Family Farming,
Succession Planning
and Democratic
Ownership







- ► there are around 120,000 family-run small and medium enterprises in the UK expected to undergo a transfer of ownership in the next three years.
- ▶ If just 5% of these businesses were supported to make the transition to employee ownership or one of the other mutual or co-operative models available in the UK, then the number of entities in the sector would double.





Sector	Number of family firms	Share of all family firms (%)	Number of private sector firms	Family firms as share of private sector firms (%)
Real estate, renting and business activity	1,208,028	251	1,389,120	87.0
Construction	910,769	18.9	974,625	93.4
Transport, storage and communications	589,133	12:2	651,710	90.4
Wholesale and retail trade, repairs	470,992	9.8	544,490	86.5
Other community, social and personal services	444,603	9.2	555,420	80.0
Private education, tutoring and training services	285,793	5.9	312,220	91.5
Health and social care services	277,450	5.8	347,700	79:8
Manufacturing	235,067	4.9	265,735	88.5
Hotels and restaurants	153,3#7	3.2	185,510	82,7
Agriculture and extraction	151,009	3.1	157,075	96.1
Financial services	70,655	1,5	89,215	79.2
Utilities and waste management	17,170	0.4	24,850	69.1
Total	4,814,055	100.0	5,497,670	57.6

Table 6. Industry distribution of family businesses in the UK, 2016.

Source: Oxford Economics, BEIS (SBS, 2016), and CMRC and UNIEI (2011).





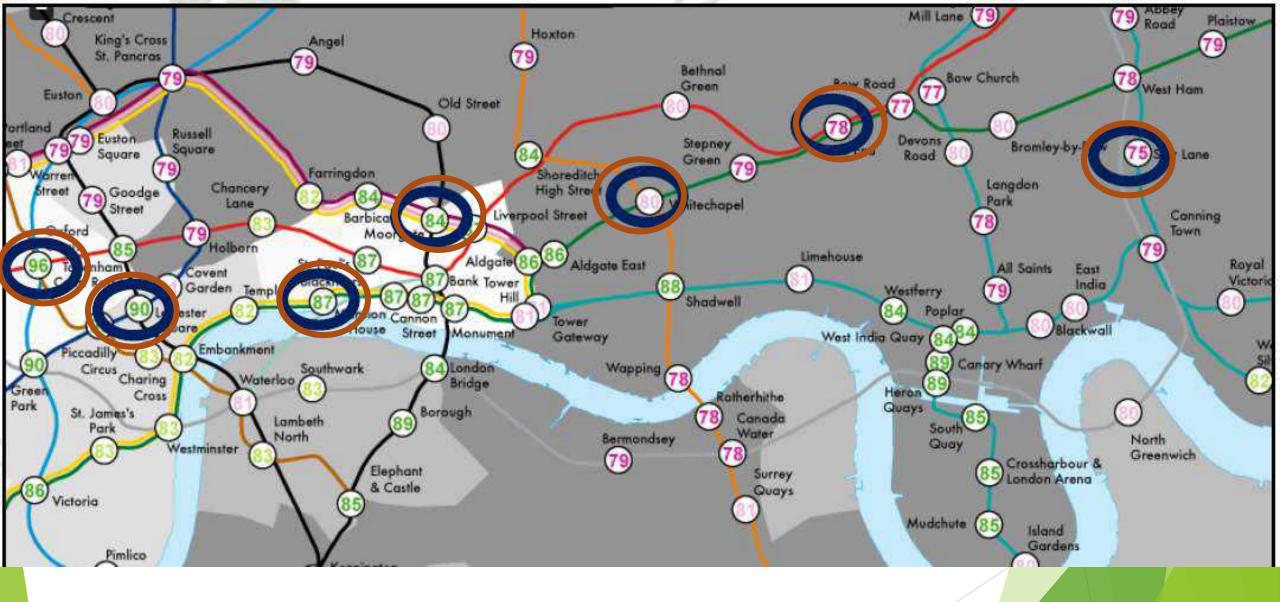






Similar to the creation of the Land Settlement Association in the 1930s food and farming is set against equally uncertain times. Evidence has confirmed that there are currently significant challenges facing smaller scale farming and growing in the UK and Ireland:

- A rapidly ageing workforce and lack of new entrants
- The dominance of supermarkets and their knock-on impact on horticultural supply chains
- A lack of access to skilled work and few training opportunities
- Overburdening regulation along with lack of time and resource to focus on development and training
- High land prices and increasing competition for land particularly around urban settlements
- Decline of horticultural infrastructure for smaller scale growers
- Increasing polarisation across farming between larger scale and smaller scale production
- The challenge of balancing rapidly changing and unpredictable supply and demand.
- The need to adapt to climate change, in particular climate instability and freak weather events that can and do have a significant impact on horticulture.



Marmot Review

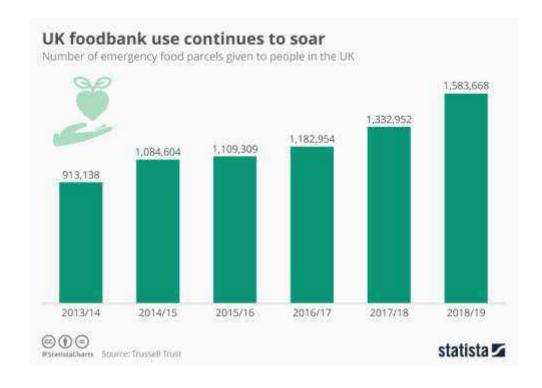
Historiography

Table 5.4 Shifting domination in 20th century Western food value added chains

Period	Farmore	Manufacturers	Wholesalers	Logistics	Retailers	Foodservice	Marketing
≤ 190 /	Dominan	MINOL	Major in a few trades	Dominant	Very Minor	Dominant (domestic)	Minor
1900	Declining (Dominan	Major in many trades	Declining	Minor	Declining	Emerging
1950	(except WWI)					(except WWII)	(USA only)
1960	Rebuilding	Dominant /	Dominant	Rebuilding	Emerging	Minor	Emerging
1970	(subsidized)						
1980	Declining	Declining	Rapidly Declining	Linked to tail	Dom*	merging	Important
2000s				dominance			
2000–	Returning?	Uncertain	Minor	Squeezed	Dominant	Ucertain	Important
2010				-			

Source: authors, informed by von Schirach-Szmigiel (2005). 108























Agriculture Bill

[AS AMENDED IN PUBLIC BILL COMMITTEE]

CONTENTS

PART 1

NEW FINANCIAL ASSISTANCE POWERS

- 1 Secretary of State's powers to give financial assistance
- 2 Financial assistance: forms, conditions, delegation and publication of information
- 3 Financial assistance: checking, enforcing and monitoring

PART 7

FINANCIAL SUPPORT AFTER EXITING THE EU

CONTRACTOR

DIRECT PAYMENTS

- 4 Meaning of "basic payment scheme" and other expressions in Chapter 1
- 5 The agricultural transition period for England
- 6 Power to modify legislation governing the basic payment scheme
- 7 Power to reduce the direct payments ceilings for England in 2020 by up to 15%
- 8 Power to provide for the continuation of the basic payment scheme beyond 2020
- Q. Power to receive for phasing out direct payments and delinked navments.



"The Conservatives are trying to scrub out the 1947 agriculture act"

"The world is as dangerous today as it was in 1914 and 1939"

"We need a lifestyle to be able to go on a skiing holiday"

"The public don't understand – they don't have a connection to where food comes from. But we do"

"Ordinary people want the land to look nice"





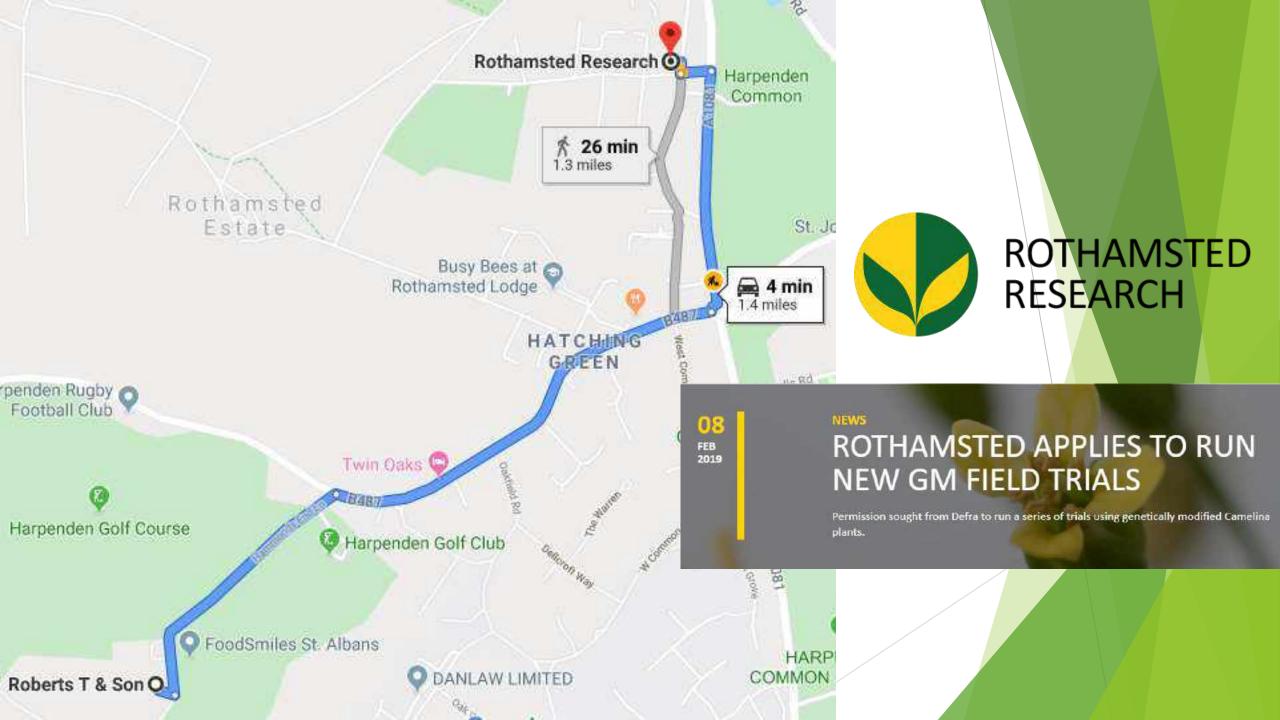
Stuart Roberts, NFU Vice President

Hertfordshire farmer Stuart Roberts is a third generation arable and livestock farmer who has also worked for Defra and the Food Standards Agency and held senior management roles within the meat supply chain.

Stuart farms in a family partnership with his wife Emma and his father Howard. Hammonds End Farm supplies grain to more than 50 artisan mills and bakers throughout the UK.

Stuart served as Hertfordshire NFU County Chairman from 2015 to 2018.







Stuart Roberts, NFU Vice President

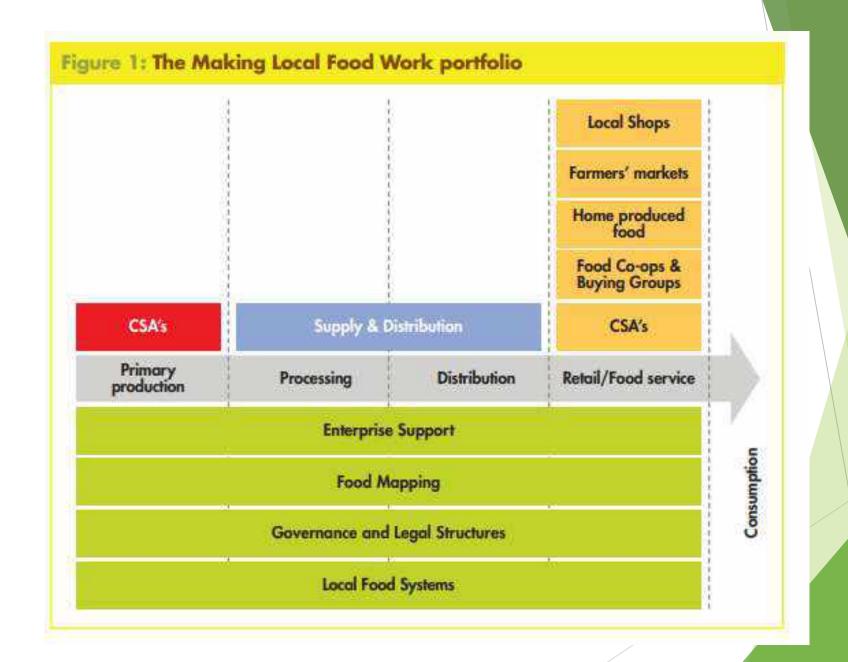
Hertfordshire farmer Stuart Roberts is a third generation arable and livestock farmer who has also worked for Defra and the Food Standards Agency and held senior management roles within the meat supply chain.

Stuart farms in a family partnership with his wife Emma and his father. Howard. Hammonds End Farm supplies grain to more than 50 artisan mills and bakers throughout the UK.

Stuart served as Hertfordshire NFU County Chairman from 2015 to 2018.









FoodSmiles St Albans

Local food for local people



Stockwood CBS and Hillsdown Farm





"Stockwood Community Benefit Society operates a thriving farm and business park, powered by renewable energy, and delivers an exciting programme based on strong economic, ecological and social principles. We aim to demonstrate that our model can be used in other rural locations.

Please join us on this journey."

Sebastian Parsons, Stockwood CBS

Making a sexy democratic investment proposition

Featured savings and investments)



WITHDRAWABLE SHARES

Student Co-Op Homes

Student Co-op Homes is helping three student housing co-ops acquire properties in Glasgow, Nottingham and Brighton, enabling students to live affordably, lead healthy lives and develop new skills

Potential returns of 4%

#nomorelandlords





WITHDRAWABLE SHARES

BHESCo)

BHESCo's share raise will install renewable energy systems to nine properties in Brighton and Hove, including five schools and a housing cooperative that will provide affordable housing for low-income families. Altogether, BHESCo's projects will generate savings of £345,000 over their lifetime and save 1,300 tonnes of CO2.

Potential return of 5%





WITHDRAWABLE SHARES

Yorspace)

Yorspace's ambition is to create truly community-led housing that harnesses funding from the community to improve accessibility to home ownership for local people.

Potential return of 2.5%

£475,000

target

raised

minimum +

32

days left.



WITHDRAWABLE SHARES

St Ives CLT

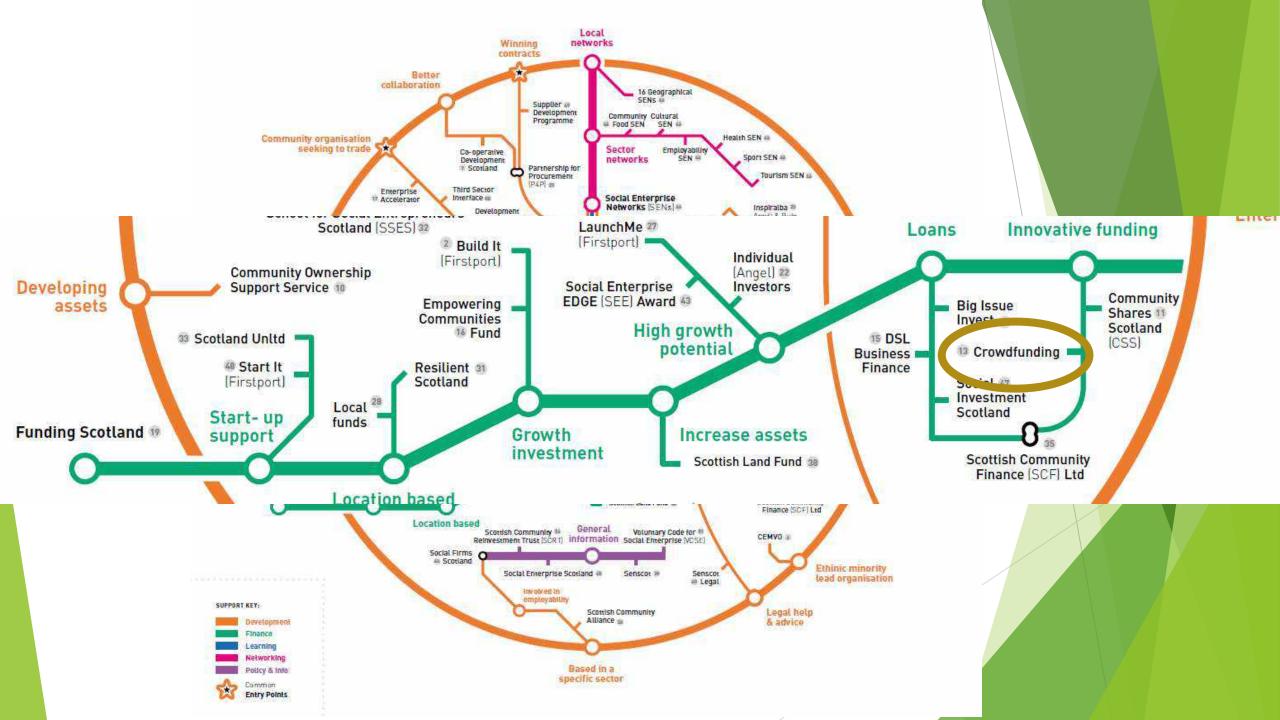
St Ives CLT will provide six vital, permanently affordable homes for key workers and other local people, secured under an asset lock for future generations.

Potential return of 4%

#affordableforever



40 % £500,000 1
raised target days left



What is social investment?

Social investment is the use of **repayable finance** to help an organisation achieve a social purpose.

1. Borrowing (debt)

Taking out a loan which you agree to repay over a set period of time. Most debt investments are paid back with interest - a fee you pay to the investor for the use of their money.

2. Shares (equity)

Selling shares in your organisation to an investor. Equity investors receive a share of any profits paid out by the organisation and get to have a say in how the organisation is run.

BORROW

Blended – part grant, part loan

A package of funding that is a mixture of investment, that needs to be repaid and a grant that doesn't need to be repaid. For example, a grant of £20,000 alongside a loan of £50,000 that needs to be repaid over 5 years with 10% interest.

Read more +



Finance by nesta

Arts & Culture Arts + Culture Finance

society through their work. We believe...

charities seeking to dismantle poverty and...

Key Fund



Key Fund provides loans, sometimes combined with grants, between £5,000 and £150,000 to support the development

Big Issue Invest



First Ark Social Investment

or social businesses to get the backing...

GM Social Investment Fund

to strengthen the sector, build bridges with...

services and campaign for policy change.



Lincolnshire Community Foundation

community businesses to develop and sustain themselves.

We are the leading independent grant-maker in Lincolnshire

Bridges Fund Management

CAF Venturesome

Charity Bank



FSE Group

V

V

Loans for Enlightened Agriculture Programme

The Loans for Enlightened Agriculture Programme ("LEAP"),

Real Farming Trust, is a new model for financing and support

funders (grant and loan) to support impact bonds....

farming enterprises that puts people and the ...

community and social enterprises operating in the North an

The Bridges Social Impact Bond (SIB) team specialises in helping social sector organisations to design, bid for and deliver outcomes contracts (sometimes called payment by results contracts). We...

Arts & Culture Finance uses social impact investment to support arts and

The Big Issue by providing finance and support to social enterprises and

cultural organisations that benefit the lives of individuals, communities and

dundserfer

loan finance of between £100,000 and £1,000,000 to ambitious, 'regulated' social sector organisations. We will consider...

Fundsurfer V

FSE Group is a Community Interest Company that provides flexibly-structured

Ethex brings together on one platform the best positive savings and

Ethex people can invest and save with businesses that...

investment opportunities to make it easy to make money do good. Through

positive and long-lasting social impact. We enable charities, voluntary groups,



Northstar Ventures

CAF Venturesome is the social investment arm of the Charities Aid Foundation, and is one of the most established and active players in the UK social investment market. CAF Venturesome aims to...

Charity Bank was always going to be different. What drives us isn't profits, but

CCF is the Lender for Social Purpose lending to ethical businesses since 1973.

a shared idea about the world we want to live in. We were founded to

We provide loan finance to a range of organisations and community

homeless link

INVESTING FOR GOOD

Fundsurfer.com is a UK based crowdfunding and investment platform. Our mission is to make funding accessible for all. We work with social enterprises. CIC's...

GMCVO is the voluntary, community and social enterprise (VCSE) sector infrastructure organisation for Greater Manchester. The organisation's aim is

Homeless Link is the national membership charity for organisations working

directly with people who become homeless in England. We work to improve



resonance

Northstar Ventures is a venture capital and social investmen North East of England. Currently managing the North East S

Fund (NESIF), Northstar supports high...

PICNIC PICNIC

PICNIC Investment Limited is a social and environmental bu

manages the £3.3mn Parks Enterprises Impact Fund. The Fund was established to support existing charities, soci

Resonance Ltd

Resonance is a social impact investment company. For more

have been helping social enterprises prepare for and raise

investors who value both their impact ambition...

Social and Sustainable Capital

Social and Sustainable Capital is an FCA authorised and reg manager and social enterprise providing finance to charities enterprises. Our mission is simple: to help social.

Community Impact Partnership CIC CIP investing The Community Impact Partnership, CIP, is a joint initiative between four of the

blended grants and loans to help...

support charities with loans that they couldn' ...

Co-operative and Community Finance

businesses that are democratically controlled by ...



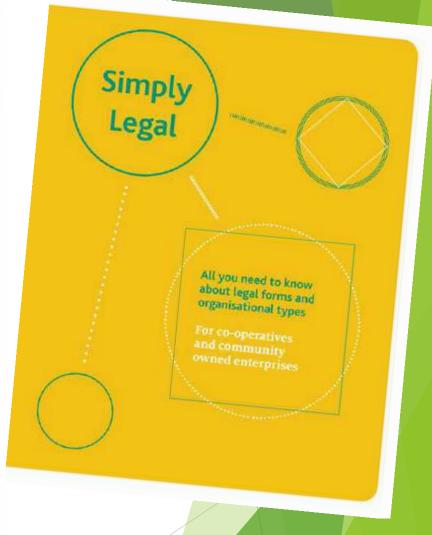
Investing For Good

Homeless Link

Investing for Good, founded in 2004, is a social investment intermediary that mobilises investment capital into VCSEs to tackle major social issues. We have significant experience deal arranging...

Summary of the key features of the different legal forms

Legal form	Does its members have limited liability?	What is its governing document called?	Can it issue shares?	Can it pay a return on shareholdings?	Does it have to register with a regulatory body?	is it suitable for charitable status?	Does it have an asset lock?
Partnerships	No	Deed	No	No	No	No	No
Associations .	No	Constitution	No	No	No (unless a charity)	Yes	No (unless a charity)
Trusts	No	Deed	No	No	No (unless a charity)	Yes	No (unless a charity)
Limited Liability Partnership (LIP)	Yes	Agreement or Deed	No	No	Companies House	No	No
Company Limited by Guarantee	Yes	Articles	No	No	Companies House	Yes	No (unless a charity)
Company Limited by Shares	Yes	Articles	Yes	Yes	Companies House	No*	No (unless a charity)
Community Interest Company (limited by guarantee)	Yes	Articles	No	No	Companies House & CIC Regulator	No	Yes
Community Interest Company (united by shares)	Yes	Articles	Yes	Yes – although it is subject to a cap	Companies House & CIC Regulator	No	Yes
Charitable Incorporated Organisation	Yes	Constitution	No	No	Charity Commission	Yes	Yes
Industrial & Provident Society (bona fide co- operative)	Yes	Rules	Yes	Yes	Financial Services Authority	No	No
Industrial & Provident Society (society for the benefit of the community)	Yes	Rules	Yes	Yes	Financial Services Authority	Yes	Yes (optional)





Questions?

Understanding the Positive investor Report 2017

What type of positive investor are you?



http://bit.do/ethexpi



The Well-Informed



The Progressive



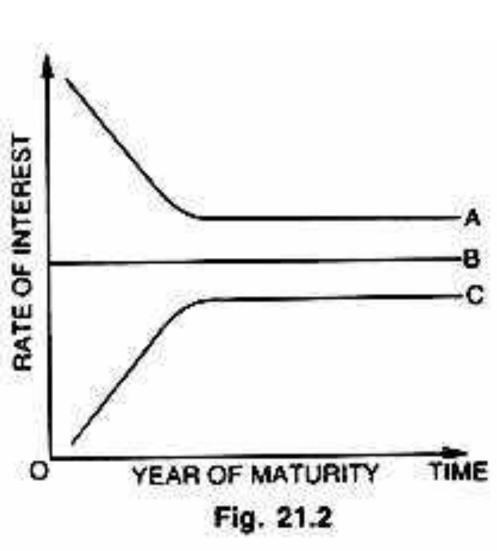
The Receptive



The Uneure



The Sceptic





	Community/Withdrawable Shares	Bond	Ordinary Shares	Loanstock
FINANCES	Financial Model	Financial Model	Financial Model	Financial Model
Detail	A spreadsheet that shows	A spreadsheet that	A spreadsheet that	A spreadsheet that shows forecasts on
	forecasts on the term of	shows forecasts on	shows forecasts on the	the term of the investment on
	the investment on	the term of the	term of the investment	- P&L
	- P&L	investment on	on	- Balance Sheet
	- Balance Sheet	- P&L	- P&L	- Cashflow
	- Cashflow	- Balance Sheet	- Balance Sheet	The cashflow should be able to show
	The cashflow should be	- Cashflow	- Cashflow	investment arriving, interest payments
	able to show investment	The cashflow should	The cashflow should be	being made, plus the initial investment
	arriving, interest payments	be able to show	able to show	being returned
	being made, plus the initial	investment arriving,	investment arriving,	
	investment being returned	interest payments	interest payments	
		being made, plus the	being made, plus the	
		initial investment	initial investment being	
		being returned	returned	Term Size Interest
Examples	Exchange	Solar for Schools	Spare Fruit At the end of the offer, you will	Stitute Loan 1 10 45000 3% years
			need one signed shareholder	rec Loan 2 5 years £2000 4% an
			agreement per shareholder. Ethex will coordinate gathering signed agreements.	Loan 3 2 years £500 2%
Examples	Stockwood	Electric Blue	Connected Energy	LRS



Donate land.

They don't make it any more...

Most engaged

Least engaged











The Wellinformed 9.4 million

people

Financially confident,

Believe that positive investments can be used to address issues of direct concern to them and as a good way to make money.

Highly motivated to use their money to have a positive social impact The most willing to take a lower financial return for a positive impact.

Tend to be aged 40 and under, employed and already engaged with traditional investments.

The Progressive

5.4 million people

Financially less confident.

Advocates for social action - but need convincing on the efficacy of positive investments.

Tends either to strongly agree with motivation statements or to be unsure.

Interested in innovative ways to improve society.

Higher proportion are female, and aged 40 and under.

The Receptive

1.6 million people

Financially confident.

Sees positive investment as an effective way to have a positive impact on society, but less clear it is a good way to make money.

Willing to spend time learning about positive investments.

Committed to living responsibly.

Wants to grow the market.

Mixed views on the financial benefits of positive investing.

Has the highest level of median wealth.

The Unsure

3.6 million people

Very financially unconfident.

Feels they do not know enough about positive investing.

Motivated to give back to society.

Low levels of trust in providers of positive investments.

Lowest level of wealth and household income.

Most likely to be female.

The Sceptic

18 million people

Financial traditionalist.

Low interest in positive investment.

Sees positive investment as having little impact on society.

Little desire to 'give back' to society.

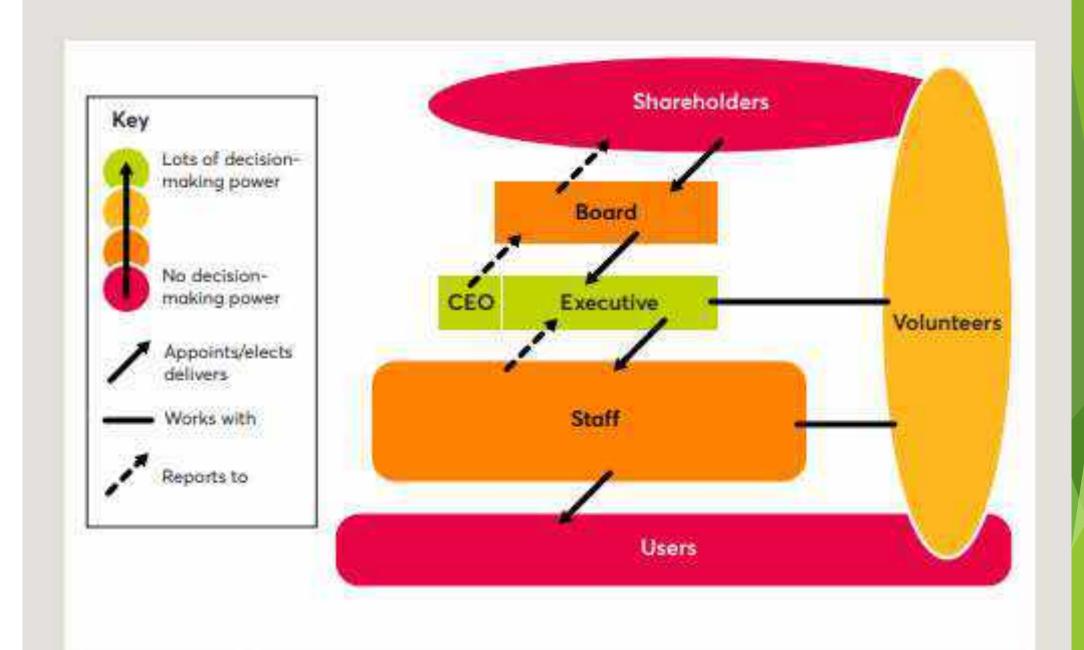
Very reluctant to take a lower financial return for a positive impact.

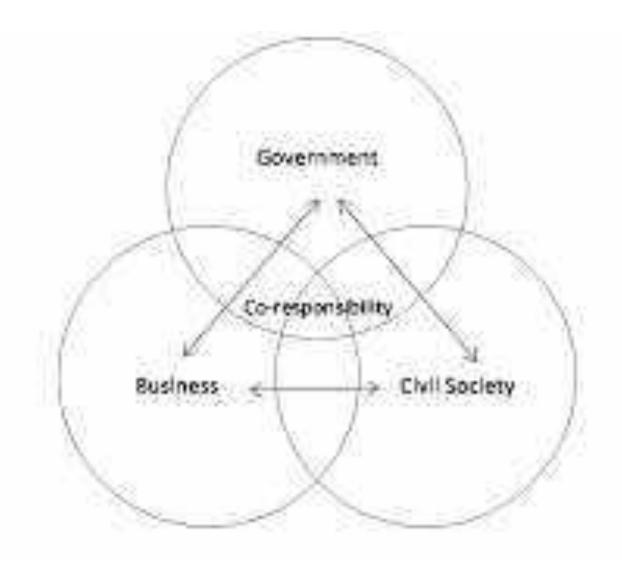
Most likely to be over 50 and retired, least likely to have a university degree.

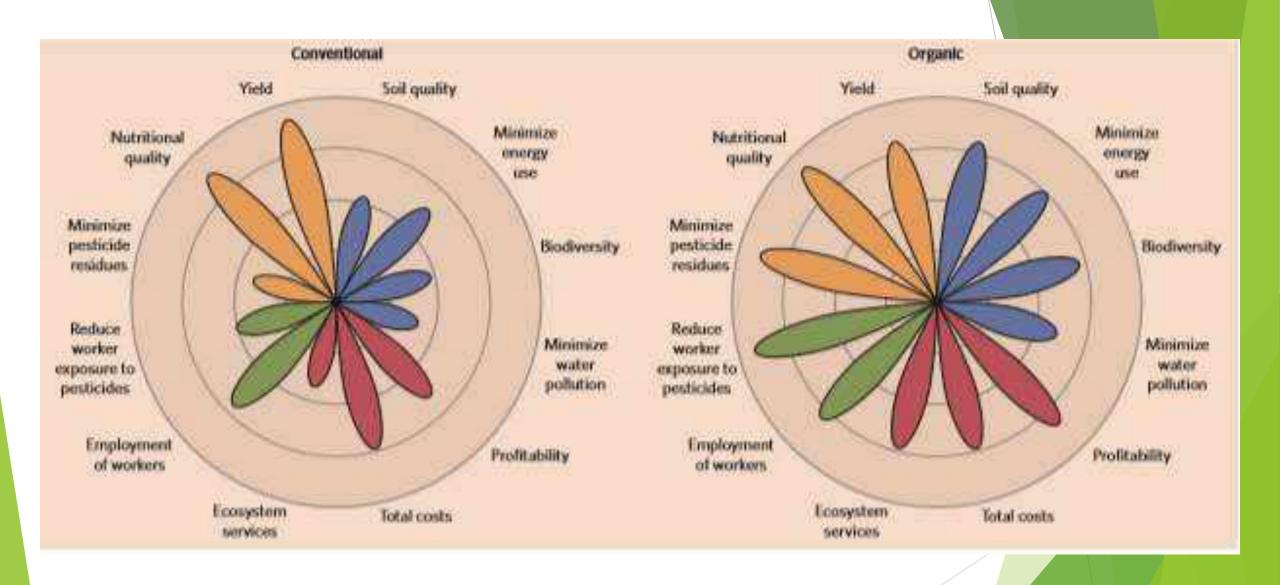
Low level of engagement in all forms of social action.

What issue are you most interested in addressing through positive investment?

Improving health and social care	31%
Old age support	26%
Protecting the environment	24%
Generating renewable energy	23%
Social and affordable housing and homelessness	20%
Supporting community projects	18%
Improving opportunities and services for the disadvantaged in society	17%
Improving education services	17%
Sustainable agriculture and food distribution	17%
Improving access to employment or training	14%
Savings and investments that address several issues	14%
Sustainable transport	13%
Improving access to financial services	10%
Crime prevention and prisoner rehabilitation	8%
The provision of arts and culture	7%
Promoting or advancing religion	4%
Animal welfare / rights	0.4%
International aid / development	0.2%







Organic agriculture in the twenty-first century John P. Reganold* and Jonathan M. Wachter Is it time we get more involved with our local farms?