

NORTHERN FARMING CONFERENCE 2018

**STRUTT
& PARKER**



ArmstrongWatson®
Accountants, Business & Financial Advisers



NORTHERN FARMING CONFERENCE 2018

ROBERT NEIL

CHAIRMAN OF AGRISCOT

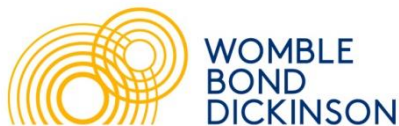
2017 FARMERS WEEKLY

- FARMER OF THE YEAR
- MIXED FARMER OF THE YEAR



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Addressing the perceived failings of Short Term Land Occupation

Robbie Moore

Nuffield Farming Scholar

@R_P_Moore

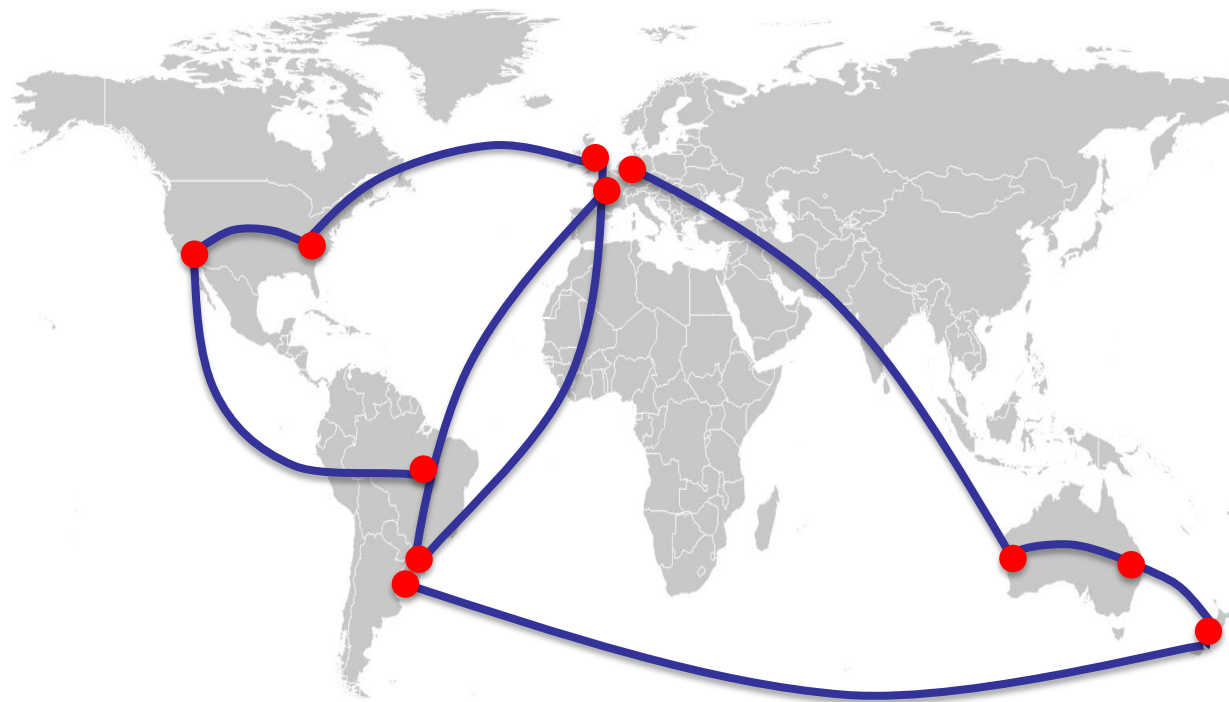
robbie@brockthorpe.co.uk

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Land | Property | Business | Energy



My Nuffield Journey



7 Countries
23 Flights



110 Meetings
& Interviews



76 Farms
Visited



5 Bottles
Used

Addressing the perceived failings of short term land occupation



“What is your
single **greatest**
concern when
occupying
farmland on a
short term basis ?”



Brazil



Rogerio Pacheco



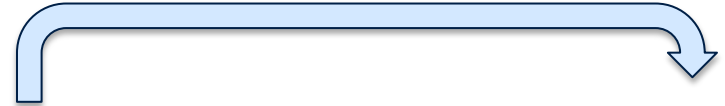


Rogerio Pacheco

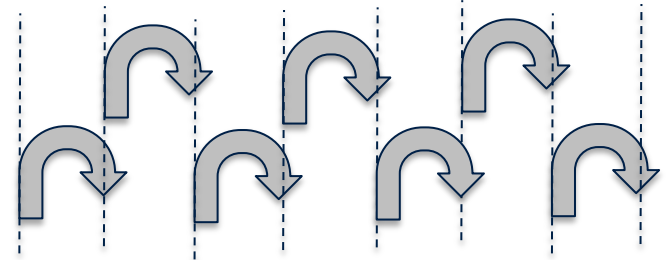


**Reference
Document**

Shared Vision, Common Goal, Set Objectives



**Tenancy –
Annual Agreement**



TIME



Brazil



Rogerio Pacheco



Brazil - Investment



Brazil – People, Mind-set and Culture



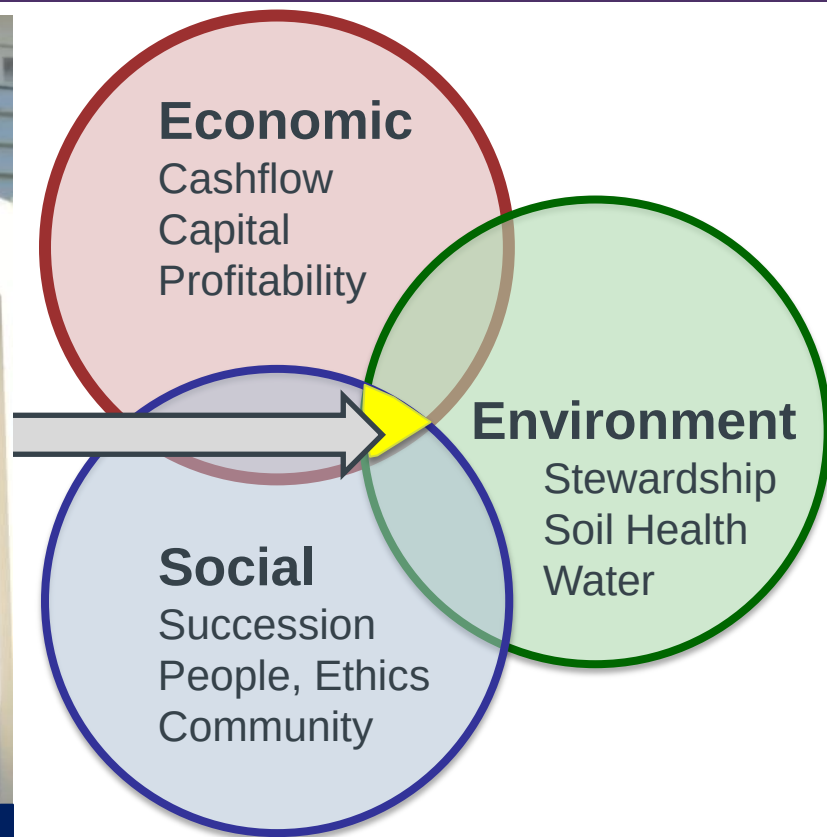
The Arn Family



Considering The Triple Bottom Line



Brad Tatere with Archie, George & Charlie



California Sustainable?

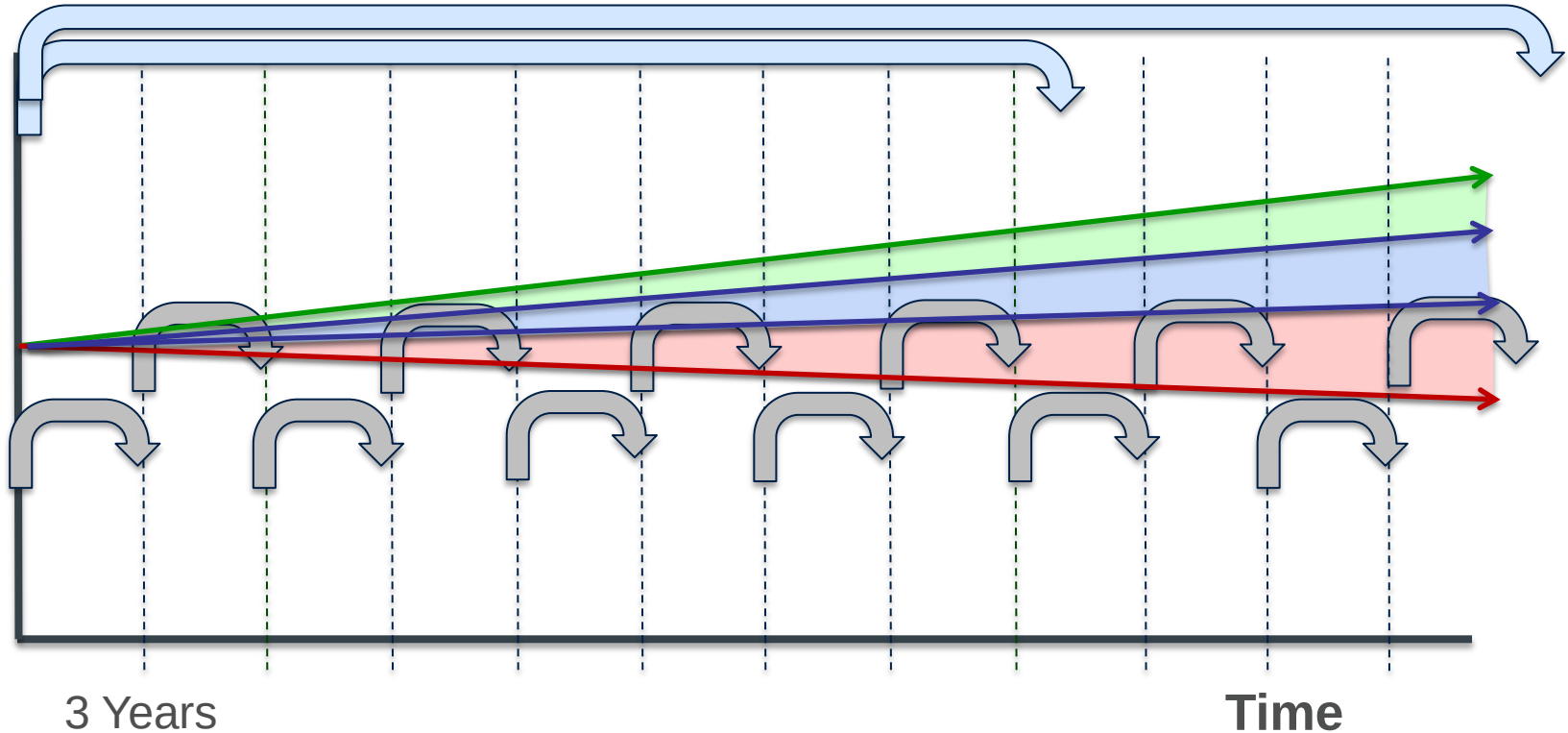


Considering the Asset Value

Shared Vision, Common Goal, Set Objectives



Value



“Are Rural Professionals **‘Thinking Outside the Box’** enough when it comes to providing advice?”



Take Home Messages

-  The Farming Sector and PROFESSIONAL ADVISORS need to **broaden their outlook** and be **more imaginative** when it comes to land tenure options. The whole spectrum of land partnership structures should be considered.
-  PROFESSIONAL ADVISORS need to understand **Soil Health and Wellbeing**.
-  Shared **Objectives**, Common **Goals** and Clear **Visions** should be aligned between the landowner and land entrepreneur to equate to success. Relationships are KING.
-  Removal of unnecessary barriers will help drive **longer term planning**.
-  The **Triple Bottom Line** should always be considered for future proofing.
-  “**Short-termism**” is a **sin** when it comes to farming, **BUT** that doesn’t mean a short-term agreement is a bad thing. **Flexibility** is a business requirement.

Take Home Message



“AGRICULTURE

will eat

STRATEGY

for breakfast any day”

Thank you

Robbie Moore

Nuffield Farming Scholar

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