

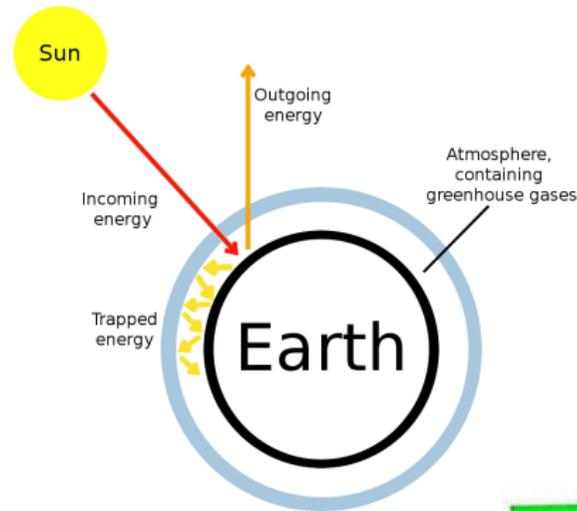
IAgrE Conference – 6 November 2018

Making better decisions and improving performance

Susannah Bolton



Challenge and changes



AHDB has explored Brexit issues within the Horizon series



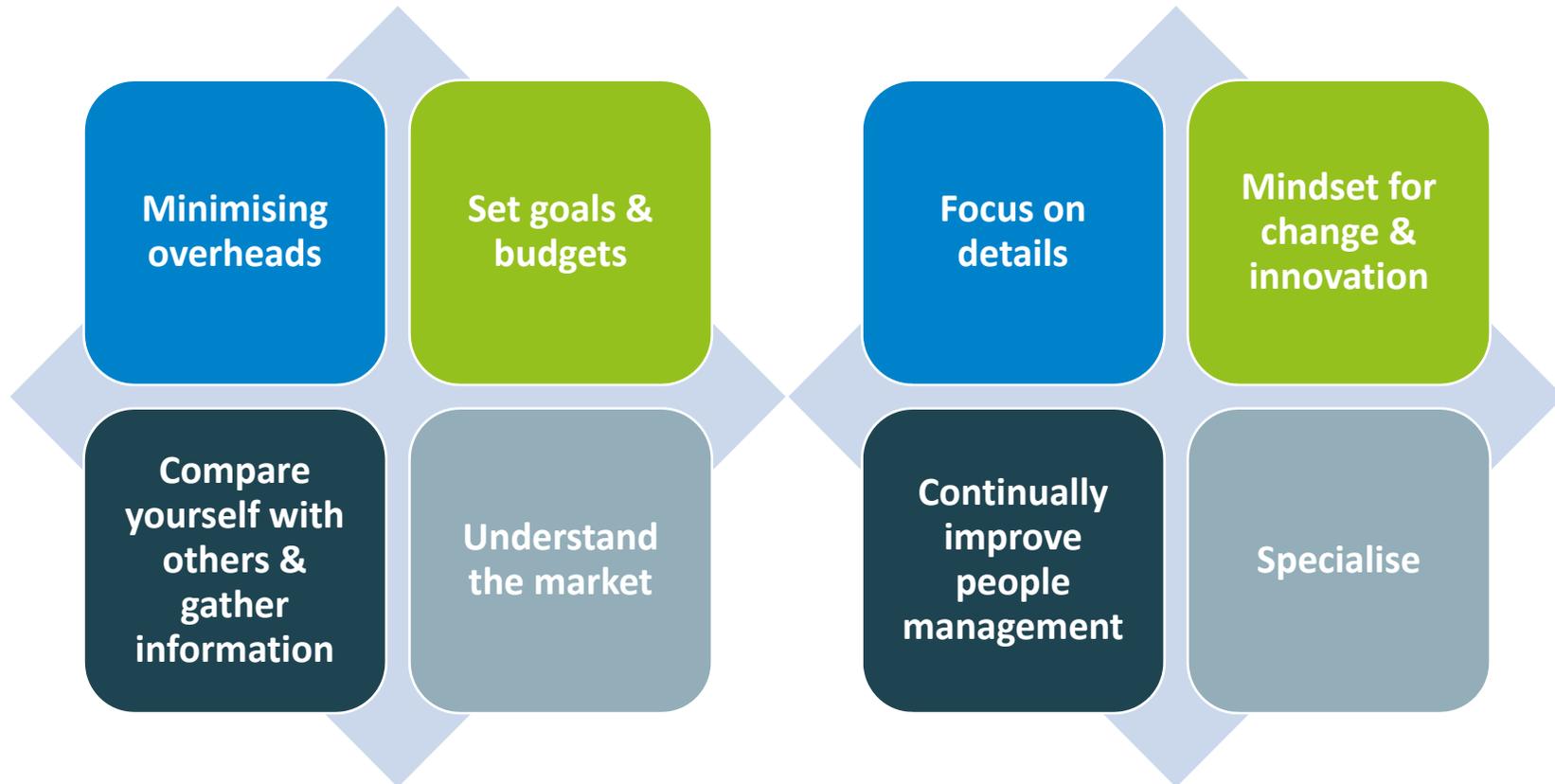
www.ahdb.org.uk/brexit-fit-for-the-future

Our latest report



- Examine the characteristics of a top performing farm
- Set out ways in which farmers/growers can achieve top performance
- In collaboration with Andersons

The eight key factors



Consider what you should pay yourself for different roles on the farm



Tractor driving for today =
£10/hr

Planning the year
ahead = **£100/hr**

Planning the next 10
years = **£1000/hr**

As a farm business manager, time on the tractor is unproductive

Beef Key Performance Indicators

Suckler systems	Grower / finisher system
% calving in first 3,6,9 weeks of calving period	Average daily liveweight gain (kg)
Age at first calving	% prime slaughter cattle hitting target carcass specification
Replacement rate (%)	% cattle on holding treated with antibiotics
200 day weaning weight/kg cow or heifer bred	% mortality
Total cost/kg output	Total cost/head/day

Farmer Participation - GrassCheck GB



GrassCheck GB – Platform Description

- 50 commercial dairy and beef farms located across GB
- All farms equipped with key instrumentation for monitoring actual and potential grassland performance including:
 - Automatic weather stations
 - Soil moisture and temperature probes
 - Electronic Plate-meters
 - Animal weighing platforms (beef farms only)
- Ten farms equipped with additional monitoring facilities including:
 - Soil compaction sensors
 - Soil pH meters
 - GPS Plate-meters
 - Drone technology
- Data collection through automated technology (e.g. internet connected weather station) or by farmer (e.g. pasture growth measurement).

GrassCheck GB – Farmer stories

The screenshot shows a Twitter interface with a tweet from AgriSearch (@AgriSearchNI). The tweet text is: "Maximising lamb from grass will be the key topic of discussion at the upcoming AgriSearch @AFBI_NI @DiscoverCAFRE Sheep Farm Walks on 10th & 11th Sept. bit.ly/2MJQnqk". Below the text are two images: one of a man in a field with sheep, and another of a man in a barn with sheep. The tweet is dated 8:30 am - 4 Sep 2018 and has 3 retweets and 6 likes. The browser's address bar shows the URL https://twitter.com/AgriSearchNI/. The Windows taskbar at the bottom shows the time 13:24 on 10/09/2018.

Browser address bar: <https://twitter.com/AgriSearchNI/>

Twitter profile: **AgriSearch** @AgriSearchNI

Tweet text: Maximising lamb from grass will be the key topic of discussion at the upcoming AgriSearch @AFBI_NI @DiscoverCAFRE Sheep Farm Walks on 10th & 11th Sept. bit.ly/2MJQnqk

Images: Two photos showing a man standing in a field with sheep and a man standing in a barn with sheep.

Tweet metadata: 8:30 am - 4 Sep 2018, 3 Retweets, 6 Likes

Windows taskbar: 13:24, 10/09/2018



Unearth your strengths



Farmer to farmer learning

Development of business leaders who inspire improvements for the whole industry



Accelerated uptake of technical tools linked to increased productivity

Increased numbers benchmarking and using it to drive business improvement



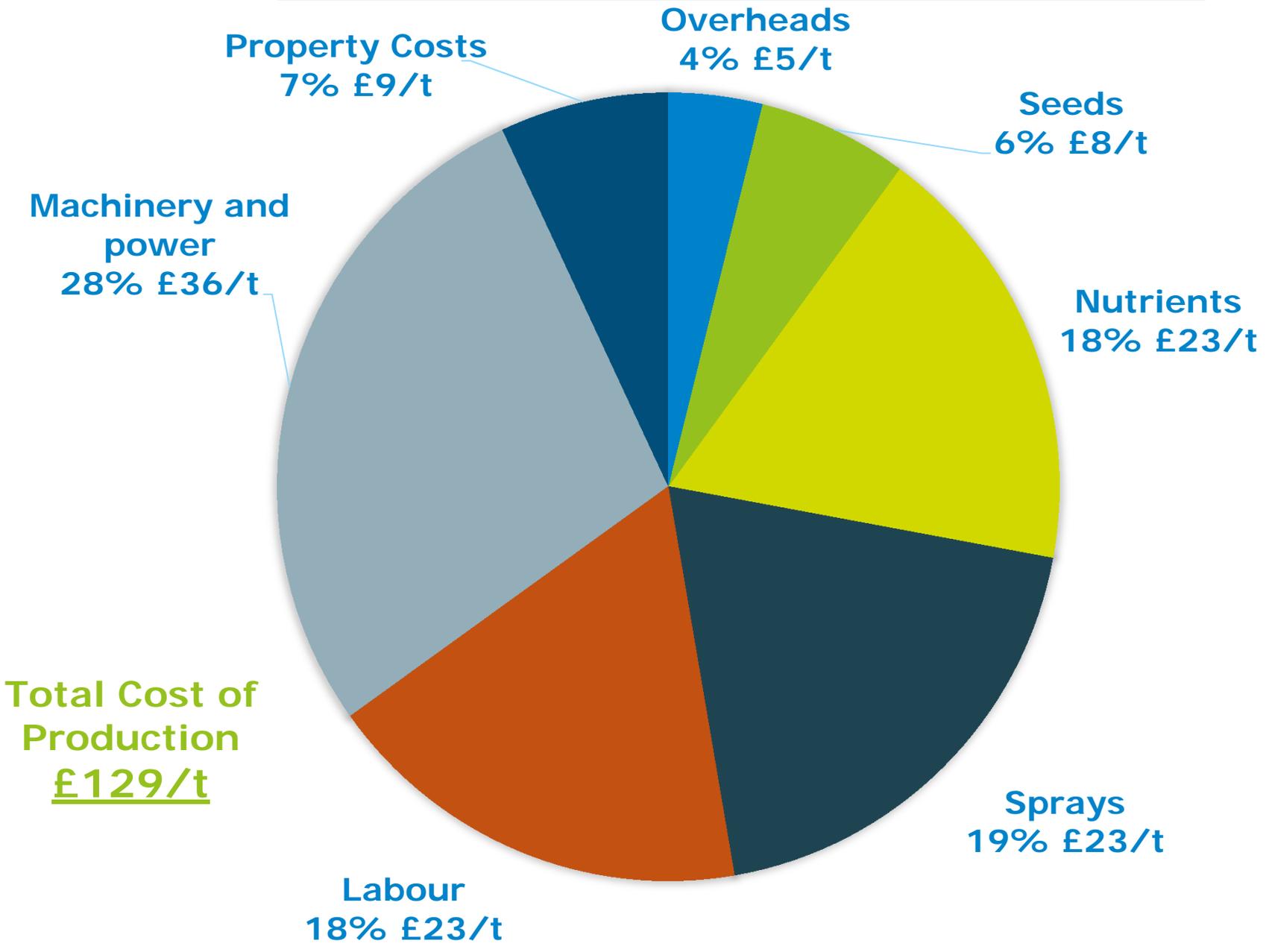
Targeted improvement in key areas of technical importance

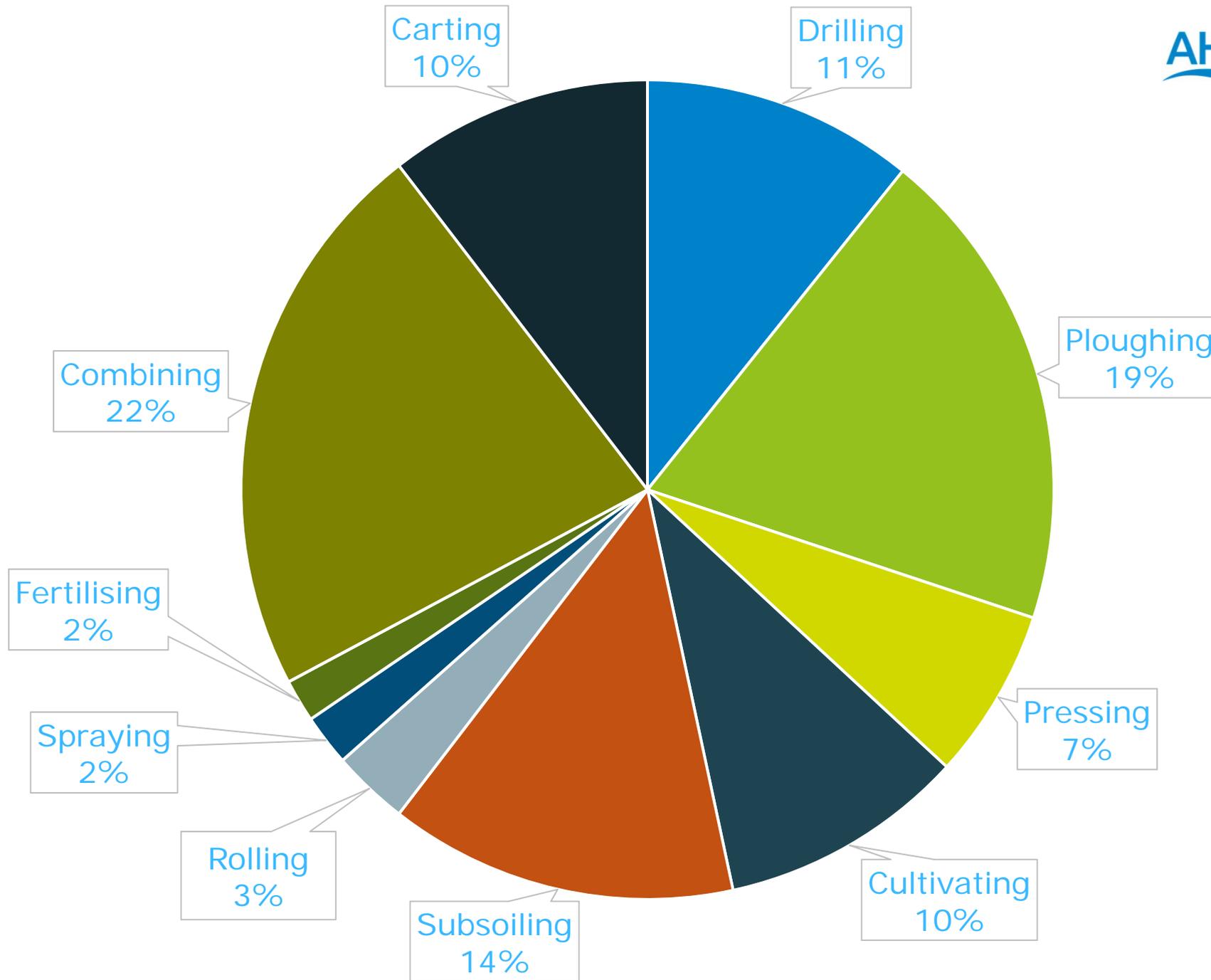
Farm	Page
1 Bigton Farm	10
2 Clynelish Farm	16
3 Corskie Farm	17
4 Mill of Inverarity	35
5 Bruce Farms	12
6 Strone Farm	39
7 Girtridge Farm	24
8 Prestonhall and Saughland Farms	30
9 Clonhie Farm	16
10 Whitriggs Farm	42
11 Kirkhouse	29
12 Low Houselop Farm	31
13 Barns Farm	8
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15 LH and E Goodier	32
16 East Dale Farm	20

Farm	Page
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19 Dairy Farm	18
20 Little Morton Farm	29
21 Park Farm	38
22 Manor Farm	35
23 Heal Farms	24
24 Apley Estate	8
25 Stoughton Estate	40
26 Houghton Lodge Farm	26
27 Bedding and Pot Plant Centre	9
28 Perkins Lodge	38
29 National Cut Flower Centre	36
30 Swanton Morley	41
31 Eveden Farms	21
32 E.J. Barker & Sons	22
33 Turnp Farm	28
34 Town Farm	28
35 Manor Farm	34
36 Lower Odd Farm	31
37 Freefolk Farm	22
38 Howard and Daughter	28
39 G.H. Dean	23
40 Elbridge Farm	20
41 West Sherford Farm	42
42 Dillington Farms	20
43 Manor Farm	34
44 Rawston Farm	39
45 Carruan Farm	10
46 Tregairewoon Farm	39



MONITOR FARM ARABLE COSTS SPLIT. WINTER WHEAT





Louth Monitor Farm Blackgrass control

The battle with blackgrass by using chemical control alone was lost.

It became clear that the rotation had the biggest part to play.

Moving from 2 winter wheat and an oilseed rape crop to include spring barley, combining & vining peas, spring beans, and in some cases back to back spring crops.

This had a downward effect of the farms gross margin so costs needed to be cut inline or below the reduction in gross margin.



Louth Monitor Farm

Blackgrass control



The target was to redesign the establishment system and dramatically reduced costs without compromising on yield.

Using the Monitor Farm program as the platform, operation costs were current calculated, new system designed and costed out.

Current Establishment costs

- 12 f plough £38/ha
- 8m Press £18/ha
- 8m Drill £26/ha
- 8m roll £9/ha
- Establishment Cost £91/ha

Proposed Establishment costs

- 12m Stubble rake £8.13/ha
- 9m strip-till drill £29.47/ha
- 8m roll £7.32/ha
- Establishment Cost £44.92/ha



CEREALS & OILSEEDS

Louth Monitor Farm Blackgrass control

As a result of the meetings the farm now uses a 9m Sumo DTS pulled by an existing Case-Quadtrac 475 and is working towards further reduction in soil disturbance with two 6m no-till drills pulled by 150hp tractors.



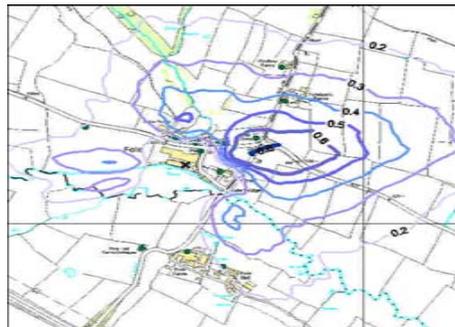
Richard Reed & Controlled Traffic Farming

- Richard's target was to reduce costs while using existing equipment.
 - 2 Ford Versatile 946 articulated tractors
 - Horsch 8m seed drill.
- Through the Monitor Farm program Richard met Julian Gold, long term Controlled Traffic Farming advocate.
- Through meetings Richard and the Monitor Farm group designed a CTF system utilising existing combines, drills and tractors.



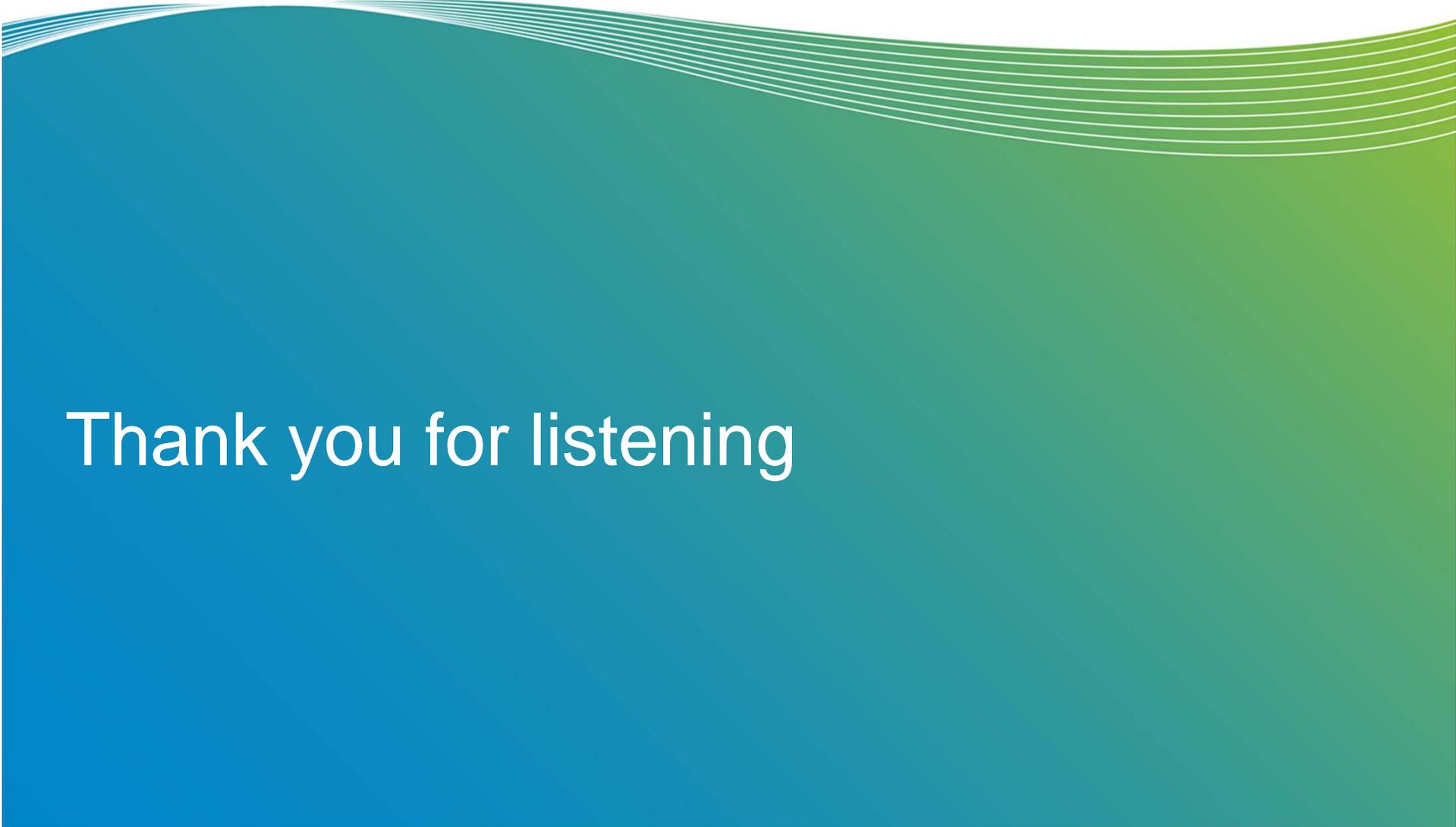
Informed Investment

Environment and buildings – emissions management



- Ammonia Emission Factors
- Monitoring
- Risk management
- Targeted investment



The background of the slide is a large, wavy graphic that transitions from a dark teal on the left to a light green on the right. The top edge of this graphic is composed of several thin, white, wavy lines that create a sense of movement and depth.

Thank you for listening