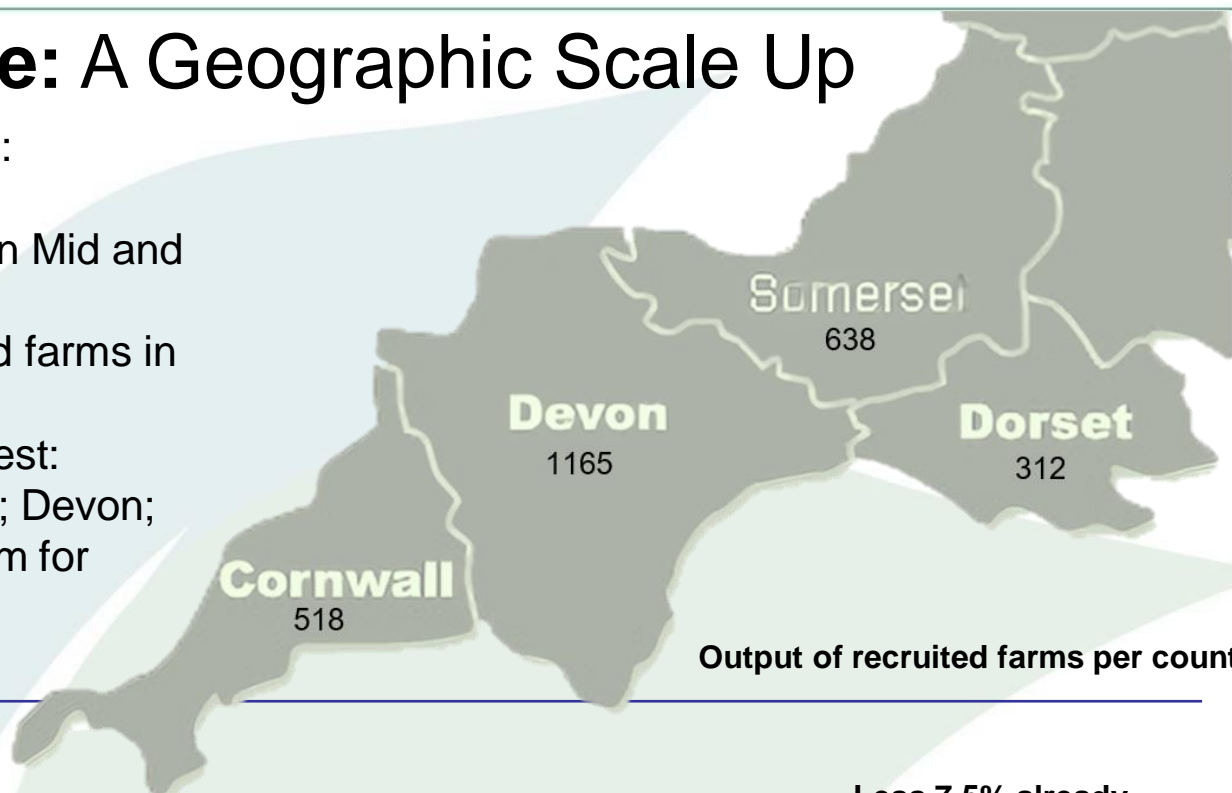
# Where: A Geographic Scale Up

Geography of previous phases:

**Pilot:** Lowland Grazing farms in Mid and East Devon.

**Interim:** small – medium mixed farms in the Heart of South West.

**Scale Up:** The Great South West: Cornwall and the Isles of Scilly; Devon; Dorset & Somerset. Enthusiasm for inclusion in the programme.



Qualifying Holdings less National Park's and those supported by Princes Trust (Cornwall & IOS).

		7.5%	25%	Less 7.5% already supported on the interim phase
Devon Holdings	6660	500	1665	1165
Somerset Holdings	3646	273	911	638
Dorset Holdings (Estimate)	1250	/	312	312
Cornwall & IOS Holdings	2072	/	518	518
	<b>13628</b>	<b>773</b>	<b>3406</b>	<b>2633</b>



# Business Information Point

Not-for-Profit  
Enterprise Agency

Delivering  
accessible business  
support services

Supporting Rural & Land based businesses  
in the South West

Tailored Support: -

- Business Advice, Mentoring, Counselling
- Signposting
- Consultancy

Assisting people to start &  
grow financially sustainable  
businesses

Operating for

**27**  
Years

Experienced  
Agricultural & Rural  
Business Advisory  
Team



## Our Role: -

### Marketing - Create - Implement - Manage

A comprehensive and unified plan will raise awareness of support to generate engagement for all delivery partners.

Delivery Partners to support these activities, utilizing own networks & contacts.

Outreach to Stakeholders and established contacts from interim phase.

### Resources - Design - Implement - Monitor

Robust and efficient delivery, monitoring and reporting resources and processes provided for all Partners with comprehensive training on use at project start.

Enabling the successful monitoring and management of the programme.

Practical experience & lessons learnt from interim phase to be applied

### Delivery - Info Workshops - One to One Support - Specialist Workshops - Email Updates

- BIP to deliver **Info Workshops** across Devon + provision of initial content and ongoing updates to partners contracted in Somerset, Dorset & Cornwall.
- BIP to provide tools for **One-to-One** delivery (Farm Assessment Tool, Partial Budget Calculator, BPS Reduction Calculator, Action Plan & Meeting Report template), + guidance on depth & areas of support + point of contact for DP queries.
- **Specialist Workshops** will be organized & delivered by BIP - available to participants from all areas.
- Regular **Email Updates** will be compiled and circulated to all participants—DEFRA updates answers to questions posed, details of specialist workshops coming up etc.
- BIP will work closely with all Delivery Partners to ensure delivery remains on track



## **Information Workshops** — Helping farm businesses to navigate the Agricultural Transition

Workshops providing the latest information from Defra on the progress of the agricultural transition with a practical interpretation of the impact of the changes on farmers & their businesses. Content is regularly updated as new information emerges.

## **One-to-One Support** - Provide expertise and practical support to aid participating farm businesses

Agricultural Business Advisors will need to: -

- Be aware of & understand the changes that are happening within the Agricultural Transition – address the possible opportunities & impacts
- Understand & measure the impact of BPS reductions through completion of the BPS reduction & profit impact calculator
- Be aware of the farm enterprise performance through completion of the Farm Assessment Tool where appropriate
- Examine opportunities and impact of future schemes including SFI and ELM – how can they add to farm income? How to make informed decisions on participation? Key Dates & changes etc.
- Be aware of the Retirement and New Entrants Schemes – ensure the opportunities are able to be considered
- Provide information on new support through the range of new schemes – Such as productivity grants, farming in protected landscapes, catchment sensitive farming capital grants, animal health & welfare pathway, woodland schemes.
- Investigate options to build resilience – this may include options to improve existing enterprise performance/productivity, changing size or type of enterprise, adding value to food & drink, considering diversification or off farm income opportunities
- Explore exit options or scaling back/changing enterprise to meet retirement wishes if appropriate to farm needs
- Signpost to other relevant organisations/support as appropriate, including health & well-being support

## **Specialist Workshops** — Example Topics Include

- |  |  |
|--|--|
| ■ Agricultural Grants                    | ■ Maximising Returns in Existing Woodlands |
| ■ Succession Planning                    | ■ Woodland Creation Benefits               |
| ■ Farm Diversification                   | ■ Business Planning                        |
| ■ Benefitting from Environmental Schemes | ■ Understanding Your Soils                 |