



THE PRINCE'S
COUNTRYSIDE
FUND

Farm Cornwall

SOUND, PRACTICAL, REALISTIC & CONFIDENTIAL ADVICE

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2019-2020 has been a year of contrasts - a wet autumn delaying or drowning winter cereal crops which meant that, by the turn of the year, only 40% of the UK's cereal crop had been sown. That was then followed by a huge increase in spring cereal sowings and a drought, followed by rain and extremely high temperatures. As a consequence cereal crops look down across the whole country—I recently heard that in the North East of England straw is now £60 per bale. However, here in Cornwall they don't look bad although straw will certainly be in short supply. Beef and lamb prices have risen markedly in what has been a fairly lacklustre trade for the past two years, basically on the back of stockpiling in preparation for the various Brexit days, that

meat in cold stores had to be released first before the buyers would return to the live market. Breeding and store sales have rallied, we are told, on the back of the "Bounce Back loan" with farmers feeling flush with up to £50K of Government loans to reduce trade debt. Yet the contract milk price remains stubbornly where it has been for the last two years and spot milk prices at 30ppl. Potatoes have been lifted in good conditions but with consumption down and stocks at relatively high levels trade price is £100/t off the field, some even being sold direct to stock feed at £10/t. The combination of Brexit, extremes of weather and corona virus do make the job of farming and predicting where it is going a conundrum.

Funding for Farm Cornwall

I am delighted to report that we have received funding donations from HDH Wills Charitable Trust and The Norman Family Charitable Trust—we are hugely grateful for this and would like to take this opportunity to express our thanks for their generosity and contribution towards keeping Farm Cornwall in operation. We have also received a Prince's Countryside Fund Covid 19 Grant for



Farmer Support Groups, for which we are

also very grateful. Many, many thanks for all of you who expressed support on Facebook following my frustration at Farm Cornwall being asked to quantify how much value we generate in supporting farmers. As you are all aware, we receive no government funding and rely totally on donations to continue operating. If any of you are aware of any organisations that may be willing to contribute to our running costs, please do let me know.



Product	July 2020
Milk	28.55ppl
Straw	£95-108
Lamb (39-45kg)	225.9p/kg
Beef 551-650kg steers	195.8p/kg
18% Dairy Feed	£250/T

Edward's Joke: Studies show that cows produce more milk when the farmer talks to them. It's a case of in one ear and out the udder

Basic Payment Scheme (BPS), Greening rules and Countryside Stewardship Mid Tier

Amendments to 2021 CS applications will be allowed as it has been announced that greening requirements for next year's BPS claims have been dropped. For example under BPS there is a requirement for 5% Environmental Focus Area EFA. Usually this manifests itself as fallow, legumes, hedgerows, buffer strips or cover crops or a combination of those options. In the past these options could

potentially have clashed with or be shared with wild flower options under Countryside Stewardship options. This will no longer be the case as greening will not apply to 2021 BPS applications. The three-crop rule was dropped for BPS 2020 application and this new change is a further break from the original BPS that came in 2015. The exchange rate for BPS payments in 2020 will be set at €1 =

£0.89092 similar to the 2019 value as such BPS payments will be of similar value to 2019 payments.

Please remember all payments under £30,000 for 2021 will drop by 5%, then will see further reductions until 2027 when we will see the last payment made under the current BPS scheme.

Prince's Countryside Fund Resilience Programme

We still have three workshops left to deliver for the group that operates from the County Showground and we have planned that (subject to C-19 restrictions) our next meeting, on succession, will take place on Wednesday 7th October, with Heather Wildman from Saviour Associates

being the guest speaker. Planning for your future has never been more important or timely as none of us know what is round the corner or what the future holds but this is no excuse for putting off sorting your business and finances and making plans for the future. This workshop addresses the issues that many people and families put off and

avoid in a fun, engaging and interactive way, providing ideas and solutions to what can often seem daunting and too hard.

Saviour Associates
vision • collaboration • communication

Prince's Countryside Fund Resilience Programme— Recruitment arrangements for 5th Group

We are currently recruiting county-wide for farmers to attend the 7 workshop course starting in November and ending in April 2021. Each workshop is from 11.00 am to 2.30/3.00pm finish and will take place at the Royal Cornwall Showground.

Obviously this is what we hope we will be able to deliver but Covid-19 may interfere with this proposal so some changes maybe required as we progress through the programme.

Commitment is to all meetings and is open to all the family and is FREE, if you are interested please contact edward@farmcornwall.co.uk or 07775667825

BUILD A BRIGHTER FUTURE FOR YOUR FAMILY FARM BUSINESS

#FarmResilience



The Prince's Farm Resilience Programme offers FREE business skills training and advice to family farms in 15 locations across the UK each year. Through a series of workshops and one to one support, it will help you to ensure that you are making the most of your business for a more efficient and sustainable future.

What does it involve?

- Join a local group of up to 20 like-minded family farms.
- Receive assistance to complete a Business Health Check to measure current costs, and see where you could make savings.
- Benefit from one-to-one support to look at implementing change and ideas on your farm.
- Workshop topics cover financial, business and environmental management, as well as succession planning, and are delivered by expert consultants.
- Become part of the alumni group, a growing network of like-minded farmers across the UK.
- Prepare for upcoming changes in policy.

Who is eligible to join?

- The programme is open to family farms with a main enterprise of beef, sheep or dairy.
- Any members of the family or partners involved in the farm are welcome to attend workshops.
- Both tenant farmers and owner occupied farmers are encouraged to join.







How do you sign up?
To find out more and sign up visit www.princescountrysidefund.org.uk/farmresilience or contact the team einfo@countrysidefund.org.uk ☎ 07990 371158




Registered charity in England and Wales (130077) and Scotland (SC246019)

The Prince's Farm Resilience Programme Workshop Overview



Workshop Topic	Objective	Delivered by
1. Business Health Check tool feedback	This workshop will include anonymous feedback from the results of the Business Health Check tool. Each farmer will receive an individually analysed report, and go on to have a chance to compare the data within the group to explore the reasons behind varying results and look at the benefits of different methods of keeping and using records.	
2. Practical cost management	This workshop will look at practical solutions to cost saving, including ways to make efficiencies through pasture, feed costs, housing livestock and sharing examples of best practice.	
3. Getting to know your finances	Building on the practical suggestions explored so far this workshop will look at different techniques for budget planning, managing cash flow and evaluating income. It will explore how accounts are put together, and how they can advise your decision making on-farm.	
4. Managing your Farmed Environment	This workshop will look at ways of identifying and measuring public goods on your farm and opportunities and advice around farming in harmony with the environment within the new policy framework being developed.	
5. Planning for your future	This workshop looks at planning for succession, communicating within the family and future proofing your farm business.	
6. Business planning and managing change	This workshop encourages families to look at their farm businesses, to identify short- and long-term aims, analysing the businesses strengths, weaknesses, opportunities, and threats and how to manage change through planning for the future.	
Summer Meetings	The group will have the opportunity to choose the topics of your summer meeting/s. These meetings are more sociable events and have previously included BBQs and farm tours. Some topics of these more relaxed meetings have been grassland management, livestock nutrition and marketing.	TBC depending on workshop topic

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New Environmental Land Management Scheme (ELMS)

ELMS is starting to take shape on 25 farms on Exmoor around the Avill Valley. This scheme will be the first of many across the country that will eventually formulate how the ELM scheme will finally work and be rolled out in 2024, initially replacing the Countryside Stewardship Scheme (CSS) and then the Basic Payment Scheme in 2027. Existing and new CSS schemes will merge into the ELM scheme in 2024, allowing the BPS to continue for a further 3 years. How the scheme works on Exmoor follows a survey of the farmers contained in the following: <http://www.ehfn.org.uk/exmoors-ambition>

The scheme looks at the natural capital of

each farm, rivers, woodland, heathland, hedgerows, flora and fauna etc. Also the landscape and how the farm can add to characteristics of the area. Payment levels are currently being evaluated to determine how the farm is managed in terms of using the natural capital to benefit the landscape as a whole. The ELMs is split into three payment levels; base level equal to the current CSS mid tier; middle tier ELM will fit the smaller landscape area; the higher tier will fit the larger landscape areas, effectively building on the natural capital and the character benefits of each farm to create a larger landscape picture.

My main concern is that for the ordinary commercial farm that doesn't fit into the valued landscapes like Exmoor, Bodmin

Moor, Penwith Moors and Camel Valley, the ELMs Scheme will provide some support to all farmers but for those farmers not in the valued landscapes area or those that cannot provide a service such as the storage of water at times of flooding, they are going to find the ELMs scheme is not going to be the contributor to profitability. BPS is and was.



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If you have any information which you think might be useful to other farmers, please feel free to email us on mail@farmcornwall.co.uk