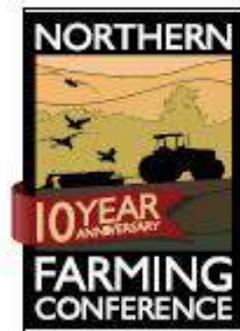


# Northern Farming Conference 2019

## Sweating the Assets



**Wednesday 6 November 2019**

**Time: 10.00am – 4.00pm** (registration at 9.30)

**Hexham Auction Mart**

Further information is available at  
[northernfarmingconference.org.uk](http://northernfarmingconference.org.uk)



# Northern Farming Conference 2019

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## Programme for the Day

**09:30 Registration and Refreshments**

### Session One

**10:00 Morning Chairman: Matthew Curry, Strutt & Parker**

**10:05** Mark Suthern: Barclays National Head of Agriculture

**10:35** Mark Bridgeman: Fallodon Estate & Deputy President of the CLA

**11:05** Questions

**11:20** Refreshment break: Tea and coffee will be served

### Session Two

**11:50** Lyndsay Chapman: Chief Executive for CIEL

**12:15** Rupert Wailes-Fairbairn: South Berrington Farm & Director Lycetts

**12:40** Questions

**12.50 LUNCH**

### Session Three

**13.45 Afternoon Chairman: Harry Chrisp, Gibson & Co**

**13.50** Robert Ord: Director at Drone AG

**14:15** Bob Middleton: National Programme Manager for Catchment Sensitive Farming

**14.40** Alex Brewster: Rotmell Farm & Nuffield Scholar

**15:05** Questions

**Summary and Close**

# Northern Farming Conference 2019

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## Conference Chairs

### Morning Chairman: Matthew Curry, Head of Farming, Morpeth, Strutt & Parker



Matthew is a director at Strutt & Parker and heads up their farming team in their Morpeth office. A farmer's son, farming in Northumberland and latterly the Scottish borders, he now lives in the South Tyne Valley with his wife and two children.

Matthew provides farm consultancy advice to a range of clients throughout the North East. The bespoke service on offer allows Matthew and his team to tailor the services required to each client. With an expanding team, they provide services including; farm business management, agronomy, strategic consultancy, agri-environment schemes, business benchmarking and contract farming agreements. Matthew is a judge for the Farmers Weekly annual awards and is a Director of the charity, Christian Adventure Holidays.

### Afternoon Chairman: Harry Crisp, Partner, Gibson & Co, Hexham



After a career in the Army Harry returned home to take on the tenancy of Longbank Farm on the sudden death of his father. Whilst remaining an active farmer, he attended Northumbria University Law School and then trained at Dickinson Dees before joining its Agriculture, Farms and Estates Team in 2005. He joined Gibson & Co. in 2011 and was made a partner in 2013. He then retired from farming in 2018.

Harry specialises in Property Law. He has acted in the sale and purchase of numerous farms and estates. He deals with agricultural, residential and business tenancies. His work includes profits-à-prendre, land registration, rights of way, easements, access to land, restrictive covenants, boundary issues, and mortgages.

Harry founded the now annual Northern Farming Conference in 2010 and remains on the organising committee. He is currently chair of the North East group of the Agricultural Law Association and he is a Fellow of the Agricultural Law Association.

# Northern Farming Conference 2019

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## Conference Speakers

### Mark Suthern: Barclays National Head of Agriculture



After graduating from University, Mark worked in industry for a short while before joining Barclays in 1986.

Mark is Managing Director & National Head of Agriculture for Barclays Bank where he leads a team of c200 colleagues within the UK focused entirely on Farming, Landed Estates, Agri-Tech and Energy & Environment.

Barclay's Bank has been supporting the UK's agriculture sector since 1744, helping farmers and growers to thrive and grow their businesses. With over 150 Agricultural Managers across the country, they believe strongly in supporting these farmers financially whilst promoting technology and diversification on all scales.

Mark is an Associate of the Chartered Institute of Bankers, a Fellow of the RSA, a Fellow of the Institute of Sales Marketing and Management, an Associate of the Royal Agricultural Societies, a member of the Lincolnshire Agricultural Society, a member of The Farmers Club and a Council Member with the Institute of Agricultural Management.

### Mark Bridgeman: Fallodon Estate & Deputy Chairmen of the CLA



For the last 13 years, Mark has managed the Fallodon Estate, between Alnwick and Bamburgh on the Northumberland coast. It consists of an in-hand mixed organic farm, let farms, woodland and biomass, residential housing, a self-catering tourism business and housing development.

After Durham University, Mark spent 19 years at Schroders as a fund manager, working in London and overseas. He is now on the board of two London listed investment trusts and is a trustee of the Weston Park Foundation.

Mark has been actively involved in the CLA for 11 years and is currently Deputy President and chairman of the Board and due to become President in mid-November.

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### **Lyndsay Chapman: Chief Executive for CIEL**



Lyndsay is the Chief Executive of CIEL and an enthusiast & champion for the promotion of British food, farming and the wider environment.

CIEL is one of the UK's 4 Agri-Tech Centres established as a key pillar of the government's Agri-Tech Strategy. CIEL works in partnership with leading livestock research institutions and a group of industry Members spanning the entire agri-food supply chain. CIEL aims to use these collaborative partnerships to enhance and accelerate business-led livestock innovation - as well as inspire and identify opportunities which could lead to the development of new products, services and techniques that can benefit the entire supply chain.

Lyndsay has a wealth of experience from the food and farming sector. Prior to joining CIEL in 2017, Lyndsay spent 25 years in the UK dairy sector, with positions including Agriculture Director at Müller and Agriculture & Communications Director for Dairy Crest. She held a variety of roles covering communications, business development and corporate responsibility and during this time worked in collaboration with farmers and supply chain partners.

### **Rupert Wailes-Fairbairn: South Berrington Farm & Director at Lycetts**



Rupert was brought up on the family farm in Northumberland, 5 miles in land from Holy Island. After a spell of 4 years in the City, he attended the Advance Farm Management course at the RAU in 1990 before returning home to the 400ha family arable farm in 1991.

In 2003, Rupert joined the Farm and Estate team at Lycetts, the UK's largest independently operated rural broker where he still works and qualified as Chartered Insurance Broker in 2007.

In 2006, Rupert entered into a Contract Farming Agreement with McGregor Farms, Coldstream and in 2011 McGregor Farms won Arable Farmer of the Year.

Today the farm, which is part owned and part rented, is wholly arable growing cereals, oilseed rape and vining peas. The income stream breaks down into arable, environmental, renewables and holiday cottages.

# Northern Farming Conference 2019

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### Robert Ord: Director, Drone AG



Robert studied Agriculture at Newcastle University before going back to the family farm and then joining Simpsons Malt.

Robert has been with Simpsons as an agronomist for 12 years now and is a partner in the family farm with his brother and father. They farm 1500 acres of rented ground of which 300 acres are arable, running 1900 easy care ewes, 150 Hereford suckler cows and 15,000 free range laying hens.

Three years ago he became a founding member of Drone AG, a Northumberland based company which specialises in the use of drones for agronomy with the target of making farming more productive through practical, hassle-free drone automation and Ai software.

### Bob Middleton: National Programme Manager for Catchment Sensitive Farming



Bob has worked with the agriculture sector for over 20 years through the design and delivery of advice and incentive programmes. For the past 11 years he has been the Programme Manager for the Catchment Sensitive Farming partnership that successfully works with farmers in high priority areas across England to improve water and air quality.

The CSF team includes a network of over 100 advisers working with farmers supported by national specialists. An important part of this role is engaging their partners in their work and seeking new and innovative opportunities to take their shared objectives forward, reflecting the partnership approach that underpins all their work. This also involves looking forward to the development of CSF with their partners to meet future challenges.

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### Alex Brewster: Rotmell Farm & Nuffield Scholar



Alex farms and manages 4000 ha in highland Perthshire with a growing herd of 100 Aberdeen Angus cows, a flock of 1900 ewes and 4000 organic free range hens.

Alex's 2016 Nuffield Scholarship focused on maximising the potential of his grassland. The farm hosted a QMS grazing group looking into increasing the kg of live weight sold per ha which was the catalyst and backbone for his Nuffield study.

Alex is a director of Scottish Organic Producers Association (SOPA), and he also owns Powered Pasture, which sources and sells equipment to support rotational and paddock grazing. "Over the last few years we have also played with diversity... and through that we've seen the soil biota become more alive and the micro and macro nutrients become more available. We are starting to complete the nutrient cycle."

### Cheviot Trees



As way of celebrating the Northern Farming Conference tenth anniversary we would like to provide each delegate with a tree.

Trees are available at the end of the conference in return for your completed feedback form.

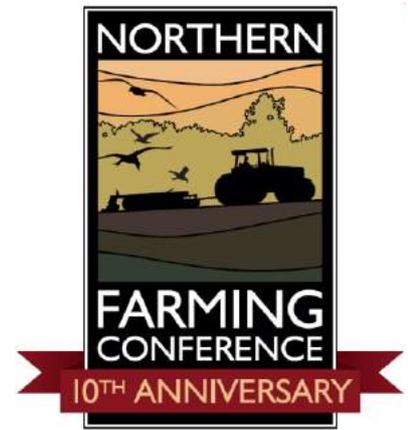
With thanks to Cheviot Trees.

Tree species: English Oak

Guidance: Store outside until ready to plant, trees should be planted within 6 weeks.

# Northern Farming Conference 2019

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## Conference Organising Committee



**Matthew Curry (Chairman), Head of Farming, Morpeth, Strutt & Parker**



**Andrew Robinson, Agricultural Partner, Armstrong Watson Accountants**



**Murdo Laurie, Accountant, Armstrong Watson Accountants**



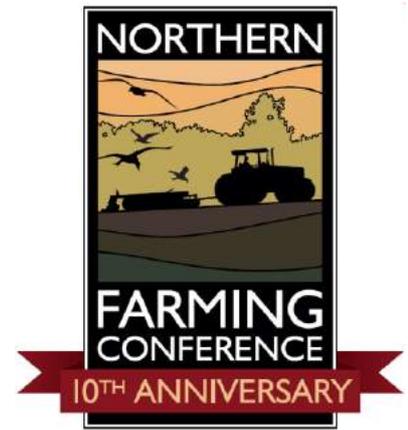
**Cameron Knee (Secretary), Farm Consultant, Strutt & Parker**



**Robert Addison, Managing Director, Hexham & Northern Marts**

# Northern Farming Conference 2019

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**Dorothy Fairburn, Director CLA North East**



**Joanne Milne, Associate, Womble Bond Dickinson**



**Harry Crisp, Partner, Gibson & Co**



**Stuart Moss, Catchment Sensitive Farming**

# Northern Farming Conference 2019

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## Housekeeping Notes

### Fire evacuation procedure

The Fire Alarm is a **CONTINUOUS BELL**

### If you discover a fire:

1. Operate the nearest fire alarm.
2. Immediately vacate the premises by the nearest available exit and proceed to the assembly point indicated below.
3. Do not attempt to fight any fires. The venue's fire marshal will be responsible for this.
4. Do not take any personal risk.
5. Do not stop to collect personal belongings.
6. Close doors as you leave.

### When informed of a fire:

1. Immediately vacate the premises by the nearest available exit.
2. Proceed to the **MAIN CAR PARK** assembly point and await a roll call.
3. **DO NOT RE-ENTER THE BUILDING UNTIL TOLD TO DO SO.**

### Smoking policy statement:

Hexham and Northern Marts have a no smoking policy in all of its buildings and covered areas. Should any delegate wish to smoke, please go outside the building to an uncovered area.

### More Information

If you have any comments, questions or thoughts for the organisers please feel free to contact the following:

Matthew Curry	<a href="mailto:matthew.curry@struttandparker.com">matthew.curry@struttandparker.com</a>	01670 500783
Cameron Knee	<a href="mailto:cameron.knee@struttandparker.com">cameron.knee@struttandparker.com</a>	01670 500781





# Northern Farming Conference 2019

## Sweating the Assets



### Strutt & Parker

The Strutt & Parker Morpeth office offers a multi-disciplinary service, advising on a range of property, land and farming matters throughout the North East and Cumbria. Their Land Management Team offers strategic business advice and practical management services to clients.

Strutt & Parker's Farming Team assists farming businesses to become more profitable and efficient by offering practical and realistic farm management advice. They have a proven track record of working with the most progressive farmers and landowners.

The Farming Team's bespoke service means you can ask them to carry out a one-off business review, grant applications on your behalf or they can offer a full range of farm management services on a long-term basis.

Alternatively, they can set up and run a joint venture or even take on the day-to-day running of your whole farm including a full agronomy service and input buying group.

As planning is becoming increasingly complex and specific, their experienced Development & Planning Team is able to offer detailed advice on planning matters of all kinds, ranging from single house plots through to large comprehensive mixed use schemes.

The Estates & Farm Agency Department sell and purchase residential and commercial farms, farmland and country and sporting estates across the northern region. Their experience, reach and enthusiasm will help guide you through this intricate market place.



### CLA

The CLA has 30,000 members across rural England and Wales.

As a membership organisation, the CLA supports landowners by advising them on how best to protect and maximise their asset: the land. They are dedicated to supporting landowners and their businesses, with their success being measured by how effectively they do that. The CLA have a team of experts in London and professional advisers based regionally to give support to members.

They have been looking after the interests of our members, as well as promoting the positive aspects of land ownership, land management and rural business activities for the past 112 years.

CLA members own or manage approximately half the rural land in England and Wales, and the resulting expertise puts the CLA in a unique position to formulate policies and lobby effectively.

# Northern Farming Conference 2019

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### **Gibson & Co**

Founded in 1715, Gibson & Co. Solicitors hold the distinction of being the longest established family-run solicitors firm in the country, with 2015 being their 300th anniversary.

Gibson & Co have offices in Newcastle upon Tyne and Hexham and are proud of their traditional private client base.

Gibson & Co. is one of both The Legal 500 and Chambers and Partners recommended leading firms, described as “standout” by Legal 500 and ‘As good, if not better, than you will find in London’ by Chambers. Their experienced team provides a wide range of services to their private clients advising on all matters property, trusts, wills and probate.

Their Hexham office has particular expertise in agricultural matters such as farm sales and purchases, and farm business matters. Derwent Gibson and Harry Crisp have “good knowledge of dealing with farming families and handling sensitive situations thoroughly” (Legal 500) and are ably supported on the private client front by Chris Sheppard, recommended in the “Good Lawyer Guide” for going “the extra mile” and for “trouble free prompt service”.

### **ArmstrongWatson<sup>®</sup> Armstrong Watson Accountants**

Accountants, Business & Financial Advisers

Armstrong Watson have been supporting, advising and protecting clients across the North of England and Scotland for over 150 years, providing a full range of specialist services and financial advice including accountancy, cloud accounting, audit, tax, payroll, corporate finance, financial planning, wealth management, forensic accounting and corporate restructuring, recovery and insolvency.

With 16 regional offices from Glasgow to Leeds, they are focused enough to provide a truly tailored service and large and experienced enough to work alongside any size of business.

Their commitment to their clients means they build trust fast, define their actions, always agree terms and provide regular communication on expected measured outcomes.

Armstrong Watson are here to work with you on the performance of your business, understanding every part of the operation, your people, processes, current status and forecasted plans. Their role is to share in your vision, to work with you as you progress towards identified goals, to support and guide you towards finding key areas of opportunity, efficiency and growth.

# Northern Farming Conference 2019

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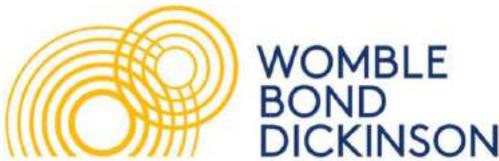


**Hexham and Northern Marts**

### Hexham and Northern Marts

Established for over 100 years as the key regional auctioneers for livestock auctions and agricultural services, Hexham Northern Marts are conveniently located and provide a one stop shop for all manner of rural and professional services.

Livestock Auctions are held weekly at Hexham and Scots Gap. Collective, furniture and machinery auctions are held quarterly at Rothbury and Hexham. They carry out specialist seasonal livestock auctions and farm sales, land and farm valuations and via Hexham and Northern Rural, offer a professional service in relation to rural grants and subsidy schemes. This includes the Basic Payment Scheme, Countryside and Environmental Stewardship schemes and rural development grants.



### Womble Bond Dickinson

As a landowner, you need innovative solutions to the many challenges associated with owning estates in the 21st century.

Womble Bond Dickinson's experience in rural property, historic estates, farms and all associated land matters means they can identify what matters most to you.

Whether it's capital tax planning, succession, manorial rights, heritage exemption or tenancy law, you can trust their unrivalled experience and expertise. You may need legal advice to buy and sell farms, country estates or rural land. Perhaps you would welcome support with estate management and complex agricultural landlord and tenant issues, services which Womble Bond Dickinson are happy to provide.



**A clear solution for farmers**

CATCHMENT SENSITIVE FARMING

### Catchment Sensitive Farming

Catchment Sensitive Farming (CSF) is a partnership between Defra, the Environment Agency and Natural England. It works with farmers and a range of other partners to improve water and air quality in high priority areas. CSF offers farmers free training, advice and support for grant applications.

Overall, CSF has two principle aims: (1) to save farms money by introducing careful nutrient and pesticide planning, reduce soil loss and help farmers meet their statutory obligations such as Nitrate Vulnerable Zones, and (2) to deliver environmental benefits such as reducing water pollution, cleaner drinking water, safer bathing water, healthier fisheries, thriving wildlife and lower flood risk for the whole community.

# Northern Farming Conference 2019

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Please remember to collect your complimentary tree at the end of the conference in return for your completed feedback form.



@NorthFarmConf

**Save the Date:**  
**Northern Farming Conference 2020**  
**Wednesday 4<sup>th</sup> November 2020**

For further information, please visit:  
<https://www.northernfarmingconference.org.uk/>