

SFI 2023: WHAT YOU NEED TO KNOW

Amelia Rome

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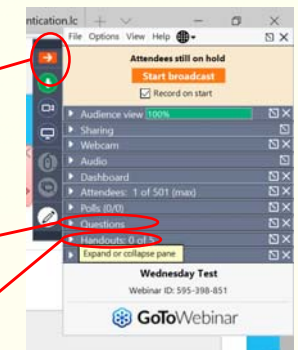
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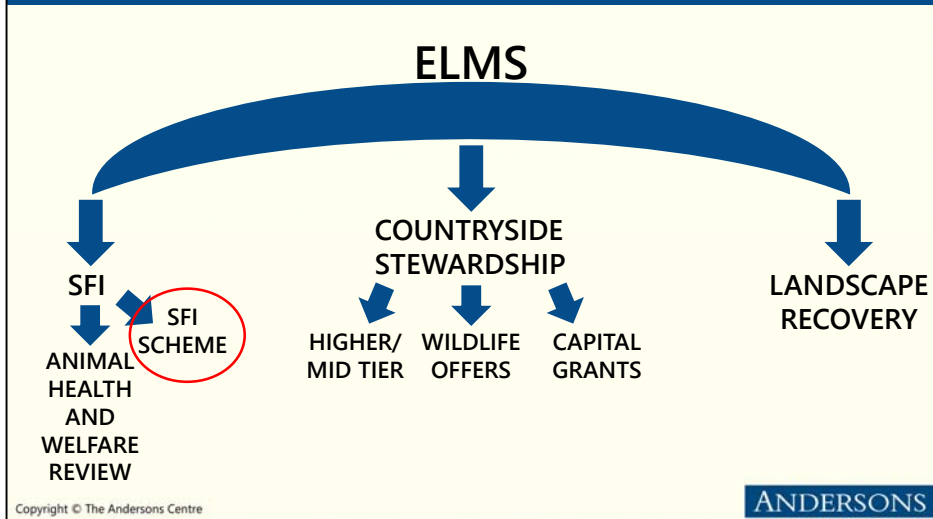


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Instructions to ask questions.

ELMS ~ OVERVIEW



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Environmental Land Management (ELM) covers a suite of schemes. This includes the Sustainable Farming Incentive (SFI) but also an (improved) Countryside Stewardship (CS) scheme and also Landscape Recovery. This webinar focuses on the SFI, but there are other schemes available – mainly for those that wish to do more environmental work.

SFI ~ OVERVIEW

- **Broad offer – target of 70% of English farms taking part**
 - 'Standards' covering different topics, then options within each Standard
 - *system of 'Levels' (Introductory, Intermediate etc.) now dropped*
 - 3-year agreements, possible to 'upgrade' agreements annually
- **Four 'Standards' launched in 2022** - Arable Soils; Grassland Soils; Moorland and Animal Welfare 'Standards'
- **Six more for 2023** – Hedgerows; IPM; Nutrient Management, Farmland Wildlife (Arable & Grass), Buffer Strips, Low-Input Grass
- **In 2024** - Agro-forestry, Farm Woodlands, Min-Till, Organic, Orchards (?). Potentially others
- **Year-round applications; quarterly payments**
- **Application process all online - generally easy (so far)**
 - interaction with CS (or, which to go for) can be complex

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The Sustainable Farming Incentive is the first part of the ELM to be launched. It started in summer 2022 with four 'Standards'. Due to the limited options available (and the difficulty in building a remunerative scheme) initial uptake was slow. Six more Standards were launched in early 2023 and a 'Management Payment' to help with the time/costs of application. We expect this will boost take-up. Further Standards are planned for 2024 onwards. Most applicants have found the mechanics of application easy (the online system is much better than previous Defra IT projects). The complexity arises from working out how the SFI fits with the farm and particularly whether to go for SFI or Countryside Stewardship (CS) on a land parcel (the existence of CS 'Wildlife Offers' and Capital Grants further complicates things). Once more SFI options are added more 'planning' time is likely to be required.

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SFI ~ TIMINGS

- **Not currently possible to apply for SFI**
 - closed as of 21st June to allow new 2023 Standards to be added
- **New applications via a 'controlled rollout' starting August**
 - RPA inviting individual businesses to apply whilst 'monitored'
 - timetable dependent on whether IT performs
 - *unlikely to be general applications before October?*
- **Further Defra update in 'the autumn'**
 - to cover SFI 2024 Standards and 'new' Countryside Stewardship (CS)
- **Those with 2022 SFI agreements will be contacted shortly**
 - if not already contacted (3 – 6 months before annual 'anniversary')
 - will be ended (with compensation (unknown)) to go into SFI 2023

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The SFI is currently closed to applications. It will be open again this month, but not for everybody. The IT systems will be tested with a 'soft' launch before being made more widely available. As the number of Standards multiplies, then the complexity of the system grows significantly. It may be late September, or even October, before it is freely available. More detail on future schemes is expected from Defra in 'the autumn'. Given past performance, this might be November. The deadline for the Countryside Stewardship is fast approaching.

SFI ~ PRINCIPLES

- **Simple** – farmers themselves to apply-for and manage
 - many want assistance for reassurance – even under 'simple' SFI 2022
 - easy to apply; skill is knowing *what* to apply for
- **Flexible** – choice in Standards, Options and which land to enter
 - can make things complicated – what do you go for?
- **Comprehensive** – Standards to cover a huge range of topics
 - could become an 'everything' scheme
- **Value for Money** – principle of 'public money for public goods'
 - less profit than BPS – you have to do something for the support
- **Dynamic** – changes made quickly if a better way is found
 - rules can change – e.g. 2022 Soil Standards
- **Non-prescriptive** – some choice on how to comply with rules
 - *'am I doing this right?'*

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The SFI is designed to be a scheme that will offer something to the majority of English farmers. It is not a direct replacement for the BPS – but it is a way for farmers to get some of their 'lost' BPS money back. This slide lists some principles of the SFI (they are *our* interpretation of the underlying principles, rather than anything Defra has published). These show the 'good intentions' behind much of the scheme design. But it can also highlight how these intentions can turn into practical problems for those trying to deal with the scheme.

SFI 2023 ~ SOILS, MOORLAND & HEDGES

Soils

Complete a Soil Management Plan including assessing soil and testing soil organic matter - **SAM1 (static)** £95 + £5.80 pr Ha

Establish and maintain multi-species winter cover crops - **SAM2 (rot.)** £129 per Ha

Establish and maintain herbal leys - **SAM3 (rotational)** £382 per Ha

Moorland

Assess moorland (soil type, vegetation and public goods potential) and produce a written report - **MOR1 (static)** £265 + £10.30 pr Ha

Hedgerows

Assess and record hedge condition (1 side) - **HRW1 (static)** £3 per 100m

Manage for a range of heights/widths (1 side) - **HRW2 (static)** £10 per 100m

Hedgerow trees – 1 per 100m (2 sides) - **HRW3 (static)** £10 per 100m

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This slide provides a brief summary of the Soils Standard, the Moorland Standard, and the Hedgerow Standard.

SAM1 is available on all arable land, permanent pasture and permanent crops (horticultural and non horticultural)

SAM2 is equivalent to SW6 under CSS. It is available on all arable land and horticultural permanent crops.

SAM3 is available on all arable land and improved permanent grassland. GS4 under CSS.

HRW2 is BE3. Your hedges do not need to be registered with the RPA in order to apply for the Hedgerow options, so no more arduous RLE1 forms.

SFI 2023 ~ IPM & NUTRIENT MANAGEMENT

Integrated Pest Management (IPM)

Complete Integrated Pest Management (IPM) assessment and produce an IPM plan - **IPM1 (whole-farm)** £989 per year

Establish and maintain flower-rich grass margins, blocks, or in-field strips - **IPM2 (rotational or static)** £673 per Ha

Establish a companion crop - **IPM3 (rotational or static)** £55 per Ha

No use of insecticide - **IPM4 (rotational or static)** £45 per Ha

Nutrient Management

Complete a Nutrient Management (NM) assessment and produce an annual NM review report - **NUM1 (whole-farm)** £589 per year

Establish and maintain legumes - **NUM2 (rotational or static)** £102 per Ha

Establish and maintain legume fallow - **NUM3 (static or rotational)** £593 per Ha

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This slide provides a brief summary of the IPM and Nutrient Management Standards.

IPM 1 is 1x per 'farm business'. Is available on all arable, permanent grassland and permanent crops.

IPM 2 is equivalent to AB8 and is available on all arable land and permanent crops.

IPM 3 is available on all arable land and horticultural permanent crops.

IPM4 is only available on arable crops, not temp grassland and permanent crops. And you can use molluscicides.

NUM 1 1x per 'farm business'. Is available on all arable, permanent grassland and permanent crops.

NUM 2 is only available on temporary grassland or improved permanent pasture.

NUM 3 is the equivalent of CSS AB15. It is available on arable land and permanent horticultural crops.

SFI 2023 ~ WILDLIFE & BUFFER STRIPS

Wildlife on Arable & Horticultural Land

E & M* block or strips of pollen and nectar mix - AHL1 (<i>static or rot.</i>)	£614 per Ha
E & M* blocks or strips of winter bird food - AHL2 (<i>static or rot.</i>)	£732 per Ha
E & M* grassy field corners or blocks - AHL3 (<i>static only</i>)	£590 per Ha

Wildlife on Improved Grassland

Grassland field corners and blocks out of management - IGL1 (<i>static</i>)	£333 per Ha
Manage improved grass to provide winter bird food - IGL2 (<i>s. or rot.</i>)	£474 per Ha

Buffer Strips

E & M* a 4-12m buffer strip on arable land - AHL4 (<i>static only</i>)	£451 per Ha
E & M* a 4-12m buffer strip on grassland - IGL3 (<i>static only</i>)	£235 per Ha

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* Establish and maintain

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This slide provides a brief summary of the Wildlife Standards for Arable Land and for Grassland. There is also a Buffer Strips Standard.

AHL1 is equivalent to CS AB1. It is available on all arable land and horticultural permanent crops.

AHL2 is CSS AB9. It is available on all arable land and horticultural permanent crops.

AHL3 is available on all arable land and horticultural permanent crops.

IGL1 is essentially CSS GS1. It is available on temporary grass and improved permanent grass.

IGL2 is GS3 CS. It is available on temporary grass and improved permanent grass.

AHL4 is SW1 and is available on arable crops and horticultural permanent crops.

IGL3 is SW2 and is available on temporary grass and improved permanent grass.

SFI 2023 ~ LOW INPUTS + OTHERS

Low-Input Grassland

Grassland with very low nutrient inputs (non-SDA) - LIG1 (<i>static</i>)	£151 per Ha
Grassland with very low nutrient inputs (SDA) - LIG2 (<i>st.</i>)	£98 per Ha £151 per Ha

Animal Health

Vet visit to discuss health issues and undertake tests – annual payment for three years
Pigs - £684; Beef - £522; Sheep - £436; Dairy - £372

Management Payment

For application and admin £20 per Ha for up to first 50 Ha entered

Commons Payment

If a group of 2 or more people enter an SFI on a Common £6.15 per Ha

Some SFI Standards/Options may be time-limited

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This slide provides a brief summary of the Low-Input Grassland Standards. There are also a number of other elements to the SFI which are covered on this slide.

The Animal Health Standard is not area-based, unlike all the others. There are two additional payments. The first, a Management Payments, is a reflection of farmer's time to learn about the new scheme, decide whether it works for them, and make the application. It also covers general administration of the scheme. The second payment is focused on Commons. It should be recognized that not all the Standards or Options available now may continue to be available in the future. The 'baseline' may move up over time.

LIG1 is GS2 and LIG 2 is GS5, these are both available on temporary grassland, improver and low input permanent grassland.

STACKING SFI

- Most SFI options have been designed to be compatible – i.e. you can site them on the same land
- For example, on an arable field you could have
 - SAM1 – soil plan, *plus*
 - SAM2 – winter cover crop, *plus*
 - IPM1 – IPM plan, *plus*
 - IPM4 – no insecticide, *plus*
 - NUM1 – nutrient management plan, *plus*
 - HRW1 – hedge management, around the field boundaries
- Fairly obvious / logical where SFI options *can't* be stacked -
 1. where you have to grow something specific – e.g. couldn't have SAM2 (winter cover crops) on the same land as AHL2 (winter bird food)
 2. where the land type is wrong – arable options on grassland, or anything on moorland

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The SFI is designed to be a cohesive scheme. The various Standards are designed to be compatible in most cases. However, some elements are not allowed on the same parcel of land. SMA2 and IPM3 can be on the same area as long as the companion crop is not present during the winter months.

STACKING SFI & CS

- Tables in SFI Handbook V2 (162 pages!) to show what goes with what
- Computer should say 'no' if wrong stacking options taken
 - *should* also apply to CS options
- Interaction with existing CS agreements can be complex
 - basic principle is that Defra won't pay for the same thing twice, so, where CS doesn't cover something, SFI allowed on top
 - e.g. CS prescriptions silent on soil management so SAM1 can be put on same land as many CS options, likewise, insecticide restrictions not part of CS, so IMP4 (no insecticides) can be added
 - you can't have for example GS4 and SAM3 as this is paying for the same thing twice
 - you can stack SFI on top of CSS base organic options (eg OT1, OT3 etc)
 - 'Intention to Move Form' Deadline? Case by Case?

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The interaction of the various SFI Standards, especially combined with potential CS ones, could get complicated. There is guidance in the SFI Handbook, but the computer system should stop ineligible applications being made. Handbook clearly states what CSS and ES options are compatible with each SFI option.

STACKING OTHER INCOME STREAMS

- **Defra keen to encourage private funding for the environment**
 - but presumption not to pay twice for the same thing
 - *a developing area – Defra/the markets still creating rules*
- **Three main markets** (plus any private ESG initiatives)
 - carbon credits – woodland and peatland Carbon Codes but not agriculture – therefore unregulated
 - Biodiversity Net Gain (BNG) – from November 2023
 - Nutrient Credits (NC) – in certain catchments
- **BNG and NC *cannot* be created through changes funded by SFI/CS**
 - but same land can be used if *additional* enhancements made
 - likewise, enhancements required on land used to generate carbon credits
 - BNG and NC *can* be created on the same land

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Stacking is 'when multiple credits or units from different nature markets are sold separately from the same activity on a piece of land'. It is possible to sell BNG Units and Nutrient Credits (NC) from the same piece of land by stacking them. It is not possible to sell an enhancement funded by an agri-environment scheme as BNG or NC. However, it is possible to use the same land to create further habitat enhancements on top of existing agri-environment agreement. You can sell BNG and NC from the same land you used to sell carbon credits, if you can further enhance the habitat and it does not impact the carbon value. If you have created or enhanced habitat to sell to a private company as part of their CSR, you should not sell them as biodiversity units or nutrient credits. For more information see -

<https://www.gov.uk/guidance/combining-environmental-payments-biodiversity-net-gain-bng-and-nutrient-mitigation> and
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1147397/nature-markets.pdf

APPLICATIONS & MISC

- **SFI only currently open to those who have made a BPS claim**
 - will eventually open up to all land managers
- **Get maps correct with RPA** – boundaries and land covers
- **Tenants do not need Landlords permission (only Tenants can apply)**
 - although would be sensible and polite to let Landlords know!
 - rolling annual FBT now evidence of management control
- **May need to apply for Historic Environment Farm Environment Record (HEFER) if land has archaeological or historic features**
- **Agreements start on the first day of the month**
 - agreements can be added-to on the anniversary
 - cannot generally remove land from an agreement within 3-yr term
- **Annual declaration required (plus evidence if requested)**
 - not yet clear what form this takes – no BPS claims from now on

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At present the SFI is restricted to those who made a BPS claim (in 2023). There are things that farmers can do to prepare for a claim, even if the system is not yet open. The SFI is a Tenant-focused scheme – it is not open to Landlords if a Farm Business Tenancy (FBT) or Agricultural Holdings Act (AHA) tenancy is operating over the land. Those letting out land on Licences should be able to apply for the SFI.

EVIDENCE AND TEMPLATES

“It is up to you how to complete this action as long as you do it in a way that can be reasonably expected to achieve this action’s aim”

- Defra not being prescriptive – no set templates
 - has released ‘how to’ guidance for main options
- Don’t worry *too* much – penalty rules have changed
 - if info isn’t correct, likely to get a ‘must try harder’ rather than a fine
 - have a ‘pack’ of info ready to shove at the inspector . . .

Soil Management Plan

- ‘Assess the soil for all land parcels entered into this action and produce a written soil management plan’. Can be digital or paper
- ‘Test soil organic matter on all land parcels entered within the last 5 yrs.’
 - save copies of soil tests (SOM + others)
 - info on a field-by-field basis or group small land parcels together

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There are questions over what evidence those with an SFI agreement need to collect. Note that there seems no requirement for everyone to submit evidence every year – it will be a sample of SFI agreement holders. There is a lot of flexibility on how to achieve the evidence requirements. This is a result of feedback to Defra stating they have been too prescriptive in the past.

SOIL MANAGEMENT PLAN - EXAMPLE

Field Name	Field Number	Field Details & Description	Good Observations	Problems	Proposed Management Options
21 Acre	SP3456 1056	Mainly sandy loam light soil; suitable for cereals and roots; heavy/wet at one end	Easy working soil; flat; no run-off risk; benefitted from compost and chopped straw in recent years	High stone content; can go tight together at times/risk of capping	Continue current management - apply compost and chopped straw in rotation
Main Road Field	SP3457 0655	Medium / light loam; suitable for cereals and roots; heavier at southern end	Well structured good land, produces high yielding crops; no run-off risk, flat field	High stone content; can go tight. Light land nutrient holding ability?	Continue current management
Long Meadow	593457 1481	Medium loam; suitable for cereals and roots; wet corner by wood and road	Easy working soil, well structured; no risk of run-off.	Wet corner; choose carefully timing of field operations; small area of compaction on clay corner	Continue current management; sub-soil corner after bean crop
New Field	SP3458 2221	Medium loam, light at west end; heavier at eastern end; flat field	Easy working soil	Wet; holds water in hollows in winter despite drains put in and ditches cleaned out	Sub-soil rotationally; could do with some more drains

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This is an example of a spreadsheet one of our Consultants has put together to meet the Soil Management Plan requirements.

EVIDENCE ~ 2

IPM Assessment & Plan

- We believe existing plans (NFU, LEAF, Red Tractor) will suffice
- Remember farmers need a visit from BASIS advisor (or themselves be qualified). Keep record of BASIS number
- Needs to be recorded that there has been a yearly review of plan
- Your BASIS crop protection advisor must:
 - assess your current approach to crop pest, weed and disease management for your land
 - identify and discuss opportunities for using IPM on that land
 - help you to produce a written IPM plan

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This slide gives some thoughts on how to evidence compliance with the Integrated Pest Management Assessment and Plan. It will be important to document visits and meetings.

EVIDENCE ~ 3

Nutrient Management Plan

- Again, record FACTS advisor visit, plus all yearly updates
- Doesn't appear to require a field-by-field analysis (although that would be better)
- General overview of nutrient usage – e.g. looking at nutrient efficiency curve, yield responses, maybe application timings and doses etc.
- You must:
 - assess your current nutrient use and needs for your farm
 - identify and discuss opportunities to increase efficiency of your nutrient usage, and maximise the use of natural sources of crop nutrients on that land
 - help you produce a written nutrient management (NM) review report

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This slide provides more details on complying with the Nutrient Management Plan requirements.

SFI VERSUS CS

- Reason for SFI move to an 'Option' basis is to allow boundary between SFI and (new) CS to become fuzzy – or just disappear
 - you just apply for an option – doesn't matter what scheme it is under
- But some differences at the moment;

	SFI	CS
Herbal Leys	SAM3 – fertiliser allowed	GS4 – no fertiliser, must be rested
Flower Margins	IPM2 – rotational	AB8 – non-rotational
Legume Fallow	NUM3 – rotational 1 year – more flexibility on management	AB15 – 2-year rotational
Low-Input Grass	LIG1 – supplementary feeding allowed	GS2 – no supplementary feeding

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The SFI and new CS are likely to blur into each other in the future. However, at present, there are some differences between the two schemes. This slide highlights some. In general, the SFI rules are probably more advantageous than CS.

'NEW' CS

- Enhanced version of the current CS
 - timings are vague, but elements should appear for 2024. Details in the autumn
- 30 new actions promised by the end of 2024
 - addressing aims of ELMs not currently well-covered by CS – flood management, GHG reduction etc.
- Move to quarterly payments – an annual declaration
- More application windows – possibly year round
 - possibly more flexibility within agreements – changing land etc.
- Collaboration between farmers encouraged through 'CS Plus'
 - probably like the previous Facilitation Fund
- Single portal for CS and SFI – scheme boundaries will be blurred

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There will be significant changes to CS as it moves into an ELM scheme. This slide provides more detail.

LANDSCAPE RECOVERY

- **Radical and large scale land use change**
 - over 500 Ha in agreements; 20-year timeframe
 - biodiversity (rewilding?), river management, afforestation, peat restoration, salt marshes etc.
- **No fixed payment rates – applicants bid for what they need**
 - Defra fully funds 'development phase' but part-private funding assumed thereafter
- **Opened in 2022 – 22 projects funded**
 - was meant to be 15 but 51 applications made
- **2023 round currently open – £15m to fund 25 projects**
 - 21st September 2023 deadline
- **Will be further round in 2024, and annually thereafter (subject to funding)**

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The top-most element of ELM is the Landscape Recovery (LR) scheme. This scheme is for landowners and managers who want to take a more 'radical and large-scale approach' to producing environmental and climate goods on their land. The scheme will initially focus on biodiversity, water quality and net zero. Agreements are expected to be long term, 20-years plus, with safeguards, such as Conservation Covenants in place to protect them in the future. There will be no set list of options with payment rates, instead Defra will work with project managers to negotiate bespoke agreements.

CS CAPITAL GRANTS

- **Standalone – don't need to be in a CS management agreement**
 - compatible with SFI – *worth investigating at same time?*
 - replaces previous Hedgerows and Boundaries grant
- **Circa 70 capital options grouped under four categories**
 - Boundaries, Trees & Orchards; Water Quality; Air Quality; Natural Flood Management
 - things like – sprayer washdown areas; biobeds; biofilters; inspection pits; concrete yards; rainwater systems; fencing; hedging etc.
 - 3 years to get work done (was 2) – items maintained for 5 years
 - maximum grant of £20,000 per category removed
- **Applications open all year round**
 - some items offered under Air & Water Quality headings require Catchment Sensitive Farming Officer (CSFO) approval

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The standalone Capital Grants Scheme under CS has been improved and expanded. It is a bit of a 'Cinderella' scheme and perhaps not that widely known in farming circles. More details of the options available can be found at - <https://www.gov.uk/government/publications/capital-grants-2023-countryside-stewardship/applicants-guide-capital-grants-2023#choosing-capital-items> .

CAPITAL GRANTS

- **Farming Investment Fund:** 40% grants for equipment; runs to 2026
 - **Farming Equipment and Technology Fund** - fixed payments for 120 specified items; online application; min grant **£1,000**, max grant £25,000; scheme limit of £50,000; various 'rounds' planned
 - **Farming Transformation Fund** – larger grants £35k-£500K; 3 'themes' - Water Management', 'Productivity' & 'Adding Value'; 2-stage application
 - **Slurry Investment Scheme (under FTF)** – 50% grant; min £25K, max £250K for minimum of 6 months storage; stores to be covered. *Open soon?*
 - **Animal Health and Welfare Infrastructure Grant** – starting with calf housing. 40% grant min £15K, max £500K. Includes roof-top solar.
- **UK Shared Prosperity Fund (UKSPF) – replacement for LEADER etc.**
 - **grants for diversification, etc.** + Rural England Prosperity Fund
 - to be administered by Local Authorities – no single 'scheme'
 - to open from April 2023?

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A sizeable portion of the funds released by lowering BPS payments has gone into funding capital grants. The Government's aim is to drive investment to improve the productivity of English (UK) agriculture. There is a small scale, online, grant with set payments for small items of equipment. A larger capital grant scheme is also available. New last winter was a grant funding for slurry stores. Although this has now closed, further rounds are expected. The next round of Productivity Grants and the FTF are expected later in the summer and the Slurry grants should open again in the autumn.

Since Brexit there have been no grants for 'Rural Development'. The UK Shared Prosperity Fund is due to open in the spring and should provide support for diversification and economic development.

OTHER 'PRODUCTIVITY' SCHEMES

- **Future Farming Resilience Fund:** free business advice to farmers
 - final phase to run from autumn 2022 to Mar 2025
- **Farming In Protected Landscapes (FiPL): National Parks and Areas of Outstanding Natural Beauty (AONBs)**
 - runs to Mar 2025; variable grant rates: up to 100% if no commercial gain
 - climate change; nature recovery; public enjoyment; landscape preserv.
- **Skills and Training:**
 - The Institute for Agriculture and Horticulture (TIAH) set up as the professional body for farming (CPD in future?)
 - standardised KPIs for each sector to be drawn up by AHDB
- **New Entrants Scheme:**
 - few details but likely to be support for 'programmes' rather than direct aid to entrants

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As well as capital grants, part of the 'productivity' funding will go to improving the skills of farmers. There is an ongoing farm advice scheme which runs until March 2025. A number of providers are offering business advice through this 'Farm Resilience' scheme (including Andersons under the Ricardo consortium). Different providers give a different level of service, so it pays for farmers to 'shop around'. A new professional body is being set up for farming – The Institute for Agriculture and Horticulture (TIAH). Other elements where details are still awaited are a New Entrants scheme and Animal Welfare. Since Brexit there have been no grants for 'Rural Development'. The UK Shared Prosperity Fund is due to open in the spring and should provide support for diversification and economic development.

WHAT DOES A SFI SCHEME LOOK LIKE?

- Mixed farm: 500 Ha Arable and 80 Ha Grass (half low input, half improved)

SFI					
Standard	Option Code	Payment Rate £/(Ha/Unit)	Area Ha	Total £	Notes
Soil Assessment	SAM 1	95		95	£95 standard payment
Soil Tests and Management Plan	SAM 1	5.8	580	3,364	All fields
Herbal Leys	SAM 3	358	40	14,320	50% Grass
Record Hedge Condition	HRW 1	£3/100m/1 side		600	Worked off 10,000m
Manage Hedge	HRW 2	£10/100m/1side		2,000	as above
Hedgerow Trees	HRW 3	£10/100m/2 sides		1,000	
IPM Plan	IPM 1	989		989	
Flower rich margins & blocks	IPM 2	673	3	2,019	In arable fields
No use of insecticide	IPM 4	45	375	16,875	On 75% of arable area
NM Plan	NUM 1	589		589	
Legume Fallow	NUM 3	593	20	11,860	Instead of some Spring Beans
Grassy field corners	AHL 3	590	3	1,770	In arable fields
Buffer strip on arable land	AHL 4	451	3	1,353	Already in place
Low input grassland	LIG 1	151	40	6,040	50% Grass
Management payment				1000	£20/ha up to 50ha
Total=				63,874	Per year for three years

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This is an example of how an SFI agreement can be constructed using various Standards. It shows what might be possible in terms of income generation.

MAXIMISING SFI INCOME

- Get paid for what you are already doing
 - SAM1, IPM4 etc
- Greatest margin where least change to farm system required
 - fit these schemes around your current farming system
- Treat ELM like any other farm enterprise
 - NUM3 (£593 per Ha) vs Spring Beans

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The key to a successful SFI scheme is to integrate it as seamlessly as possible with the existing farming operation. It does not make sense if the SFI agreement is forcing you to do something that you don't want to do. There may be some instances where a whole-field SFI option is better than growing a bad crop. The slide gives a spring beans example, but environmental management may even be better than a poor OSR crop where there's bad flea beetle.

HOW CAN WE HELP?

- **SFI one to one help, to include:**
 - talk through suitable options in more detail
 - SFI income calculations
 - SFI summary document tailored to your farm and system
 - follow up hotline query calls

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We would be pleased to help you getting the most out of the SFI scheme.

CONTACT INFORMATION

Amelia Rome
Farm Business Consultant
The Andersons Centre
Melton Mowbray

01664 503200

arome@theandersonscentre.co.uk

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These are the presenter's contact details. Please call if there are any questions from this afternoon's presentation.