



Young Farmers'  
Clubs of Ulster



ULSTER  
FARMERS'  
UNION

# Land Mobility Service



Department of  
Agriculture, Environment  
and Rural Affairs

[www.daera-ni.gov.uk](http://www.daera-ni.gov.uk)

**Presentation by John McCallister**  
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# WHAT IS LAND MOBILITY & WHY DO WE NEED IT?

YFC survey showed 48% of farmers aged over 50 had no successor identified.

Average age of an N.I. farmer is 58 years old.

Land use report – only 18% of our land area is in its optimum fertility.

The above statistics highlight a serious structural problem in our industry. Land mobility will maximise this vital natural resource.

## TO CREATE LAND MOBILITY

- Collaborative Farming
- Succession planning

### Collaborative Farming

- Maximise land use and productivity
- Long term leasing
- New skills, knowledge & next generation

## Succession Planning

- Remove succession barriers
- Help older farmers to:
  1. Identify successor
  2. Plan & manage transition
  3. talk to their families about succession

## How do we drive this change?

- Long term leasing
- Farm to Farm – contract production/rearing
- Share Farming
- Partnerships – family/non-family

# Long term leasing

## Contract Rearing/Production

- ▶ Long Term Leasing – advantages better land management, investment in the land. Security of tenure, forward planning. Third NI land in conacre
- ▶ Ireland has excellent tax incentives for leasing, different bands, longer the lease bigger the tax break – driven change
- ▶ Contract farming – options include growing crops or rearing heifers or finishing beef. Can reduce labour and allow farm to specialise in certain areas.

# Share Farming

## Partnerships-Family/non-Family

- ▶ Share Farming- Two business working on one site. Landowner might provide land, buildings & fixed machinery etc. Other share farmer might provide labour, livestock & machinery.
- ▶ Partnerships – one business, common in NI where farmer has a successor. Can be Family or non- family



33%



33%



33%

# DELIVER & SUPPORT AGREEMENT

Collaborative Farming Focus

Parties capable of working together!

Structured fair agreement

Agreement tailored to individual needs

Confidential

“Is this the right person?”

“Can I make this work?”

**Agreements must be workable  
and must deliver to all parties**

# Young Farmers/New Entrants

- ▶ Younger farmers that want into farming – may not have the land or capital but have the skills & drive
- ▶ It is vital that people have options. This service may be able to provide a variety of options.
- ▶ Banks assessing young farmers who need capital but little or no asset base
- ▶ Some banks will except a Lease agreement

# Young Farmers/New Entrants

- ▶ Have to want to farm and a passion for farming
- ▶ Have both the necessary business & people skills
- ▶ Mobility – more mobile more options
- ▶ Support or equity will be a huge help (Could own small amount of stock)
- ▶ Have a plan & know where you want to go

# Farmers/Landowners

- ▶ Who may want to step back or retire.
- ▶ Older farmers that want to 'step back' – not ready for total retirement and would like to keep an interest going in the business. May need new skills and help to run business
- ▶ Older farmers that want to retire – want or need to stop – could be age/mental or physical health/financial pressure
- ▶ It is vital that we improve our capacity to talk about succession & plan for the future.

# Conclusions

- ▶ Are any of these options for you
- ▶ Suitability of persons – Have to be able to work together
- ▶ Transparency & Fairness – has to work for both parties
- ▶ Enthusiasm & Skills
- ▶ Respect, Integrity & Trust

# ANY QUESTIONS



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**35%**

**Labour/skill**

**25%**

**Land**

**Profitable  
Dairy  
Farm  
Business**

**Cows**

**20%**

**Sheds/Capital**

**20%**