

The Future of Farming in Lincolnshire

Mike Greetham

Son of a Lincolnshire Farmer

BSc Hons Agric Science Nottingham

Farm Manager 5 years

Andersons, Farm Business Consultants 35 years

Expert Agriculture 1st April, 2014

CEO of

**British Institute of Agricultural
Consultants**



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The Future of Farming in Lincolnshire

1953

Tenant Farmer

Donington

110 acres

Grandfather

Father

5 men

10 Fields



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The Future of Farming in Lincolnshire

Sixties

Wheat

Barley

Peas

Beans

Potatoes

Sugar Beet

Cauliflower

Brussel Sprouts

Hay

Mangolds

Tulips

Beef Cattle

Chickens



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The Future of Farming in Lincolnshire

Sixties

Wheat

Barley

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Potatoes

Sugar Beet

Cauliflower

Brussel Sprouts

Hay

Mangolds

Tulips

Beef Cattle

15



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The Future of Farming in Lincolnshire

2016

~~Tenant Farmer~~

Donington

100 acres

~~Grandfather~~

~~Father~~

~~5 men~~

~~10 Fields~~

2 Fields

One crop



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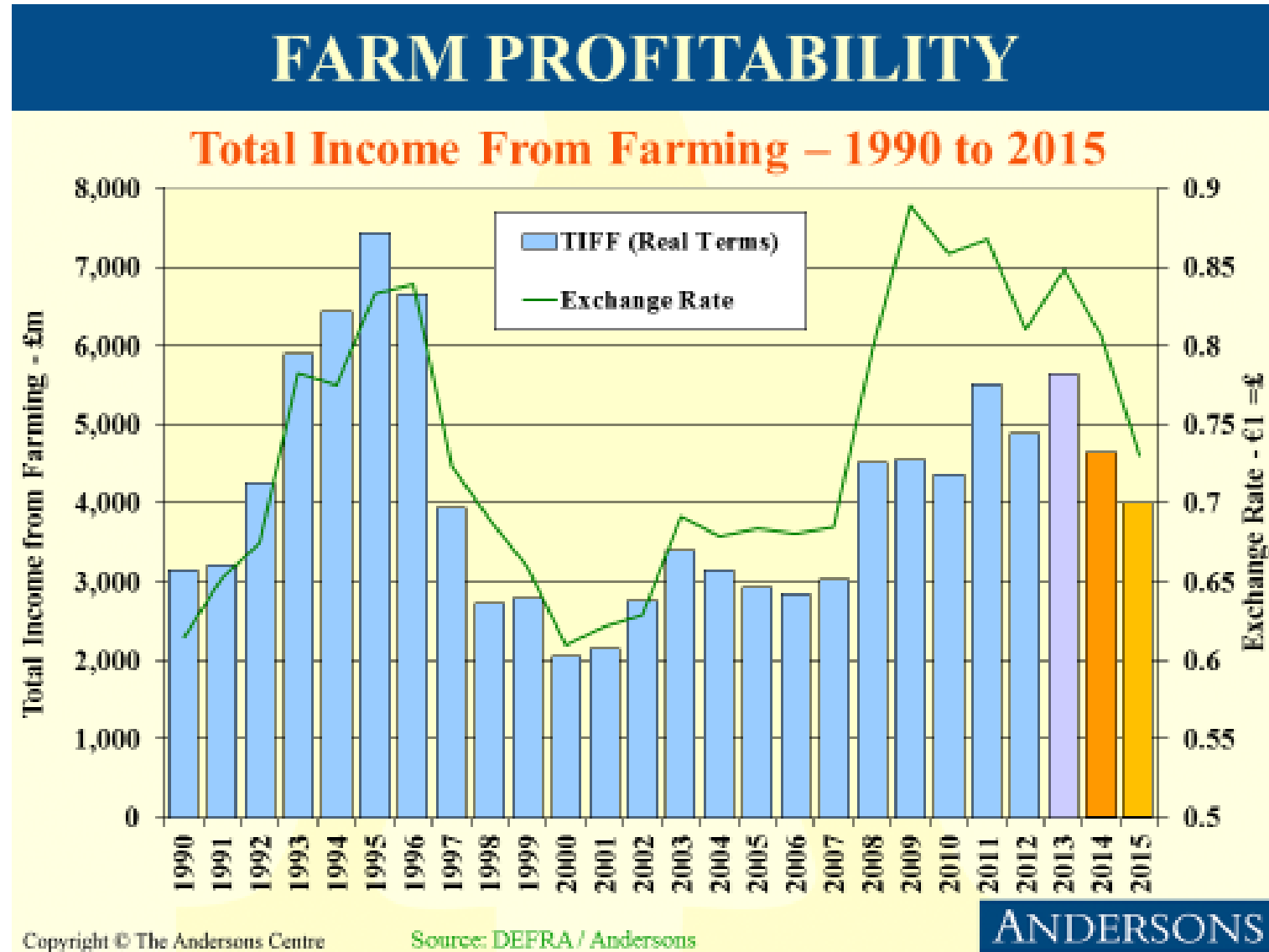
	Food and Farming	
	Lincolnshire	Nationally
Employs	10%	3%
Gross Value	13%	3%
Grade 1 land	7%	3%

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English Farmed Area	5.5%
Wheat	10%
Potatoes	13%
Sugar Beet	18%
Vegetables and Salad	25%
Ornamentals and Flowers	40%
Poultry	13%
Pigs	2million
Cattle	100,000
Sheep	155,000

As at 2009

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What do Lincolnshire Farmers Do Well?

Grow Quality Produce

Lots of it



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How Many Food Factories are there in
Lincolnshire?

Virtually None
Not Needed!!!



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Not Needed

Lincolnshire Quality Produce

Packed and Labelled

Boston Potatoes

Grimsby Fish



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What is Needed?

A positive outlook from farmers

Marketing help

Infrastructure

Roads and Broadband



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Specialised Cropping

One Crop

Specialised Marketing

In Lincolnshire Any Fool can GROW

The Skill is to SELL



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The Future is Bright

Marketing

- Intelligence
- Equipment

Co-operation

Positive Communication Skills



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The Challenges

Labour – the living wage

Brexit

Crop contamination



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The Future is Bright
The Future is Lincolnshire

Just got to Convince the Farmer!



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