

PLANNING FOR CHANGE

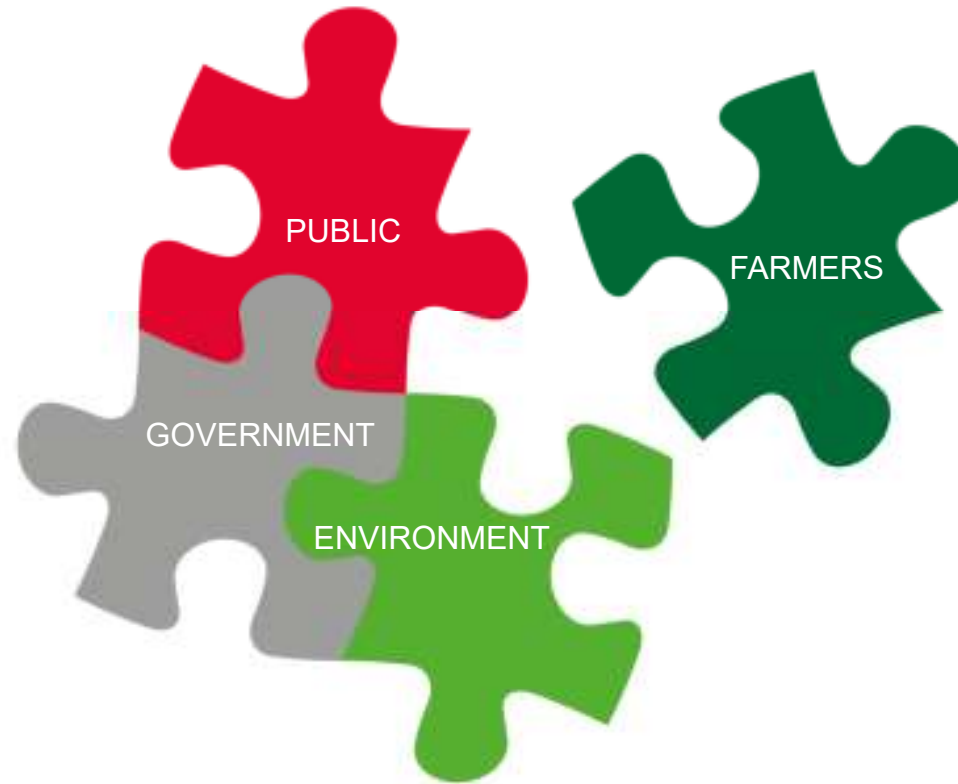
GEORGE F. WHITE





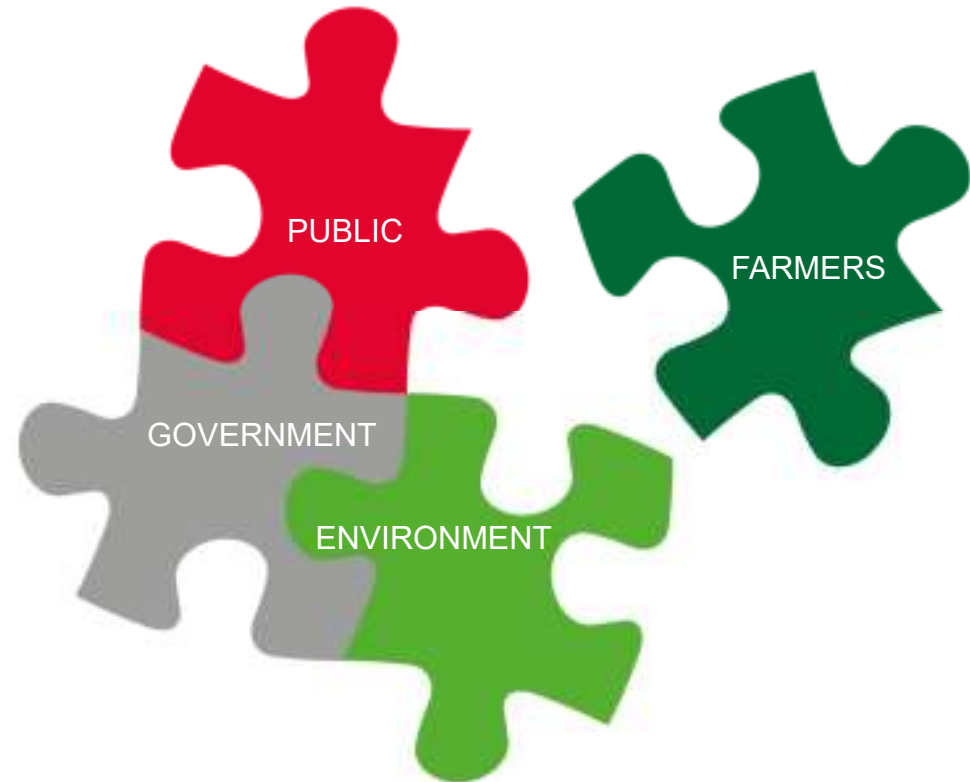
AGRICULTURAL BILL

Agriculture Bill - Framework



Agriculture Bill - Framework

- Public money for public goods
- Phasing out direct payments
- Food and agricultural markets
- Intervention in agricultural markets
- Transparency and fairness
- Matters relating to farming and the countryside
- Marketing standards, organic products and carcass classification
- WTO Agreement on Agriculture



The Environment Bill

- Significant implications for agriculture
 - Clear Air Strategy 2019
 - Reduction of ammonia emissions
 - 25 year environment plan
 - Vision for how land will be used
 - Waste and resource strategy
 - Producer pays principle



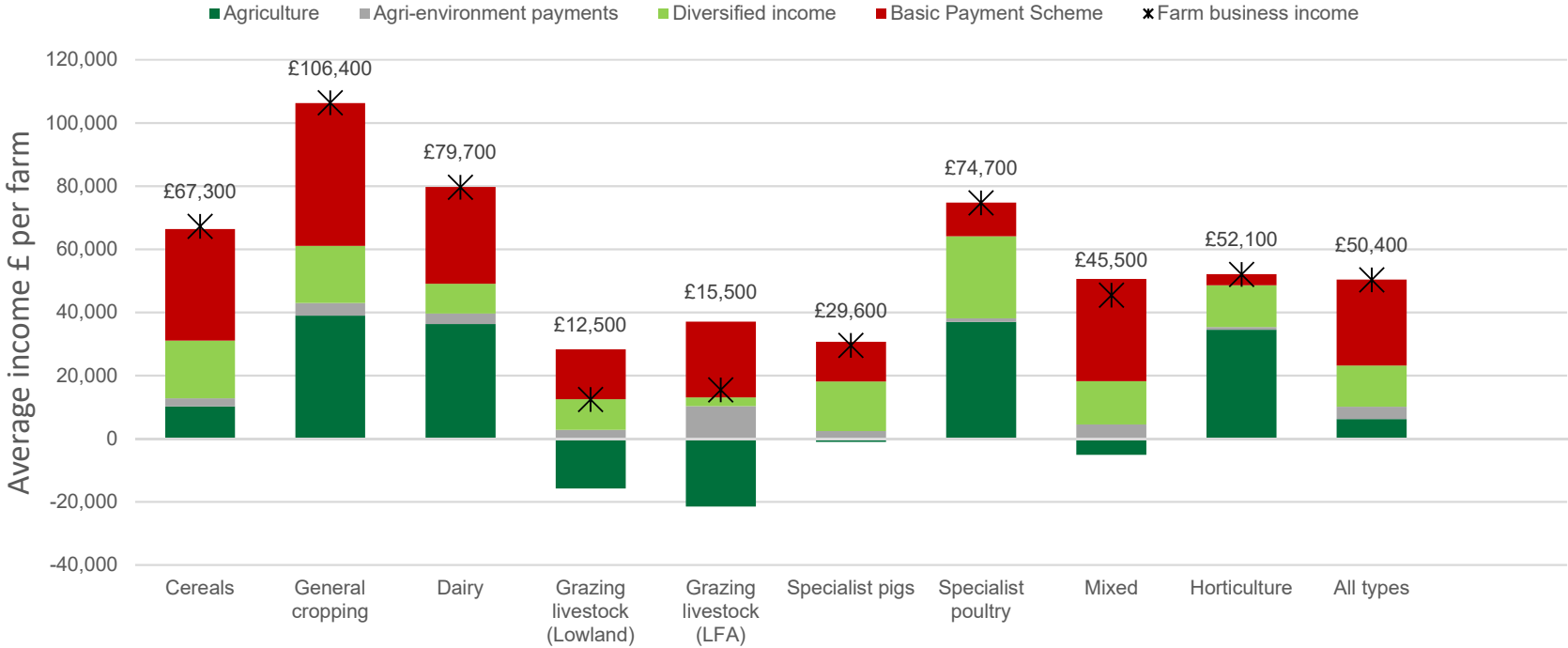
Transition Period – what does it mean for farmers?

Payment Bands	% Reduction
Up to £30,000	5%
£30,000 to £50,000	10%
£50,000 to £100,000	20%
£150,000+	25%

Year	Payment (£)	Year	Payment (£)	Year	Payment (£)
2020	30,000	2020	70,000	2020	160,000
2021	28,500	2021	62,500	2021	134,000
2022	22,800	2022	50,000	2022	107,200
2023	15,960	2023	35,000	2023	75,040
2024	11,172	2024	24,500	2024	52,528
2025	6,703	2025	14,700	2025	31,517
2026	4,022	2026	8,820	2026	18,910
2027	2,011	2027	4,410	2027	9,455
2028	0	2028	0	2028	0
Pre-reduction	210,000	Pre-reduction	490,000	Pre-reduction	1,120,000
Post-reduction	91,168	Post-reduction	199,930	Post-reduction	428,650

Farm Business Income by Cost Centre 2018/19

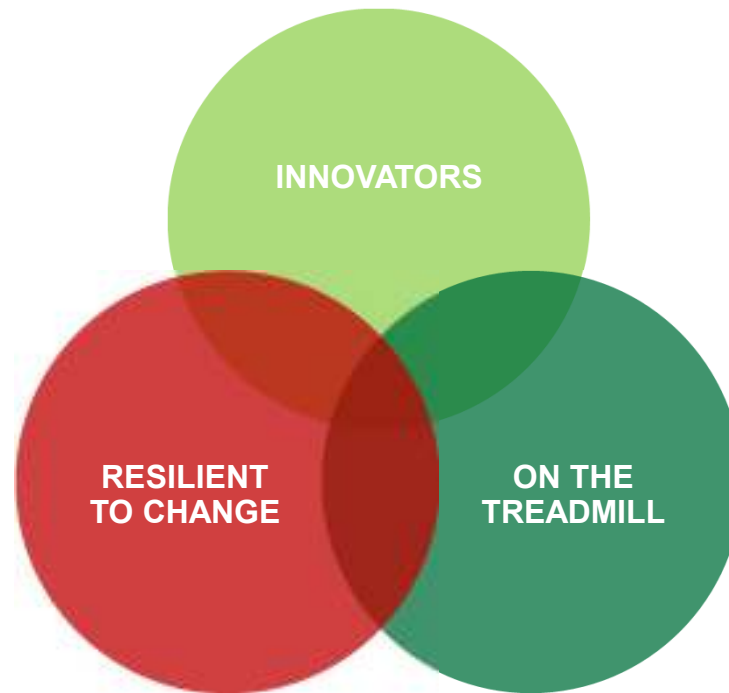
Source: Defra Farm Business Survey 2019 (England)



Farm Business Income 2018/19

North East	Agriculture £	Agriculture %	Agri-Enviro £	Agri-Enviro %	Diversification £	Diversification %	BPS Income £	BPS Income %	Total
Cereals	10,340	16	3,633	6	21,091	32	33,614	51	65,345
LFA Grazing Livestock	(13,614)	-58	6,068	26	6,119	26	33,826	145	23,377
Low Grazing Livestock	(33,200)	-576	5,747	100	8,564	149	28,877	501	5,759
Dairy (NO DATA)									
Mixed	(17,168)	-34	5,098	10	10,215	20	59,290	118	50,259
Yorkshire & Humber	Agriculture £	Agriculture %	Agri-Enviro £	Agri-Enviro %	Diversification £	Diversification %	BPS Income £	BPS Income %	Total
Cereals	21,017	36	1,099	2	6,350	11	32,265	55	58,473
LFA Grazing Livestock	(22,030)	-672	5,290	161	1,484	45	23,271	710	3,278
Low Grazing Livestock	(13,112)	-103	3,942	31	6,555	51	18,813	147	12,763
Dairy	57,810	67	2,811	3	1,484	2	25,725	30	85,792
Mixed	2,685	7	2,078	6	6,641	18	26,970	74	36,568
North West	Agriculture £	Agriculture %	Agri-Enviro £	Agri-Enviro %	Diversification £	Diversification %	BPS Income £	BPS Income %	Total
Cereals	(2,630)	-8	2,667	8	9,166	27	28,205	82	34,308
LFA Grazing Livestock	(31,882)	-144	19,796	90	2,490	11	38,320	173	22,108
Low Grazing Livestock	(16,086)	-135	1,669	14	5,815	49	24,377	205	11,881
Dairy	34,523	51	2,124	3	5,711	8	27,770	41	68,179
Mixed	(13,115)	-88	1,113	7	10,380	69	18,792	125	14,986

Farm Business Categories



What characteristics will make you more likely to be in the top 25%?

1. Minimise overheads
2. Set aims and objectives – personal and business
3. Prepare budgets
4. Compare your business with others
5. Know your market
6. Attention to detail – focus on marginal gains
7. Be prepared to change if necessary
8. Innovate
9. Look after your staff
10. Specialise

Source: Agriculture and Horticulture Development Board (AHDB) – Preparing for change: The Characteristics of top performing farms

A large white question mark is superimposed on the right side of the image, extending from the top to the bottom. The background is a scenic view of rolling green hills under a blue sky with scattered white clouds. In the middle ground, there is a farm with several buildings and a stone wall in the foreground.

**How does the
Agricultural Bill
affect your business?**

**Deal with the challenges and
think about the opportunities!**

How can Consultants help?

- Business planning, restructuring and family succession
- JV Agreements
- Tender Applications
- Funding Briefs
- Agricultural Justification Appraisals
- Basic Payment Scheme
- Carbon Trading
- Farm Secretarial Services
- Rural Grants
- Environmental Schemes transition to ELMS
- Budgeting and Cash Flow
- General Farm Management
- Business Recovery/Insolvency
- Expert Witness
- GIS Mapping
- Non Exec Roles

