

Welcome

Welcome to the winter issue of Rural Matters, which includes various updates and advice from our team.

In this issue we aim to give a little more insight into the potential impacts and challenges businesses could face with the phasing out of the Basic Payment Scheme, together with information on the emerging concept of carbon trading. We have also seen a number of staffing changes across the firm over recent months

We orchestrated our first sale as official auctioneers on behalf of the Welsh Pony & Cob Society in October. Phillip gives an overview of the weekend and some of the highlights from the two day sale.

Finally, you can hear about the full bespoke dispersal sale services which we offer.

Please do get in contact with our team if you have any questions, or would like any support.

May we take this opportunity to wish you all a very Merry Christmas and a Happy New Year.

Gareth Wall
Co Chairman &
Managing Partner for
the Rural Professional
Department



Welsh Pony & Cob Society Official Sale



McCartneys are always up for a challenge, none more so than developing our Horse & Pony Department from our Brecon Market Office.

The opportunity arose to become the official auctioneers for the Welsh Pony and Cob Society (WPCS) and to hold the annual sale in the autumn.

There had not been a sale for two years and there was much concern whether, due to the pandemic, there would be a sale in 2021 at all.

Fortunately the regulations eased somewhat, the entries came in (404 in total) and, with the assistance of the WPCS and The Royal Welsh Agricultural Society, the sale went ahead.

The Saturday saw Sections A & B and Welsh Part-Breds sold to a large crowd, including many from Europe. A 76% clearance rate was effected, which created an excellent lead into the second day, which was dedicated to a larger entry of Sections C & D. 228 in all, met an outstanding trade with 84% of entries sold.

The very last lot, Lot 404, made the top price of the sale at £15,600, which proves if you have the goods, buyers will stay to the end!

Phillip Blackman Howard
Based at Ludlow Market Office



Time to consider the future of your farming business

The phasing out of the Basic Payment Scheme (BPS) will be one of the biggest challenges for farmers and landowners this decade.

The “agricultural transition” period in England is seven years, starting in 2021. Direct payments are to be phased out during this period, meaning 2027 will be the final year where any form of direct or “delinked” payments is made in England.

Examples of cuts to BPS transition period are shown below, giving examples of reduction for differing claim amounts, for illustration purposes only:

Payment 2020	£15,000	£30,000	£50,000	£80,000	£120,000	£250,000
2021	£14,250	£28,250	£46,500	£70,500	£102,500	£201,500
2022	£12,200	£24,400	£39,900	£60,400	£87,900	£172,700
2023	£10,200	£20,400	£33,200	£50,400	£73,200	£143,900
2024	£8,150	£16,300	£26,600	£40,300	£58,600	£115,100
2025	£6,100	£12,200	£19,900	£30,200	£43,900	£86,400
2026	£4,100	£8,200	£13,300	£20,100	£29,300	£57,600
2027	£2,000	£4,100	£6,700	£10,000	£14,700	£28,800
2028	£0	£0	£0	£0	£0	£0

The changes to BPS will have an impact on all farms. The transition gives a time window in which farmers should review their businesses, consider how best to handle the likely reduction of margins and deliver the necessary changes that may be needed to their business.

New schemes in England will be launched, namely the Environmental Land Management Scheme (ELMS), which will provide financial payments to farmers and landowners from 2024 onwards. Full details of the scheme will be hopefully announced this winter or spring 2022.

Natural Capital & Biodiversity Agreements

We hold a database of land with high natural capital and biodiversity value. This land can be matched with businesses that want to lower their carbon footprint, or become net zero for carbon. We can put together commercial agreements between landowners and businesses with financial payments.

Grant Funding Opportunities

The RPA have recently released two new grant schemes in England under the Farm Investment Fund.

Farming Equipment and Technology Fund

The Farming Equipment and Technology Fund provides investment towards 120 specific items of equipment which will improve productivity and efficiency for farming, horticultural and forestry businesses. For the first time, agricultural contractors are also eligible to apply. Eligible items include forestry items such as tree shears, livestock handling equipment, min till drills, livestock cameras etc. Each item has a fixed amount of grant aid which the RPA will pay. Applications must be for a minimum of £2,000 grant funding, up to a maximum of £25,000 grant funding. Applications close on 7th January 2022.

Transformation Fund - Water Management

The Transformation Fund - Water Management provides grants for capital items to improve farm productivity through more efficient use of water for irrigation, and to secure water supplies for crop irrigation by the construction of on-farm reservoirs and the adoption of best practice irrigation application equipment.

The grant can be used for the following;

1. Reservoir construction and infrastructure
2. Irrigation equipment - i.e. boom, trickle, ebb and flow, capillary bed, sprinklers and mist
3. Technology - i.e. Software to monitor soil moisture levels and schedule irrigation, and software and sensors to optimise water application

Grants can cover up to 40% of the eligible costs of a project with a minimum grant threshold of £35,000, and a maximum grant threshold of £500,000. The minimum total eligible cost of a project would therefore be £87,500. The application process is two fold, with an initial application deadline of 12th January 2022.

Further grants are expected to become available including funding for Animal Health & Welfare improvements and Slurry Management.

McCartneys can give advice on business restructure, future payments and grant applications. Contact your local rural professional team to assist you with your future farm plan.



Beth Gilbert

Based at Kington Office

New team at Brecon

Since January 2021, McCartneys has had a new team at Brecon Market, mixing experience with young keen fresh blood. The team has a keen attitude to build sales, increase throughput and attract new buyers and vendors.

The team is headed by Jenny Layton Mills, who has 22 years experience within the firm and has been selling livestock for the past 20 years, based at Knighton. Jenny was interviewed and taken on by Richard Gwilliam in 1999, after completing her Degree. She remembers the admiration the Breconshire folk had for the late Rex Jones and hopes that Brecon Market can be built upon with the new team.

She is ably assisted by Lloyd Humphreys and Tom Pritchard.



Lloyd has been with the firm for six years and has spent the last five years based at the Knighton office, but also working from the Newtown office. Throughout this time, he has focussed his efforts on the Livestock Markets and rural professional work, also spending time in the residential sales and lettings departments. Lloyd's roots have always been in the agricultural sector, which made him jump at the opportunity as soon as the job at Brecon Market became available. He hopes that he will have a long and successful career at Brecon.

Tom Pritchard started working as part of the Brecon team four years ago, alongside completing a degree in agriculture at Gelli Aur College, Camarthen. He started as a general yard worker/drover, before beginning to sell furniture and antiques, under the watchful eye of Richard Gwilliam. From there, he has never looked back and now sells cull ewes, breeding sheep, store cattle and horses and ponies. During his spare time, he farms at home on his family farm where they keep suckler cows and a small number of breeding ewes.

Always call if you would like livestock checked at home before sale or for any questions you may have -we are here to help.

Brecon Market - 01874 622386



Jenny Layton Mills
Based at Knighton Office

Considering a dispersal sale?



McCartneys LLP undertakes a number of regular farm, machinery and commercial, on site and online, dispersal sales on an annual basis, in the West Midlands and Wales region.

Our team of specialist Auctioneers and Valuers can offer bespoke sales, on site or via online timed auctions, to suit the client's needs, with sale day internet bidding if required.

We have an extensive database/mailling list, comprising of thousands of buyers, for farm, machinery and commercial items. We will ensure your sale is advertised to its best advantage and to a wide array of purchasers, both nationally and internationally. We ensure sales are fully advertised; using local, regional and national advertising, as well as our website and social media pages, which attract a large number of prospective buyers, combined with our network of 15 offices and adverts within our weekly livestock market reports, from our 5 markets throughout the region.

Our experience, knowledge and auctioneering skills ensures that sales conducted by public auction, on site or via online sales, are maximised to their full potential with the whole auction conducted in an efficient way.

We can offer unrivalled personal service in arranging all aspects of the dispersal sale; from inception, valuation, photographing, cataloguing, advertising, sale set up, lotting, conducting the sale day and after sale support, which is second to none.

We have a very dedicated and experienced back office team, who have vast experience in running on site and online sales, with in-house IT specialists to ensure the whole sale is run efficiently and effectively.

Our charges are flexible and competitive and we account promptly with the sale proceeds. If you would like to discuss an onsite or online dispersal sale, please contact one of our auction specialists for a free of charge, no obligation, appraisal. Details can be found at www.mccartneys.co.uk/branches

2022 collective machinery sale dates at The Beech Sale Ground, Little Hereford, Ludlow, SY8 4BG:

26th February	30th July
26th March	27th August
30th April	24th September
28th May	29th October
25th June	26th November



Gareth Wall
Based at Kington Office

Rural team expansion



Ella Harris has recently joined the team as a Graduate Rural Surveyor in the Knighton office. Ella, a farmer's daughter from Felindre, near Knighton, grew up on her family's mixed beef, sheep and poultry farm.

Graduating with a First Class Honours Degree in Rural Enterprise & Land Management from Harper Adams University, Ella is now working towards becoming a member of the Royal Institute of Chartered Surveyors (RICS) and Fellow of the Association of Agricultural Valuers (FAAV).

Prior to joining McCartneys, Ella worked

as a Graduate Surveyor with another local firm where she gained experience in lending and non-lending valuations and land and rural property sales.

Working alongside Jenny Layton Mills, Katie Davies & Glyn Owens, Ella will assist in a variety of work including; Basic Payment Scheme, Countryside Stewardship and Capital Grant applications, letting and selling of land and rural property, compensation, landlord and tenant matters and rural planning.

In her spare time, Ella is a keen horsewoman, netball player and active member of Teme Valley YFC.

Ella Harris

Based at Knighton Office



Ellie graduated from Harper Adams University (HAU) in 2021 with a First Class Honours Degree in Rural Enterprise and Land Management. Ellie undertook her placement year at McCartneys in the

Brecon office in 2019/20 and returned shortly after completing her degree in July 2021. During her final year at HAU, she worked as a relief milker on a local dairy farm.

Ellie grew up on a beef, sheep and arable farm in Brecknockshire. She spends most of her spare time helping out on the family farm, training for triathlons, horse-riding and socialising with friends.

Ellie attends Brecon Livestock market on a weekly basis, whilst assisting Simon Edwards with Rural Professional work throughout the Brecon and Hay-on-Wye offices. Ellie is able to assist with grant applications, Valuations, Sales and Lettings of Agricultural Land and Property, Landlord and Tenant Matters and Compulsory Purchase and Compensation Matters.

Ellie hopes to take her Central Association of Agricultural Valuers (CAAV) and Royal Institution of Chartered Surveyors (RICS) exams in the near future.

Ellie Torrance

Based at Brecon Office



Julia grew up on a beef and sheep farm near Libanus, Brecon and graduated from both Aberystwyth University and later from Harper Adams University, gaining her MRICS

qualifications in practice in Herefordshire.

Julia has fifteen years' experience working in rural land agency in Mid Wales and Herefordshire - specialising in rural professional matters, consultancy and estate management, property letting,

Landlord and Tenant matters, farm support payment scheme claims (BPS, Glastir and Stewardship) for both England and Wales.

Julia is also a trained domestic energy assessor, able to survey and provide Energy Performance Certification for dwellings.

In her spare time Julia is a shepherdess, involved in Brecon County Show and her community committees.

Julia Phillips

Based at Hay Office

With a long standing heritage in supporting the needs of the countryside economy McCartneys is one of the oldest and largest multi disciplined private practices in the United Kingdom. Offering a wide and comprehensive range of services across the Midlands and throughout Wales, McCartneys has a large dedicated team of professional experts specialising in all aspects of rural property, planning and business advice.

Please contact one of our professional staff for sensible and impartial advice. For any further information about any of the content of this newsletter Please contact the editors Gareth Wall and Beth Hanson.

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