



Organics, Tenders & New Farm Payment Schemes

Mark Russell MRICS

Carter Jonas

Introduction

- Overview of industry
- How Organics is Seen
- Decision Tree
- Future Benefits

Facts & Figures

- Farmers in England

56,521 Farming Businesses
(DEFRA, 2019)

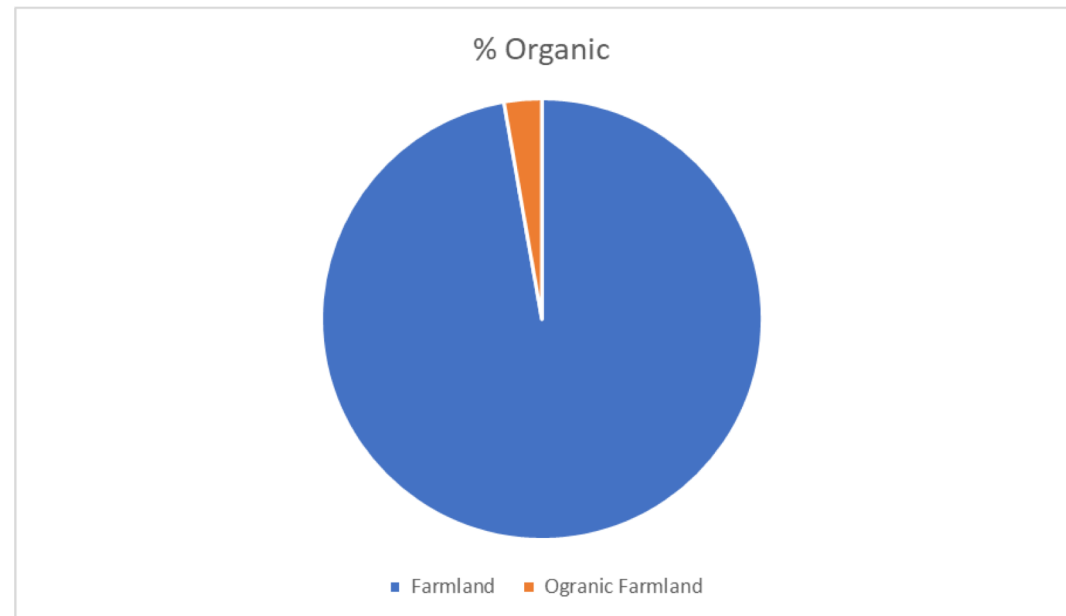
- Organic Farmers in England

3,721 Organic Farmers

(DEFRA, 2019 6,100 in UK with 62% in England)

- By Area

- Rent Levels - Arable



Tender Process

FBT or CFA

- Price
- Farm/Cropping Plan
- Track Record
- Budget

How Organics is Seen



Future impact of Subsidy Changes

- BPS reductions
- ELMS replacement
- Confidence Levels
- Getting in & Getting Out

Decision Tree

- Price – remains king for most clients
- Farm Practice
- Confidence including Get out Options

Future Benefits

- BPS Reductions & impact on base line income
- Access to Sustainable Farming Initiative
- Access to Voluntary Schemes
- ELMS

Payment band	Scheme year			
	2021	2022	2023	2024
Up to £30,000	5%	20%	35%	50%
£30,000 - £50,000	10%	25%	40%	55%
£50,000 - £150,000	20%	35%	50%	65%
More than £150,000	25%	40%	55%	70%

WHAT ARE THE SFI PILOT PAYMENT RATES?

Standard	Initial base rates (first phase of pilot only)
Arable and horticultural land standard	from £28 up to £74 per hectare
Arable and horticultural soils standard	from £30 up to £59 per hectare
Improved grassland standard	from £27 up to £97 per hectare
Improved grassland soils standard	from £6 up to £8 per hectare
Low and no input grassland standard	from £22 up to £110 per hectare
Hedgerow standard	from £16 up to £24 per 100 metres
On farm woodland standard	£49 per hectare
Waterbody buffering standard	from £16 up to £34 per 100 metres

LOCAL CONTACT

HEAD OF RURAL – CAMBRIDGE OFFICE

LEAD ON NATURAL CAPITAL



Mark Russell MRICS

07967 555737

mark.russell@carterjonas.co.uk

RURAL SERVICES

Agency

Valuation

Professional Advice

Estate Management

Rural Development/Diversification

RURAL

RESIDENTIAL

COMMERCIAL

PLANNING &
DEVELOPMENT