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LOCKERLEY ESTATE

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# FARMING FOR THE FUTURE

## Hampshire 2050

*“Discussing strategies to enhance the future economical sustainability for a rural Hampshire business”*

# Who are we?



800 HA ARABLE  
CROPPING



216 HA MANAGED  
WOODLAND



A COMMERCIAL SHOOT -  
15 DAYS



92 FIREWOOD  
CUSTOMERS



COUNTRYSIDE  
STEWARDSHIP MID TIER  
SCHEME 33HA EX OWS



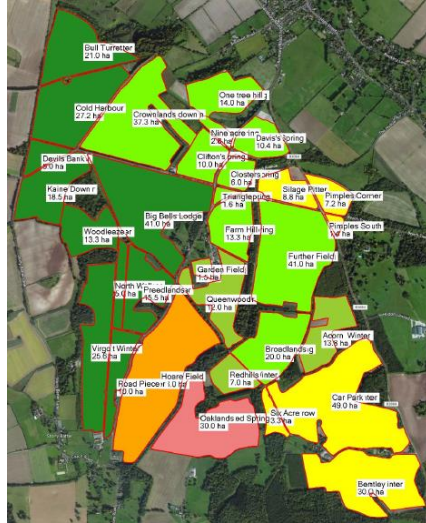
JOINT VENTURE - 1000  
HEAD SHEEP FLOCK



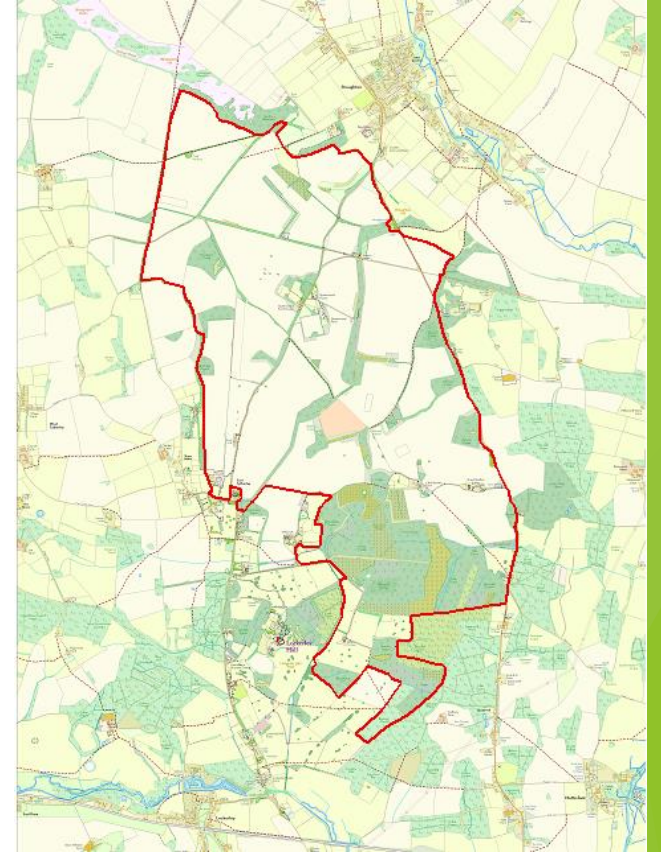
40 STORE CATTLE



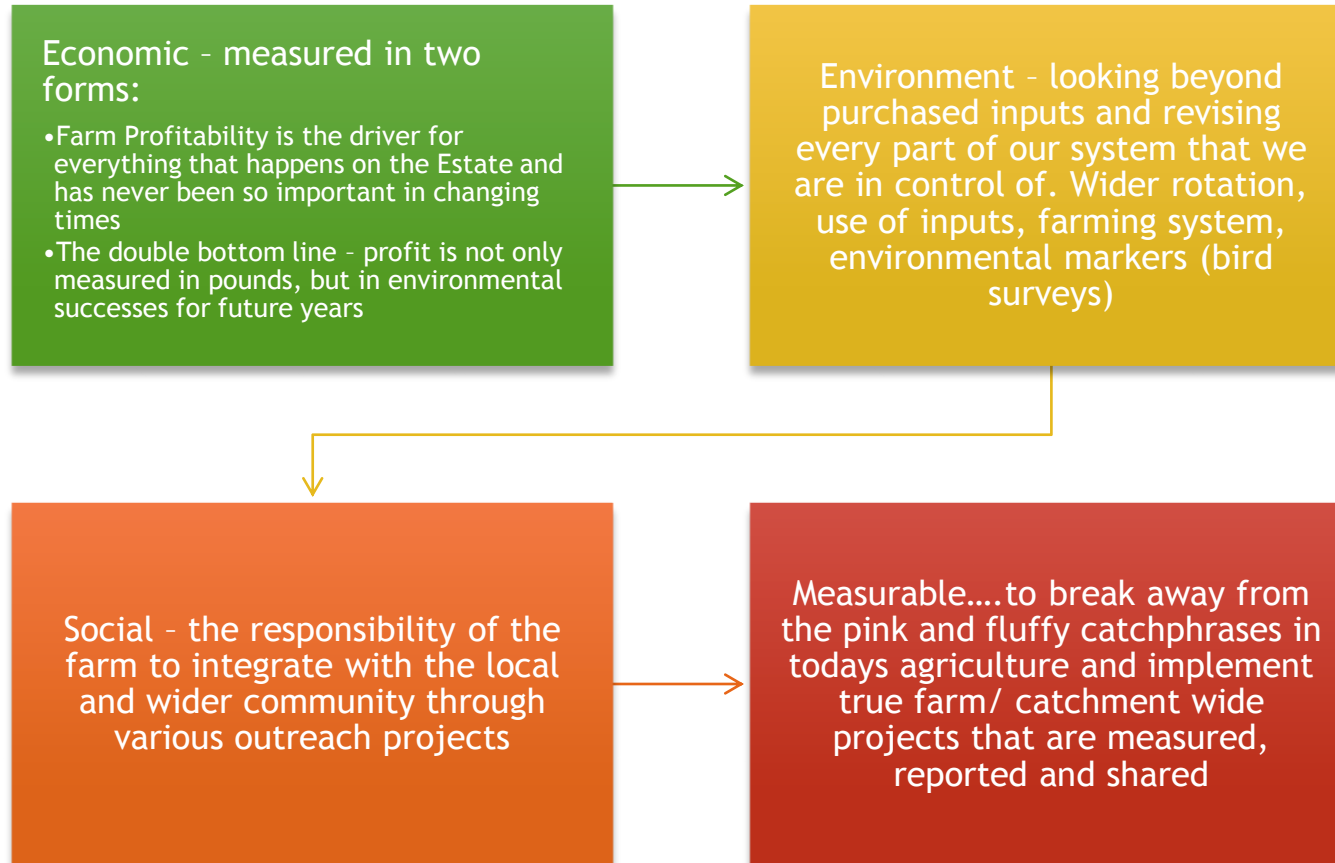
COMMUNITY OUTREACH  
PROGRAMME - 21 DAYS



# Lockerley Estate 2019



# Sustainable Vision at Lockerley Estate



# The team

*“train them so they can leave, treat them so they don’t want to”*

- ▶ Tony Austin - 60 years - PT forester
- ▶ Alan Rose - 46 years - senior farm operator
- ▶ Matt Bloor - 11 years - forestry manager
- ▶ Geoff Girling - 3 years - game keeper/ operator/ gfw
- ▶ Alastair Pocock - 2 year - **post graduate development plan**

Lockerley Estate		H&S	First Aid	UK DL	Cat II	PA1	PA2	PA4	PA6	BASIS	FACTS	Forklift	Chainsaw	Welding	ATV	Vermis Control
Craig Livingstone		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Alan Rose		*		*	*	*	*	*	*		*		*			
Geoff Girling		*		*	*	*	*	*	*		*	*			*	
Matt Tyson-Bloor		*	*	*	*	*	*	*	*		*	*				
Alastair Pocock		*		*	*	*	*	*	*		*	*		*		
Tony Austin		*		*								*				

Lockerley Estate

Appraisal Form

Name	
Date of Appraisal	
Job Title	
Strengths and accomplishments:	
Weaknesses and difficulties:	
Areas for improvement and training:	
General Comments:	
Objectives for next review:	
Signature of appraisee	Date
Signature of appraiser	Date

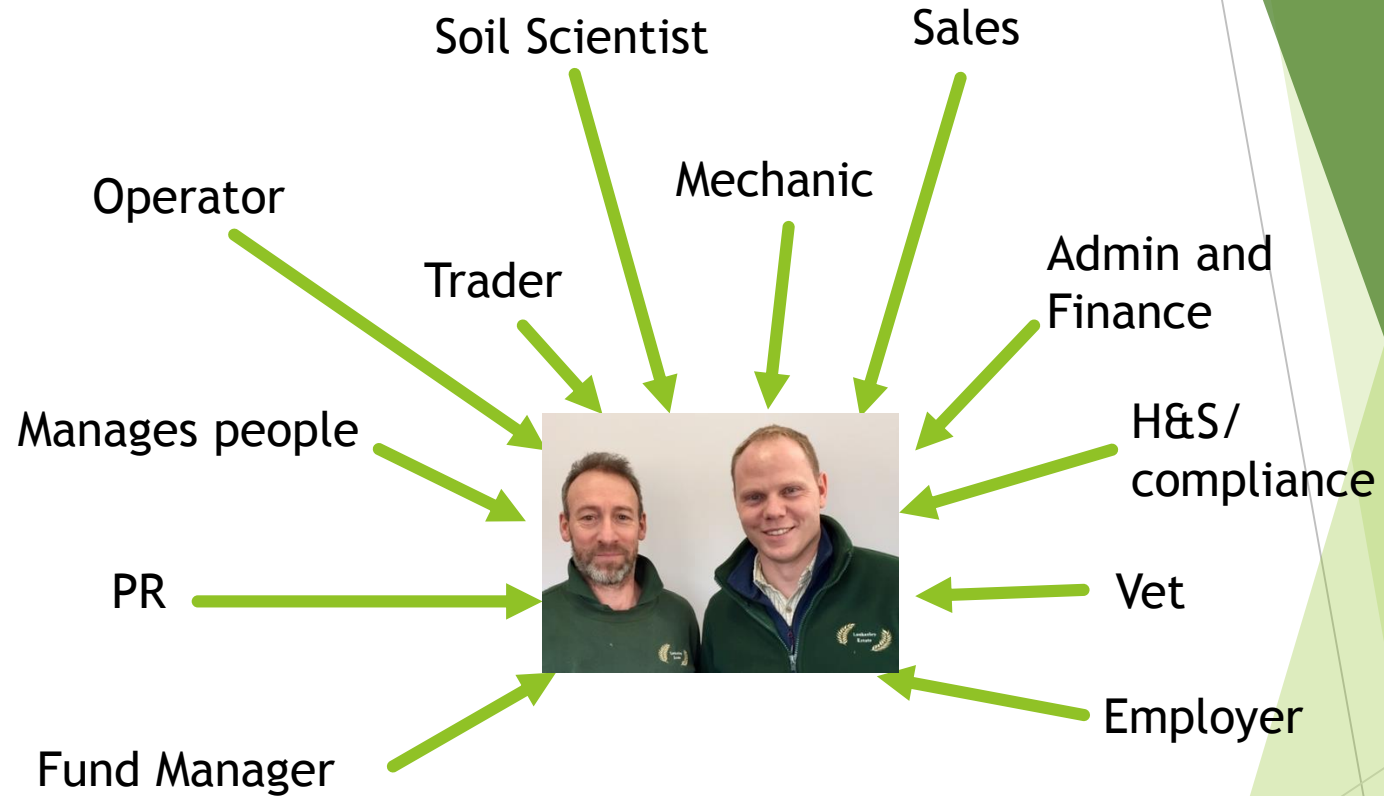


**Job Description – Game Keeper, Arable operator, General estate worker**  
**Title:** General farm worker  
**Reports to:** Farm Manager  
**Based at:** Lockerley estate, Manor Farm, East Tytherley, Hampshire  
**Job purpose:**  
 To complete general farm work as required  
 To Liaise with Shoot captain and farm manager reference Game Keeper works  
 To complete general Estate works as required  
**Key responsibilities and accountabilities:**

1. Maintain and develop high standard of arable works completed on behalf of Lockerley estate.
2. To complete key competencies as agreed e.g. LPA1,2,4,6- forklift certificate, vermin control) and others that contribute towards personal development.
3. To develop experience on other arable jobs on the estate such as combine harvesting, drilling, spraying.
4. To enhance and develop Lockerley estate general appearance and aesthetics. E.g. (verge topping, fencing, hanging gates, track repairs).
5. To maintain machinery to the highest standard of repair and cleanliness.
6. Ensure highest level of animal welfare of game birds / livestock on the estate.
7. To complete vermin control for grain stores and farm yards.
8. To complete and report monthly record keeping for deer and wild game controlled on the estate.
9. To comply with all health and safety requirements on the estate
10. To provide general security for the estate in line with gamekeeper duties

# Life as a Farmer 2019

*A farmer wears many hats*



# Estate influence



• Strengths

Capital  
Direction  
Trained staff  
Ability to change  
Can do attitude  
Data  
Collaboration  
Holistic approach

• Weaknesses

Price takers  
Consumer connection  
Public perception  
Subsidy reliance  
Small team  
Connectivity  
Access

Health and  
Harmony Document

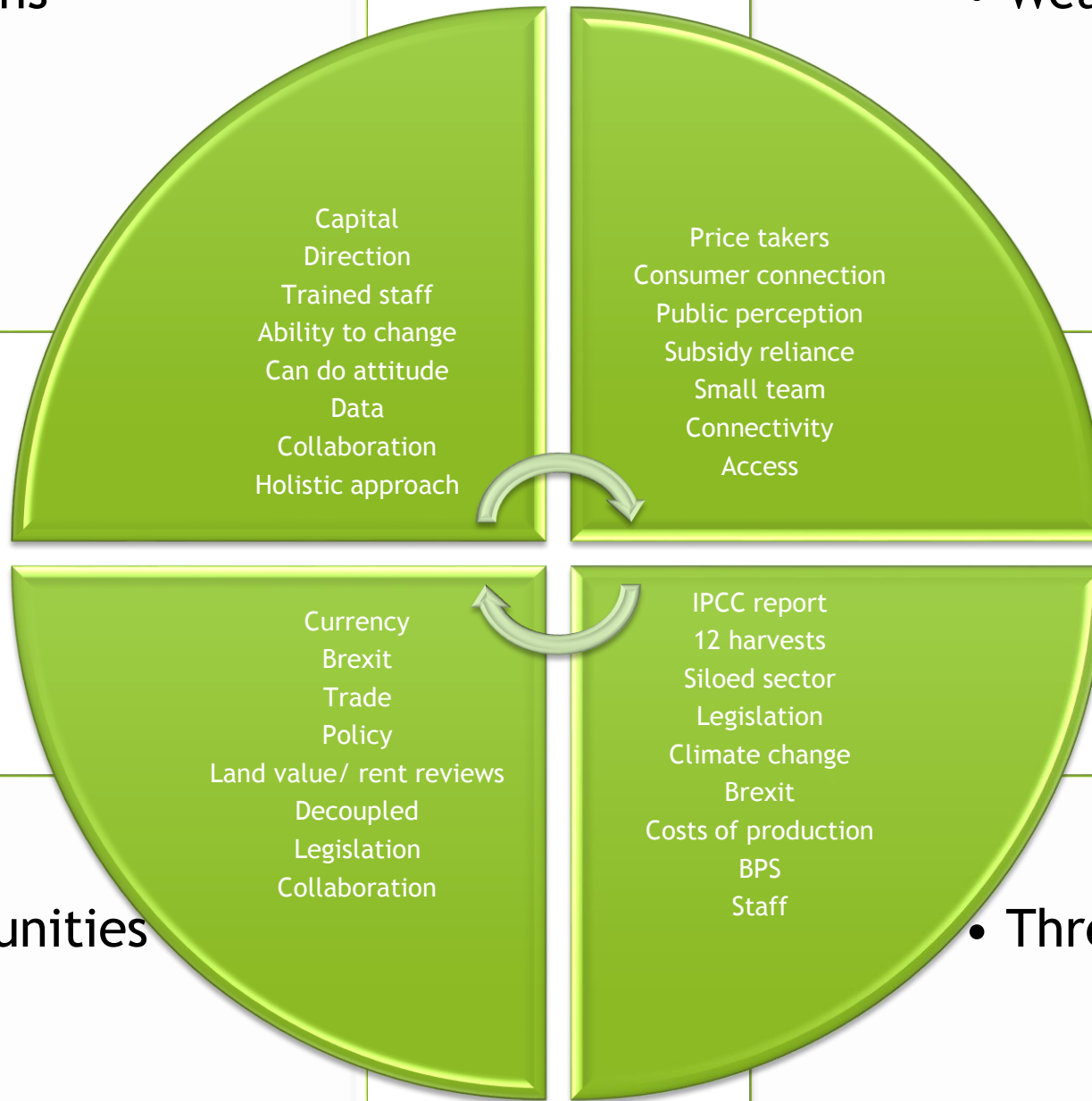
25 year  
Environment Plan

• Opportunities

Currency  
Brexit  
Trade  
Policy  
Land value/ rent reviews  
Decoupled  
Legislation  
Collaboration

• Threats

IPCC report  
12 harvests  
Siloed sector  
Legislation  
Climate change  
Brexit  
Costs of production  
BPS  
Staff





Would you invest?!



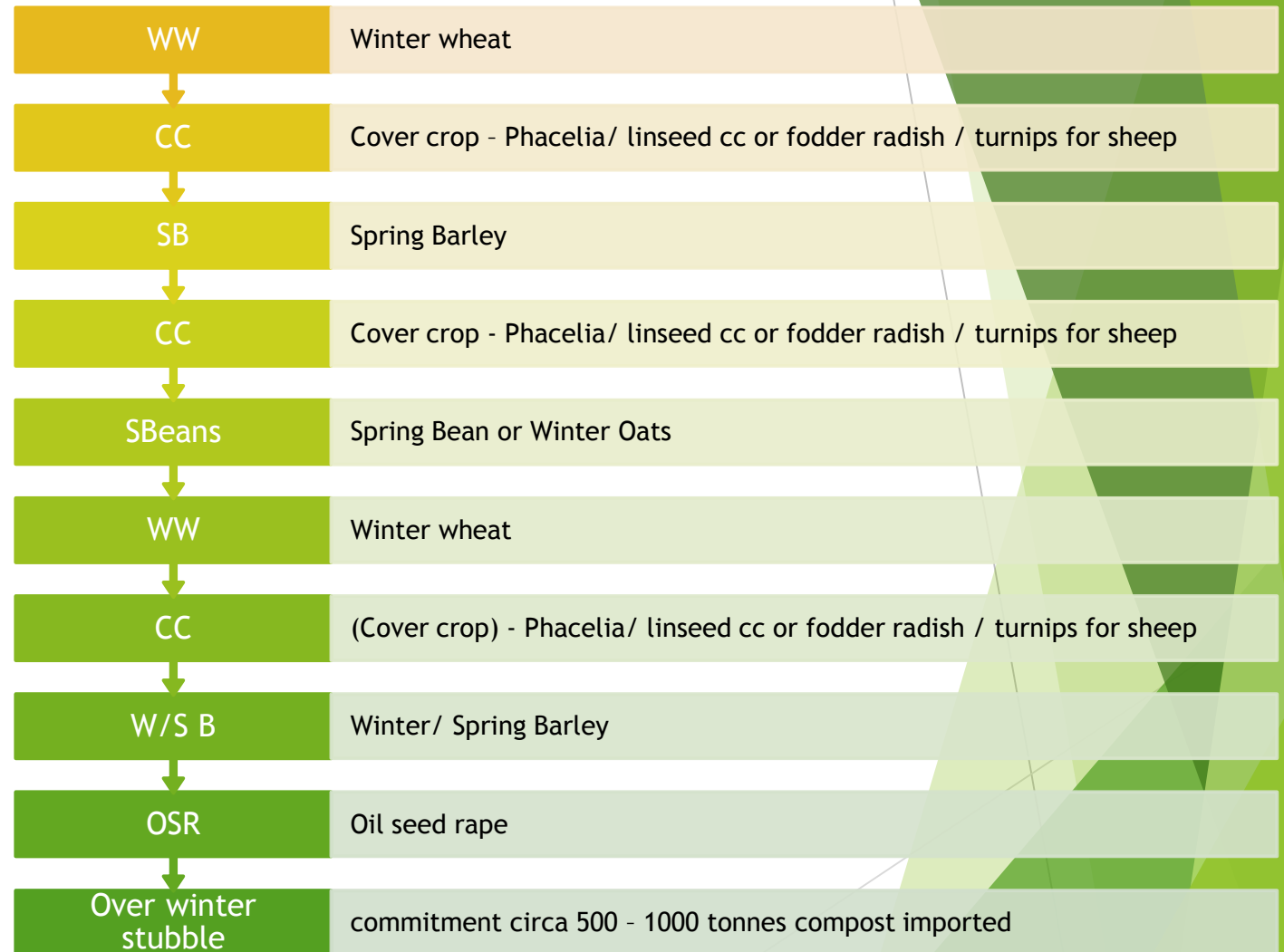


# Integrated Farm Management (LEAF)

A framework for Lockerley Estate

# Soil and Rotation

We test 6 satellite stations annually for macro, micro and microbiology to measure impacts of rotation/ imported materials and livestock





Managed cultivations,  
reduced wheeling's and  
traffic. Use of section  
control, GPS and recording  
technology (use useful  
data)

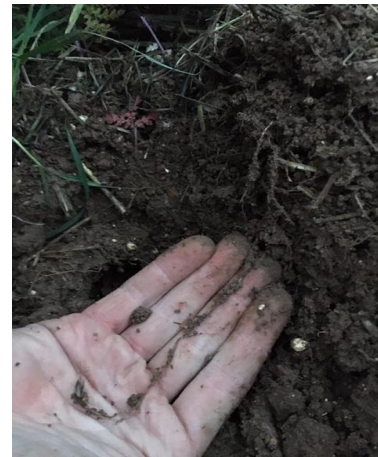
“Earn the right to reduce  
inputs”

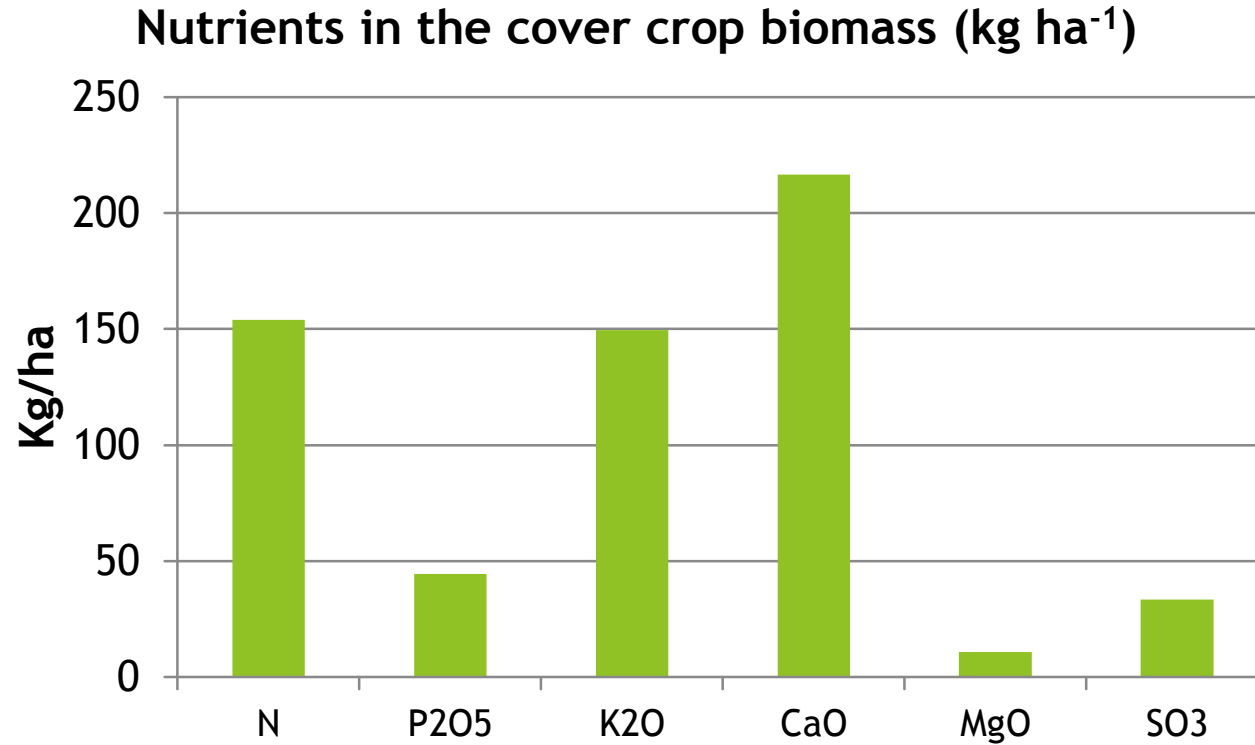


# Cover crops and grazing sheep

## Objectives

- ▶ 100ha Phacelia - Simple, inert in our rotation, scavenge nitrogen, organic matter / green manure, Phosphate availability on high Ph soil...?
- ▶ Leave no bare stubble over winter
- ▶ Increase soil biology
- ▶ Less reliance on fertiliser





£96 Nitrogen/ ha in cover crop (N at 0.63p/kg)

£29 Phosphate (P2O5) / ha in cover crop (P2O5 at 0.65p/kg)

£66 Potash (K2O) / ha in cover crop (K2O at 0.44p/kg)





# Budget/ BER

Lockerley Estate Crop Budget 2019

	Wheat	Malting Barley	Winter Oats	OSR	Pulse	Winter barley	TOTAL
<b>OUTPUTS</b>							
Area ha	185	160	48	100	25	38	556
Yield t/ha	9.5	6.5	7.4	3.3	3.2	7	
Sale Price £/t	150	160	140	340	180	135	
Output t	1757.5	1040	355.2	330	80	266	
Gross output £/ha	1425	1040	1036	1122	576	945	
Gross Income £	263625	166400	49728	112200	14400	35910	606353
							606353
<b>VARIABLE COSTS/ HA</b>							
Seed £/ha	75	60	60	75	80	70	
Fert N £/ha	135	75	77	176	25	125	
Fert P/K £/ha	50	50	50	50	50	50	
Pesticides £/ha	220	140	110	220	160	220	
Trace Elements £/ha	15	14	14	14	14	14	
Slug pellets £/ha	15	15	15	15	15	15	
Lime £/ha	10	10	10	10	10	10	
Total VC £/ha	520	364	336	560	354	504	
Total V cost	96200	58240	16128	56000	8850	19152	254570
Gross Margin/ha	905	676	700	562	222	441	
Gross Margin/crop	167425	108160	33600	56200	5550	16758	351783
budget ex BPS, rent, finance							

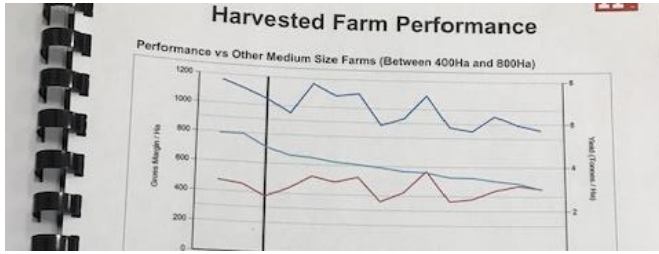
Lockerley Estate Budget vs actual

	2017 Actual Wheat	2018 Budget Wheat	2018 Actual Wheat	2017 Actual Spring Barley	2018 Budget Spring Barley	2018 Actual Spring Barley	2017 Actual OSR	2018 Budget OSR	2018 Actual OSR
<b>OUTPUTS</b>									
Area ha	223	190	190	145	145	145	97	70	70
Yield t/ha	9.4	8.9	10.5	6.3	6.6	5.7	3.5	3.3	3.5
Sale Price £/t	143	130	170	141	130	160	357	325	350
Output t	2096.2	1691	1995	913.5	957	826.5	339.5	231	245
Gross output £/ha	1344.2	1157	1785	888.3	858	912	1249.5	1072.5	1225
Gross Income £	299756.6	219830	339150	128803.5	124410	132240	121201.5	75075	85750
Difference vs budget			119320			7830			10675
	2017 Actual Winter Oats	2018 Budget Winter Oats	2018 Actual Winter Oats	2017 Actual Winter Barley	2018 Budget Winter Barley	2018 Actual Winter Barley	2017 Actual S benas	2018 Budget S beans	2018 Actual S beans
<b>OUTPUTS</b>									
Area ha	56	45	45		33	30	45	68	68
Yield t/ha	7.9	6.8	8.1		8	7	3	3	3.4
Sale Price £/t	127	125	163		115	135	175	160	260
Output t	442.4	306	364.5		264	210	135	204	231.2
Gross output £/ha	1003.3	850	1320.3		920	945	525	480	884
Gross Income £	56184.8	38250	59413.5		30360	28350	23625	32640	60112
Difference vs budget			21163.5			-2010			27472

Break even ratio					
Crop	V Costs	Fixed costs	Yield	£/t	Ave Price to date £/t
Wheat	484	556	10.5	99	171
S barley	272	475	5.7	131	180
W OSR	508	447	3.5	273	350
W Oats	299	455	8	94	163
S beans	230	350	3.4	171	260
W Barley	447	480	7	132	138

# Year Averages

	2015	2016	2017	2018	2015 vs. 2018 % decrease		Crop	2016	2017	2018	% change	3 year Average t/ha
Seed	27331	29309	38883	41877			Wheat	8.01	9.8	10.6	32.33%	9.5
Fert	104732	87701	87421	84945	19		OSR	2.98	3.5	3.5	17.45%	3.3
Sprays	110490	107046	92814	89426	19		S Barley	7.6	6.3	5.7	-25.00%	6.5
Cleaning grain store	3600	3600	0	0	100		S Beans	3	3.2	3.4	13.33%	3.2
Contractor/hire	64815	64036	11586	5016	92		W Oats	6.4	7.7	8.1	26.56%	7.4
Agronomy	11400	11400	8700	2500	78							
Book keeping	6912	6912	6912	5800	16							
Professional Fees		30830	11538	10931	64							
Fuel	44000	34228	43393	40480	8							
Repairs	28853	32632	29197	27691	4							
	402133	407694	330444	308666	23							



A detailed grid of data, possibly a spreadsheet or ledger, with multiple columns and rows of numerical and text entries.

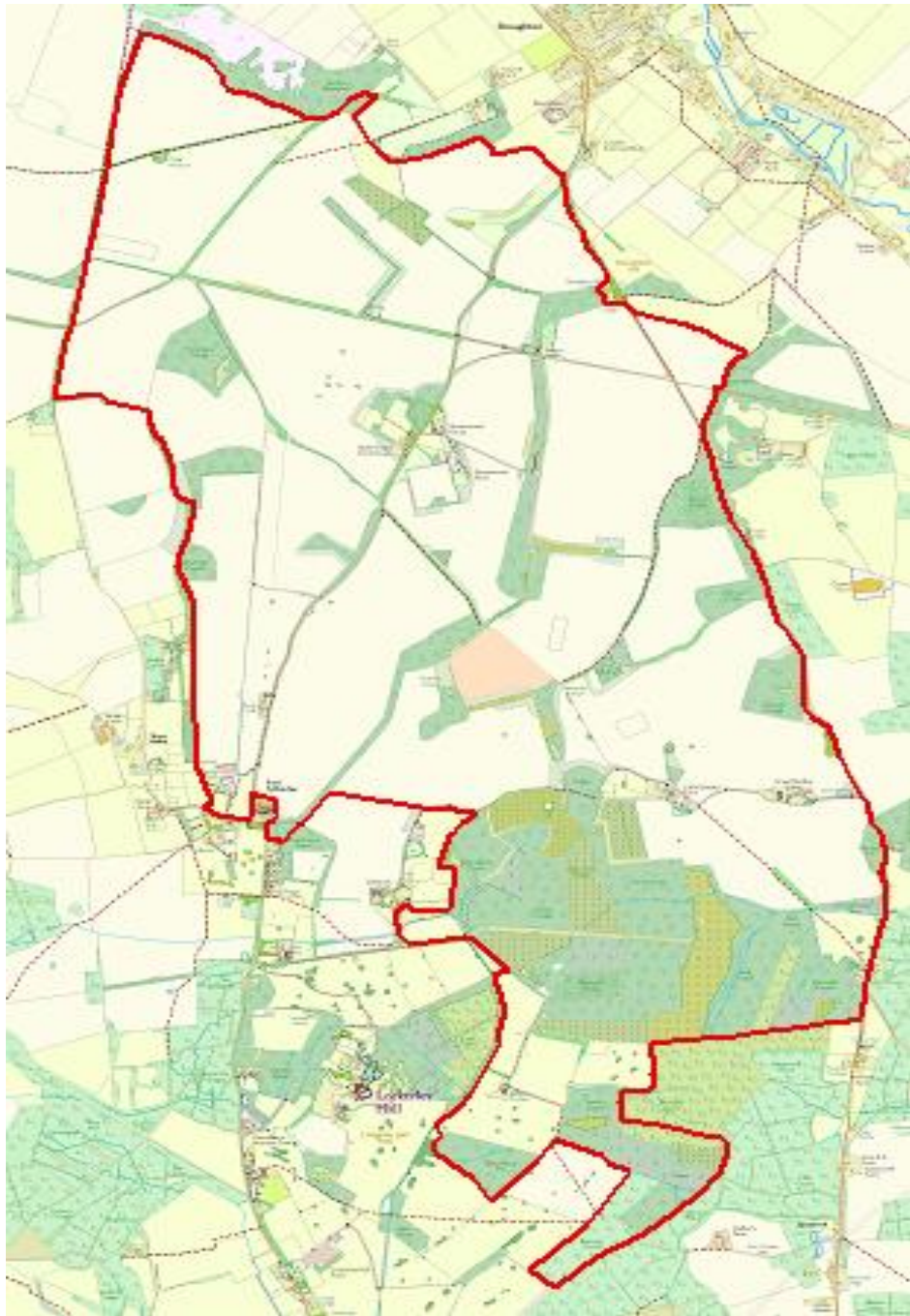
Lockerley estate  
Harvest 2017

Winchester  
Arable Business Group  
Harvest 2017 feedback meeting  
Friday 26<sup>th</sup> January 2018

# Benchmarking

I cant understand why every farmer is not benchmarking with their local AHDB monitor farm or equivalent project? We are paying for this...

- ▶ All projects are anonymous
- ▶ Great discussion with peers
- ▶ Non competitive
- ▶ Commercially very powerful



212 hectares  
mixed  
woodland,  
ranging from 2  
years to 1000  
years old

66,939ha of  
woodland in  
Hampshire →  
are they being  
managed?



At Lockerley Estate, the woodland has been actively managed under the Sainsbury family since 1983.



It has cost on average £60k/ year to manage this woodland



The economics don't lend themselves to active management

BUT woods  
are not just  
there to  
make money

Biodiversity -  
dormice and bats  
(2 UK BAP species)  
rely on woodland

Carbon  
sequestration

Public access

Landscape benefits

Clean air

SSSIs

Sporting

Employment

Renewable energy

Diversification

Education

Reduces erosion

# Support

Existing financial support through EWGS, Higher Tier Countryside Stewardship and BPS



Under the new 25 Year Environment Plan and Health & Harmony document there is information to suggest that under ELMs support will be available based on **‘public money for public goods’** (air, soil, water)



How do we measure success?  
Who measures success? How is it rewarded?

# Wallop Brook Farmers



- ▶ One of 98 groups of farmers in England
- ▶ Looking to deliver environmental improvements on a catchment scale
- ▶ Funding of £60k over 3 years for catchment wide projects by European Ag fund
- ▶ 4650ha of Hampshire land around the Wallop Brook catchment
- ▶ Requires partnership (NGOs, RSPB, Hampshire Wildlife Trust, Country Archaeologist, CSS etc)
- ▶ Soil workshops/ sampling and analysis, developed a soil forum, arable flora workshop and survey, hedgerows and boundaries workshop, Redlist bird survey



# Outreach



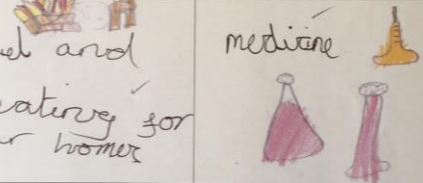



CE Primary School  
West Tytherley



Why do we grow plants?

From our visit from Lockerley Farm Estate show the different reasons why we grow plants.

To eat ourselves 	Food for animals 
fuel and heating for our homes 	medicine 

Write a list of some of the plants the farm grows

1. wheat ✓
2. Barley ✓
3. Oil seed rape ✓
4. Oats ✓
5. Sugar Beet ✓



St Paul's STEINER SCHOOL

# Countryside Stewardship Mid tier - 33ha

Low input grass  
P&N  
Wild Bird Cover  
Woodland Edge Management  
Beetle Banks  
2 year Legume Fallow



# Summary

