



Delivering environmental benefits
whilst maintaining financial margins

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Is this just an Oxymoron?

- Taking land out of production
- Incurring extra costs
- Need extra income

How do we do it at The Grange?

- Practical farming experience – knowing your own land
- Technology
 - yield maps
 - soil maps
 - Agronomy help e.g. SOYL or OMNIA
- Understand our costs of production

Environmental benefits from BPS and Stewardship

- Farm gets BPS, has ELS / HLS scheme
- Current requirements and schemes
 - Greening measures
 - Ecological Focus Area Fallow
 - Countryside Stewardship Mid and Higher Tier
- What do we need in the future?

Post Brexit - What we need to avoid

- **B**ungled
- **A**gricultural
- **L**and
- **S**upport
- **U**tilisation
- **P**rogramme

Post Brexit - What we really need

- **S**ustainable
 - **I**ntegrated
 - **M**anagement
 - **P**lan
- for
- **L**iving
 - **E**nvironment

Our Farm in Northampton

- 7% worst performing land in HLS until 2023
- Water courses buffered
- Small fields turned into wild flower meadows
- Floristically enhanced grass margins
- Wild bird seed mixtures
- More species and numbers already

Whole Field Cropped (10ha)

COST OF PRODUCTION (COP) CALCULATOR

Field Size (Ha) **10**

Yield (Tonnes/Ha)	% Field	Area (Ha)	Yield (Total Tonnes)	Operational COP (£/Tonne)
4	1	0.1	0.4	275
5	12.6	1.26	6.3	220
6	11.8	1.18	7.08	183
7	1	0.1	0.7	157
8	26.4	2.64	21.12	138
9	26.4	2.64	23.76	122
10	10	1	10	110
11	5	0.5	5.5	100
12	2.8	0.28	3.36	92
13	1	0.1	1.3	85
14	1	0.1	1.4	79
15	1	0.1	1.5	73
8.24	100	10	82.42	133

Average Yield (T/Ha)	8.24
Operational COP (£/Ha)	1100
Operational COP (£/T)	
Average	133
Wheat Price (£/T)	135
Profit per tonne	2
Field Profit (£)	126.7

90% field cropped (9ha)

COST OF PRODUCTION CALCULATOR

Field Size (Ha)	10				
	Yield (Tonnes/Ha)	% Field	Area (Ha)	Yield (Total Tonnes)	Operational COP (£/Tonne)
	4	0	0	0	
	5	3.6	0.36	1.8	220
	6	11.8	1.18	7.08	183
	7	1	0.1	0.7	157
	8	26.4	2.64	21.12	138
	9	26.4	2.64	23.76	122
	10	10	1	10	110
	11	5	0.5	5.5	100
	12	2.8	0.28	3.36	92
	13	1	0.1	1.3	85
	14	1	0.1	1.4	79
	15	1	0.1	1.5	73
	8.61	90	9	77.52	128

Average Yield (T/Ha)	8.61
Operational COP (£/Ha)	1100
Operational COP (£/T)	
Average	128
Wheat Price (£/T)	135
Profit per tonne	7
Field Profit (£)	565.2

Profit per tonne increased by £5
 Field profit increased by £438.5

80% field cropped (8ha)

COST OF PRODUCTION CALCULATOR

Field Size (Ha) **10**

Yield (Tonnes/Ha)	% Field	Area (Ha)	Yield (Total Tonnes)	Operational COP (£/Tonne)
4	0	0	0	
5	0	0	0	
6	0	0	0	
7	5.5	0.55	3.85	157
8	26.4	2.64	21.12	138
9	26.4	2.64	23.76	122
10	10	1	10	110
11	5	0.5	5.5	100
12	2.8	0.28	3.36	92
13	1	0.1	1.3	85
14	1	0.1	1.4	79
15	1	0.1	1.5	73
9.08	80	8.0	71.72	121

Average Yield (T/Ha)	9.08
Operational COP (£/Ha)	1100
Operational COP (£/T)	
Average	121
Wheat Price (£/T)	135
Profit per tonne	14
Field Profit (£)	992.2

Profit per tonne increased by £12
Field profit increased by £865.5

What we need to think about going forward from today

- Mind the gap before HM Treasury funding starts
- NGO pressure will be to increase area in Environmental Management
- Looking at Cost of Production may identify areas of opportunity for more field profit
- Find ways to minimise loss of habitat because of gap in funding