



Small is Adaptable

What do the results of the LWA small farms productivity survey tell us about the adaptability of small farms?

Small Is Adaptable?

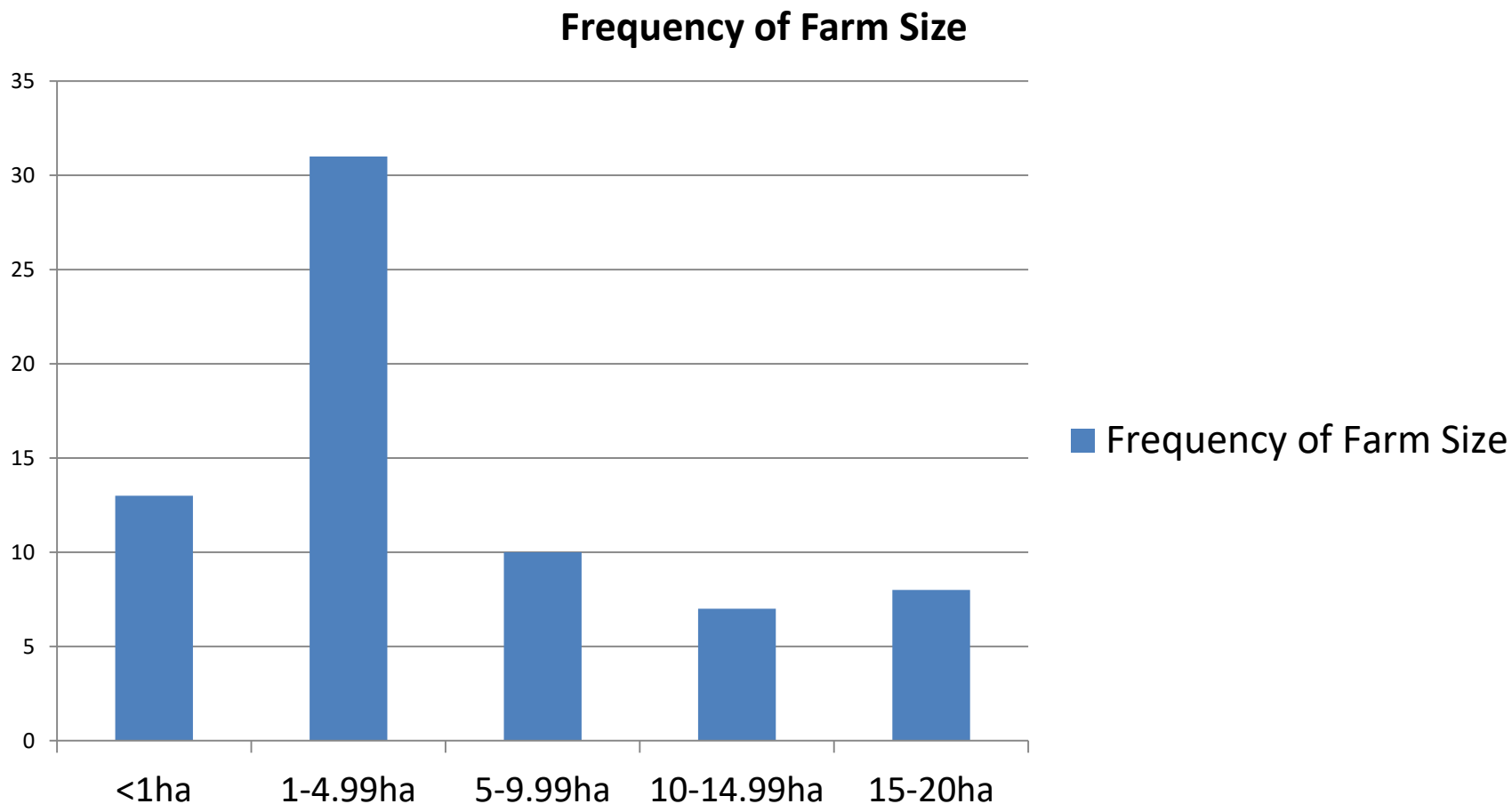
Yes

- New entrants and youth
- Not reliant on subsidies
- Adding value creatively
- Enterprise diversity
- Lower inputs, less costs
- Low tech adaptability
- Attractive work opportunities

No

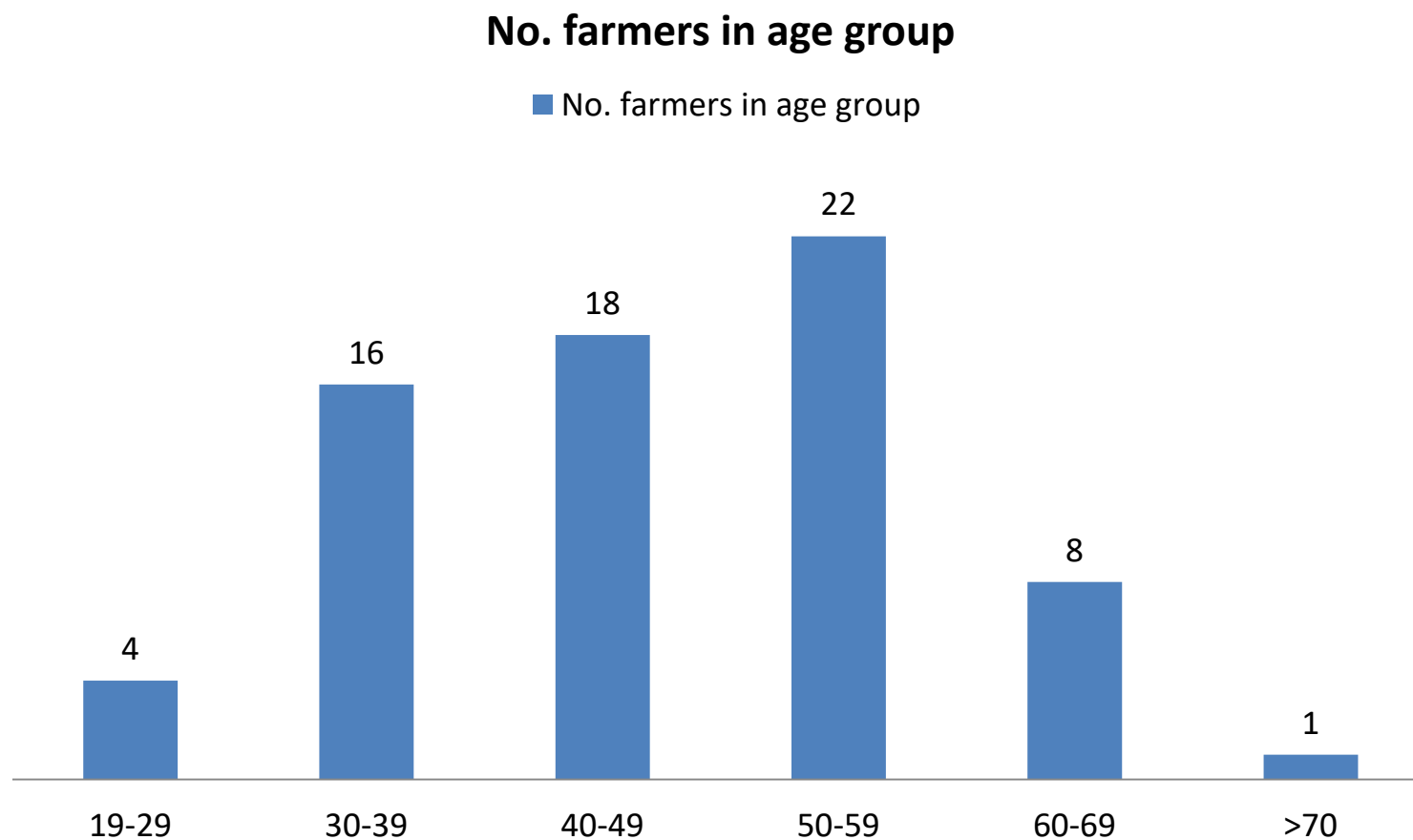
- Access to land
- Unlevel playing field
- Less time to farm
- Jacks of all trades???
- Inefficiencies due to inadequate investment
- Low pay, no pensions, self-exploitation

Holding Size Frequency (ha)



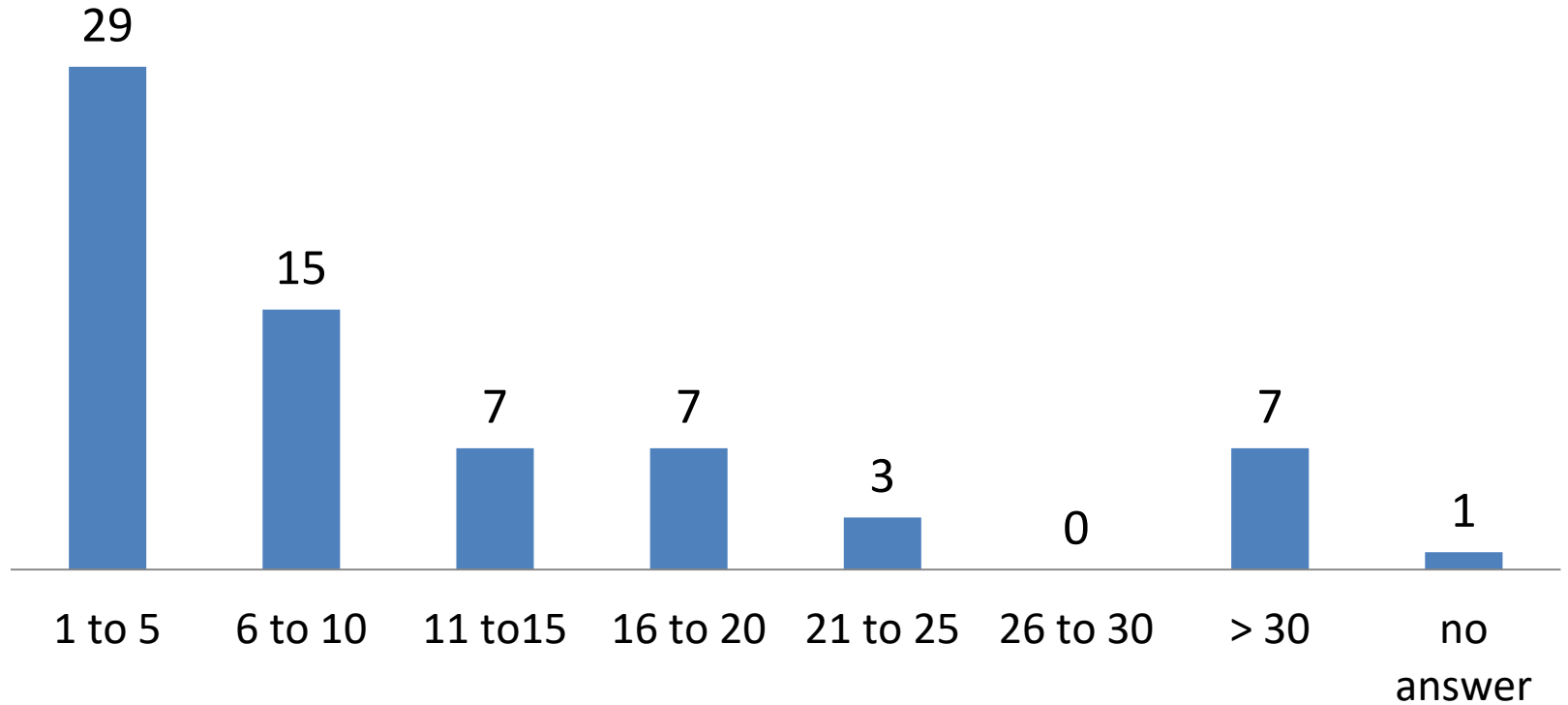


Age Profile of AMOS Sample



How many years has business been established?

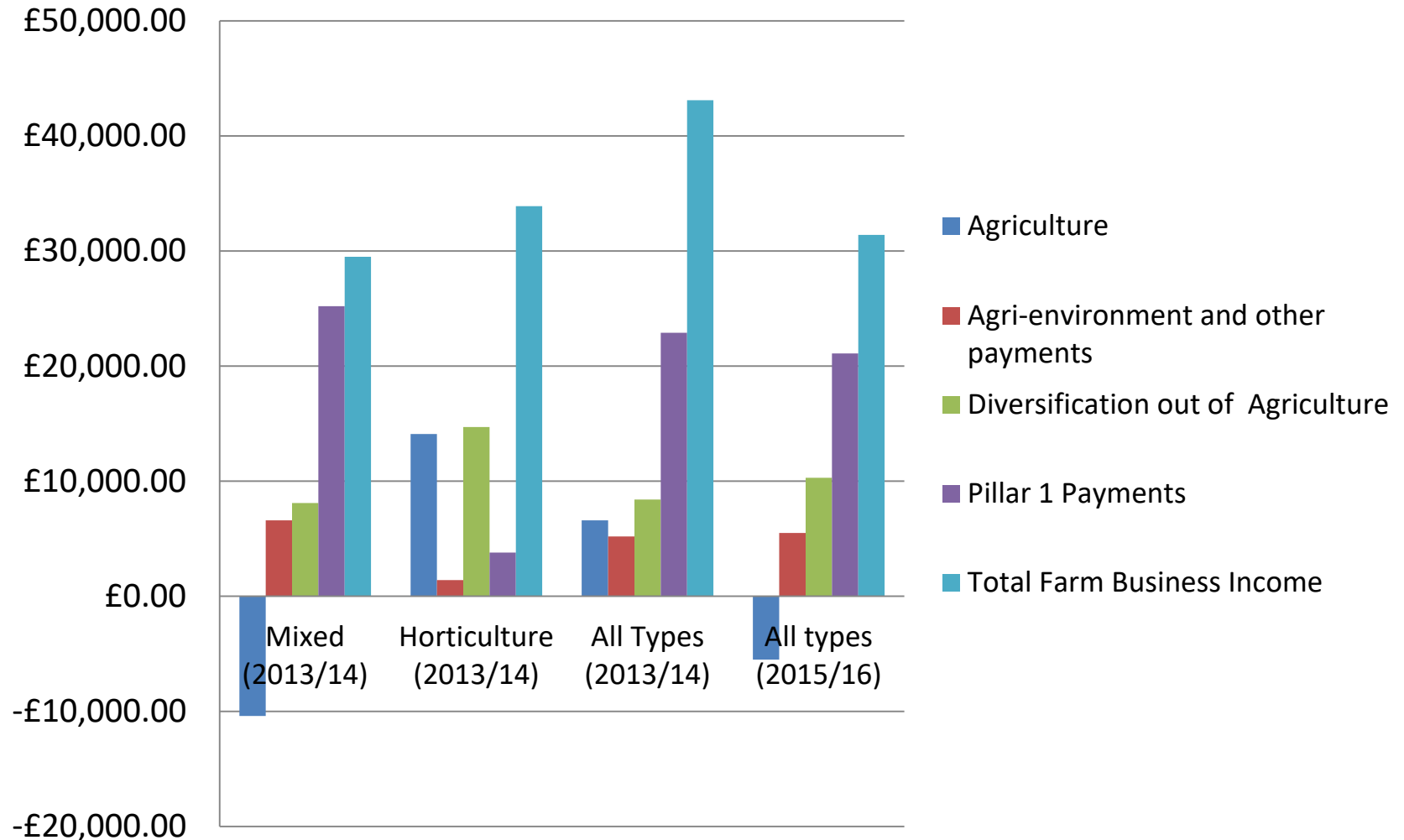
■ How many years has business been established?



AMOS Sample - Income Distribution

- **Produce sales** generate up to 20% of total income for 18 (28%) respondents, 40-60% for 21 (33%) and more than 60% for 21 (33%) of AMOS sample.
- 50 (78%) receive **no subsidies at all**.
- For 13 (20%), subsidies contribute up to 20% of income
- 38 (59%) of the respondents had some form of **off-farm employment**, but for over half of these it represented less than 40% of income.

UK Farm Business Income by Farm Type and Cost Centre (£/farm) Defra (2015) , p8



Financial Viability

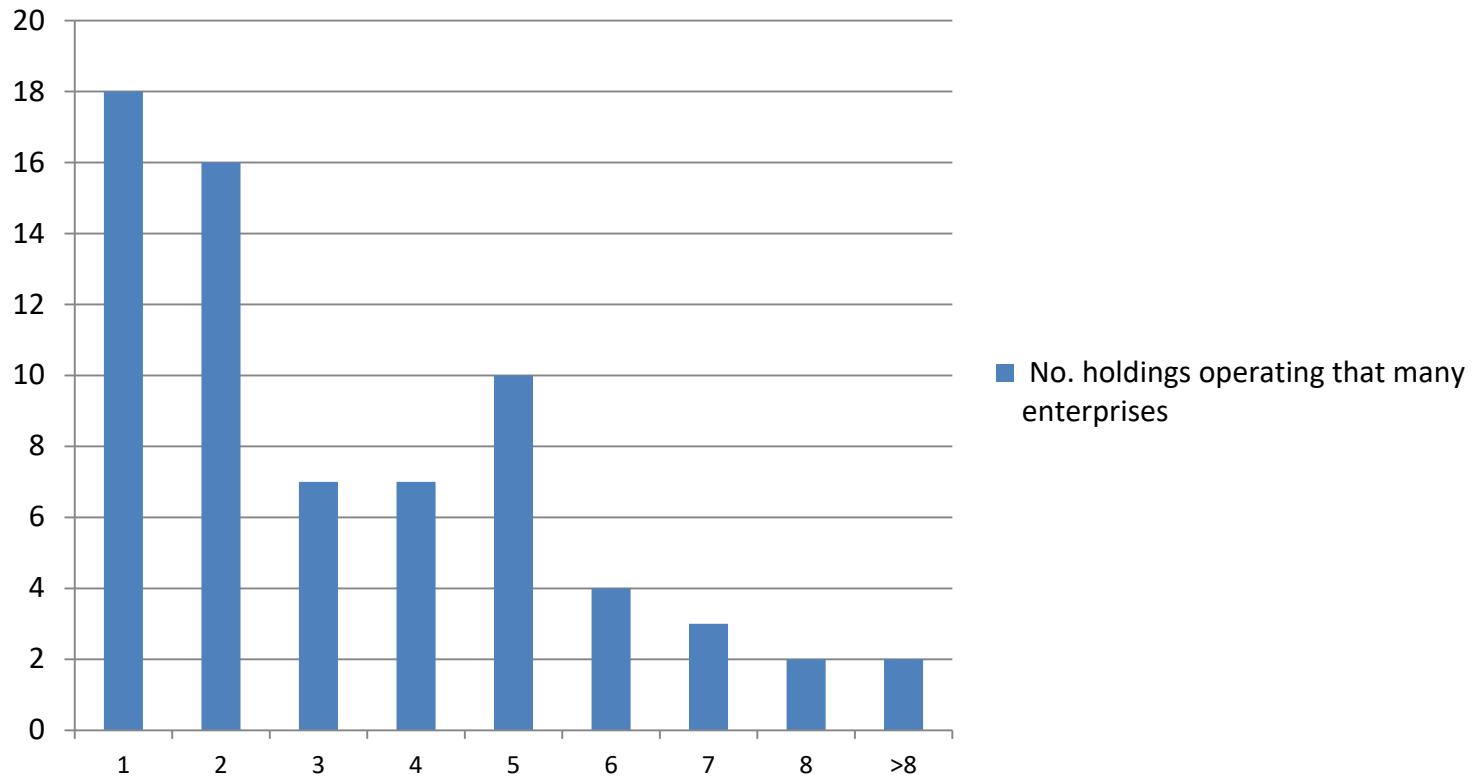
Income Class Gross income minus costs	Frequency for mean net income only	Frequency for mean net income inc. subsistence valuation
Insufficient financial data	23	23
Loss	3	2
£1-5000	20	17
£5001-10,000	10	10
£10,001-15,000	7	7
£15,001-20,000	3	6
£20,001-25,000	0	0
>£25,000	3	4
N=69	69	69

Adding value by direct marketing and processing

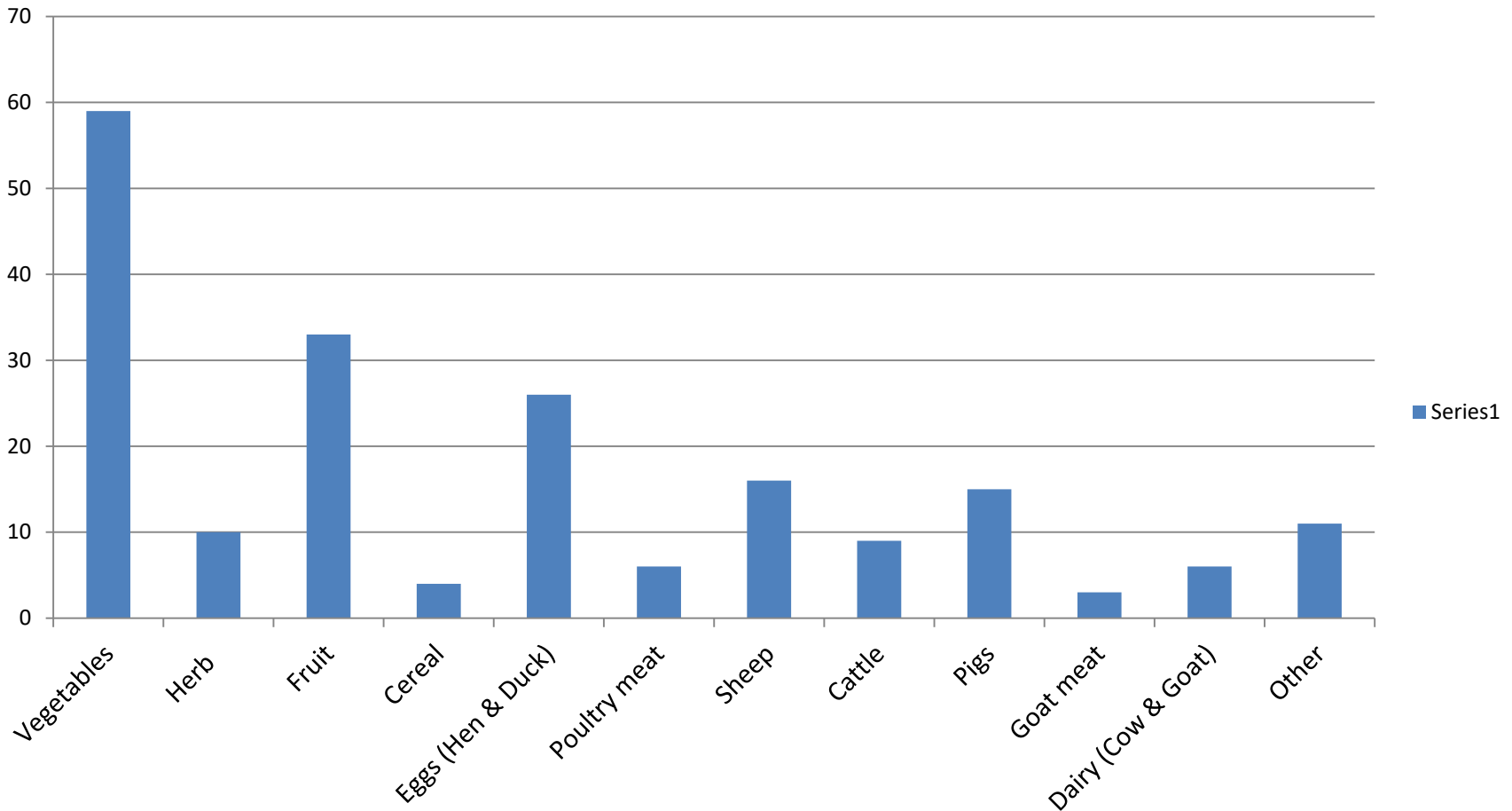


Enterprise Diversity

No. holdings operating that many enterprises



Number of Holdings Operating Each Enterprise



Other Enterprises

edible flowers 1	cut flowers 6
firewood/coppice 3	horse livery 2
education and training 4	honey/bees 4
allotments 1	dandelion tea and coffee 1
hops 1	camping 2
mushrooms 2	Fruit tree nursery1
medicinal herbs 1	alpaca fibre 1
value added products (jam/juice/cheese) 3	

Flexibility as less capital invested in specialist equipment

BUT

insufficient capital leads to inefficiencies due to inadequate equipment and infrastructure



Creative New Approaches



Attractive work opportunities
BUT low pay, no pensions



What advantages do small-scale, agroecological farms offer post Brexit?

- Less reliant on Pillar 1 payments, so well placed to survive subsidy cuts
- Naturally provide social and agri-environmental benefits
- Greater resilience through low input, diverse and integrated systems
- Vegetable producers well placed to make UK more self-sufficient in fresh produce

Conclusions

- Yes, small is adaptable
- Determination, creativity and flexibility
- Many are productive, viable and successful
- Others are struggling
 - Access to affordable land and accommodation
 - Inadequate equipment and infrastructure
 - Current subsidy system is stacked against them

Unleash the potential



- Move away from area based payment scheme
- Affordable land and accommodation
- Agri/Horticultural training
- Start-up grants for infrastructure and equipment
- R&D into appropriate technology for small farmers