



BURES FARM PARTNERS

JONATHAN MCINNES SKINNER





Jonathan McInnes Skinner
Booters Hall Farm, Letton, Norfolk





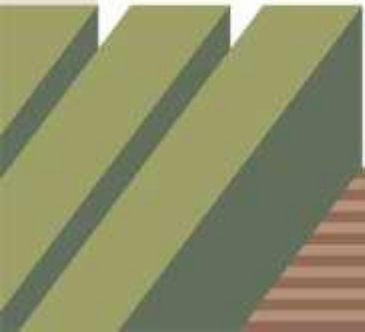
DOES THE MIXED TRADITIONAL FARM HAVE A PLACE IN MODERN AGRICULTURE??



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What is Mixed Farming?



An agricultural system in which a farmer conducts different agricultural practices together

Characteristics

- Common worldwide
- Bringing specialised forms of farming together
- Making the farm into a complete cycle
- Increasing soil biota
- Increasing efficiency
- Reducing economies of scale
- Compliment land and labour



Influences of Mixed Farming



Influenced by both internal and external factors

External Factors

- Weather patterns
- Market Prices and Volatility
- Political Stability
- Technological developments

Internal Factors

- Farm soil characteristics
- Composition of the family and farmers ingenuity
- Crop rotations
- Facilities present on farm



What is Modern Agriculture?



Farming with the most innovative science to maintain a careful balance of farm inputs that optimize crop production while lessening potential impacts on the environment.

Characteristics:-

- Worldwide Markets and Volatility
- Economies of scale
- Conservation Tillage
- Satellite Precision/Mechanisation
- Sustainability

“Modern Agriculture” depicts a farmers commitment to innovation, stewardship and meeting the global food challenge all at once – there is nothing conventional about that.



Importance of Modern Agriculture

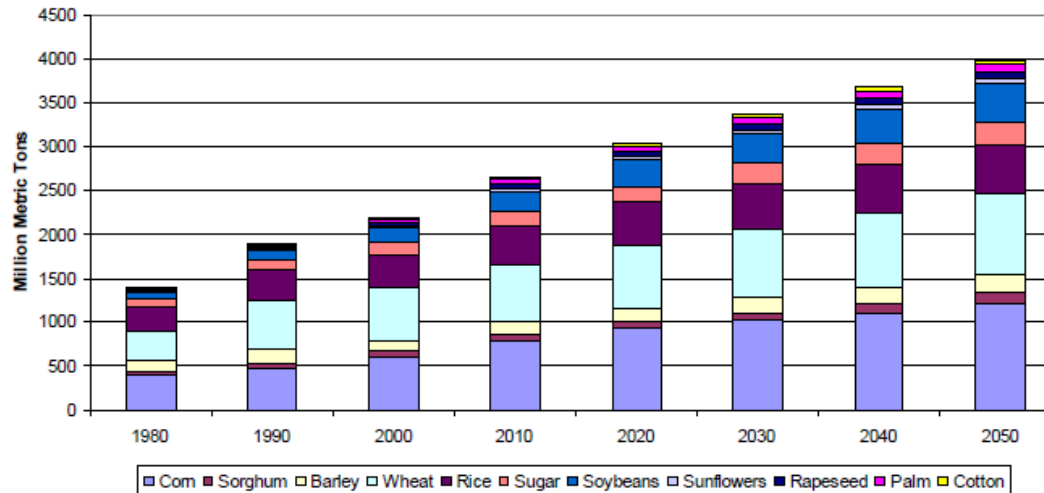


- By 2050, the world's population is expected to grow to nearly nine billion – the equivalent of two more Chinas!
- Climate change will reduce production by 2% each decade while demand increases 14%.
- United Nations Food and Agriculture Organisation predicts that global food production must double by 2050.
- Up to 40% of the world will develop unfamiliar environmental climates and need to be able to still produce food.
- Modern agriculture during the past 50 years has helped farmers double food production.
- To reduce malnutrition in developing countries; 815 million people in the world are malnourished.
- Improve the concept of healthy eating, 2.1 billion people overweight.
- New technologies help farmers use precise applications and fewer inputs.



Global Consumption Projected, Major Crops, 1980-2050

Global Consumption Projected, Major Crops, 1980-2050



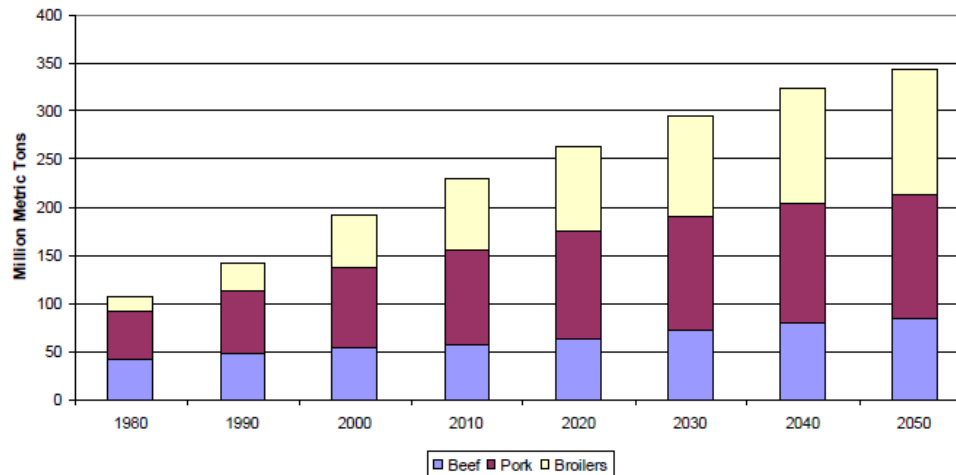
Sources: Historical data based on FAO and USDA's PSD Database
Forecast from IHS-Global Insight, December 2009



Global Consumption Projected, Beef, Pork and Broiler Meat, 1980-2050



Global Consumption Projected, Beef, Pork and Broiler Meat, 1980-2050



Sources: Historical data based on FAO and USDA's PSD Database
Forecast from IHS-Global Insight, December 2009



'Over the Years'



- The green revolution has won a temporary success in man's war against hunger and deprivation; it has given man a breathing space. If fully implemented, the revolution can provide sufficient food for sustenance during the next three decades.” Norman Borlaug (2003).
- Worldwide, agriculture accounts for **38 percent of land use, 66 percent of water withdrawals, and 85 percent of water consumption** (Food and Agriculture Organisation [FAO] 2001; Shiklomanov 2000).





Winner

Jonathan Skinner
2013 YOUNG
FARMER OF THE YEAR



Nobody does it better



**BURES FARM PARTNERS,
NORFOLK**



Bures Farm Partners



Bures Farm Partners is a partnership between myself and my mother, Sue McInnes Skinner, and was formed in 2006 when we purchased 23.1 ha of land at Little Ellingham to add to the 60.7 ha of arable land at Crown Farm, Deopham, where my parents live, and where I grew up.

We then purchased a further 121 ha at Cranworth with the help of AMC in 2008. Most recently in 2015, the hub of Bures Farm Partners, Booters Hall Farm, was purchased.

Last May, we took on the contracting for a further 184.4ha

This gives a current total of 570 ha (1408 acres) farmed.



Bures Farm Partners



POULTRY ENTERPRISE

In 2018, we produced:-

- 160,000 seasonal free range turkeys;
- Around 60,000 ducks; and
- 80,000 AYR (all year round) turkeys.



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SHEEP ENTERPRISE



- The Ernford flock of pedigree Bleu du Maine sheep consists of 60 breeding ewes;
- The Ernford flock of pedigree Millennium Bleu sheep consists of 60 breeding ewes and 10 stock rams;
- We also have 600 Cheviot and Texel x Cheviot breeding ewes; and
- 4500 'keep sheep' which winter with us before returning to their respective flocks in the spring.



CATTLE ENTERPRISE

- The Ernford herd of pedigree South Devon cattle currently has 40 breeding cows and one bull;
- The Ernford herd of pedigree Hereford cattle has 20 breeding cows and one bull.



About me...



I went to Prep school at Old Buckenham, Brettenham, Suffolk before moving onto senior School at Stowe, Buckingham, Buckinghamshire. I then went on to study Agriculture at Reading University gaining a 2.1 BSc Hons degree.

I have both my PA1 and PA2 certificates as well as attending various other courses for all enterprises.

My hobbies include:-

- Shooting
- Country Sports
- Skiing



Main Achievements



- Obtained a 2.1 BSc Hons In Agriculture a Reading University;
- Winning the prestigious Farmers Weekly 'Young Farmer of the Year' Award in 2013;
- 491% increase in Business size, **73.65 to 435.45ha** in the last six years of trading;
- Developed a multiple enterprise business;
- Identified key markets and purchasers from the start;
- Good understanding of soil science;
- Won Queens award at the Royal Norfolk Show;
- Won multiple National Breed and Flock competitions with both pedigree flocks;
- Won multiple South Devon Cattle Breed classes;
- Tight cost control within the business;
- Expanded arable contracting business;
- Clear strategy for the future.



How it all started...

With 6 Bleu du Maine ewes at the age of 4 and the formation of the Ernford Flock.



Ernford flock



- The flock was formed back in 1993 with 6 Pedigree Bleu du Maine ewes which over the years soon climbed to 50 breeding ewes and has been maintained at that level for many years.
- In 1997 (aged 8 years old) my stock ram was Male Champion at the Royal Show at Stoneleigh Park. In following years, two home bred ewes were Breed Champion at the RASE.
- I went on to win the prestigious Queens Award at the Royal Norfolk Show and at The Great Yorkshire Show in 2010 won the Interbreed Championship for Lowland Ewe section. In the same year, I won the Continental Interbreed Champion prize at the Royal Norfolk Show.
- April 2011 I achieved current record price for cull ewes at Colchester Market and more recently in November 2018 my commercial lambs topped each weight category on price.
- My flock of Millennium Bleus have had an unstoppable 2018 show season with many a first prize a championship sash won.



Ernford Ewes waiting to lamb



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Millennium Bleu Shearling Rams at Carlisle Premier Sale 2018



“Watton Green farmer proud to export French breed back to France” ERNFORD MAGNUM



Arable



- Started in 2003 when my parents took back from Farm Business Tenancy 60.7 ha of arable land at Crown Farm, Deopham, where I grew up.
- Tractor test at the age of 16 allowed me to start learning the practical side of arable farming.
- The machinery on farm in 2003 was very ancient and consisted of:-
 - Massey Ferguson 690 and 590;
 - 2 furrow plough;
 - 3 metre box drill;
 - 12 metre Hardi Sprayer and 12 metre Vicon Vari Spreader.
- Local contractor had to be used for some operations.

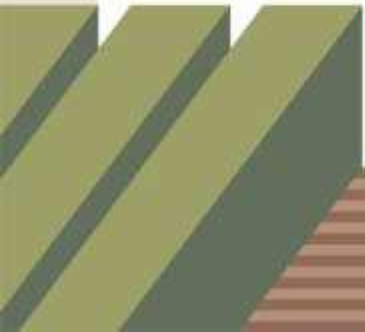


- Bures Farm Partners was formed in 2006 when we purchased 23.1 ha of land at Little Ellingham.
- This is Grade 3 land – clay/sandy loam.
- At this point the first 4 wheel drive tractor was bought and a refurbished Dowdeswell 5 furrow plough.
- We also purchased the Claas Variant 280 round baler for our own fodder and straw plus contracting work and a second hand Claas combine.

- We then purchased a further 121 ha at Cranworth with the help of AMC in 2008
- This is roughly split 50% clay loam and 50% sand loam which is all grade 3
- In addition to the land there is a 2000 ton grain store and 2 workshop buildings
- At this point we moved to 24 metre tram lines by updating the sprayer and fertiliser spreader
- With the heavy land and tricky drilling conditions it was a decision to try some reduced tillage, we hired a sumo trio and a redundant combination drill off a neighbour.



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- In autumn 2012 Bures Farm Partners took on the contracting work for my Grandfather at North Farm, Snetterton and his land at Wilby. This comprises of a total of 184.8 ha.
- We were approached after he had seen the attention to detail and vast farm improvements made on our other holdings.
- This also required a management approach to increase the farm profit.
 - Problems found:-
 - Low organic matter in soil
 - Acidity levels high
 - Soil indices very low
 - Rotation too regular
 - Vermin



Advances within the Arable since 2013



- Improving Drainage
- Seed Rye Contracts
- SOYL
- Cover Cropping
- Variable rate
- Manure sales
- Additional Contracting





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The logo for the Norfolk Farming Conference (NFC) 2019. It features the letters 'NFC' in a large, bold, black font. To the right of the 'C' is a stylized green leaf with a white circuit-like pattern inside it. Above the 'C' is a smaller yellow leaf with a similar pattern. Below the 'NFC' is the year '2019' and the full name 'Norfolk Farming Conference' in a smaller black font.



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Arable

The Future

- Continue to concentrate on Gatekeeper
- Mid Tier environmental scheme
- Drive to improve soil structures
- Variable Nitrogen and Field mapping
- Variable spraying
- Increased use of satellite guidance
- Look into the viability of direct Nitrogen at drilling
- Irrigation and water use on the light land farm
- Use of catch crops over the winter period
- Look for any farm business tenancys locally



Poultry Enterprise



- Whilst studying Farm Diversification at Reading University in Spring 2010, it dawned on me that farm profits could be increased by renovating the dilapidated poultry sheds at Crown Farm for the Free Range Christmas turkey market. These sheds total 4,000sq meters.
- Two companies were approached and Gressingham Foods showed exceptional interest, and with their help the sheds were renovated to Free Range standards.
- The first 20,000 free range bronze turkeys arrived in October 2010.



Poultry Enterprise



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- We took on the Letton Hall Site in 2011.
- This comprises of a large 2,500sq metre concrete floor building.
- Two buildings housing the straw required for the poultry enterprise at both sites.
- Between both sites we can rear 36,000 Free Range turkeys for Christmas.



Birds reared each year since the start of the enterprise:-

Year	
2010	18,000 Free Range Bronze turkeys
2011	28,000 Free Range Bronze turkeys
2012	30,000 Free Range Bronze turkeys
2013	32,000 Free Range Bronze turkeys
2014	54,000 Free Range Bronze turkeys
2015	85,000 Free Range Bronze turkeys
2016	100,000 Free Range Bronze turkeys
2017	120,000 Free Range Bronze turkeys
2018	160,000 Free Range Bronze turkeys
2019	? Free Range Bronze turkeys



Article from Tesco's Finest Magazine 2012



How does your turkey qualify to be part of the Tesco Finest range?

Our turkeys are Bronzes, which are a top-quality breed that grows really well. We slowly rear the birds and they usually reach 5.5-7kg (12-15lb) in weight. They have a slightly gamey flavour and lots of meat on their breast, which makes them great for carving.

How do you ensure the welfare of your turkeys so they are properly looked after?

Our turkeys are hatched then raised on a specialist brood farm for the first six weeks of their lives, so they come to us when they're good and strong. We keep all our birds in a very natural environment, and maintain the highest welfare standards, as required by Tesco, so they have the happiest possible life.

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Are your turkeys kept in coops?

The birds are all free-range and housed in large wooden sheds with open sides, so they can roam in and out as they please. They have access to 20 acres of field and pasture with plenty of grass, weeds and seeds to scratch and peck through. Inside the barns we keep deep litters of straw from our own farm and the birds have lots of natural light and ventilation. Turkeys are naturally active and inquisitive birds, and they need to be kept occupied. We give them lots of straw bales and perches to jump on to, and hang CDs in the barn so they can see their own reflection, which keeps them amused and entertained.

How long does it take for your turkeys to leave the farm and arrive in store?

We make sure that the journey to the factory is short – it's just 20 minutes away. The turkeys are then delivered as quickly as possible to Tesco so they arrive in the best condition.

“Good life on the five-star turkey farm”

Article in the Daily Express 2011

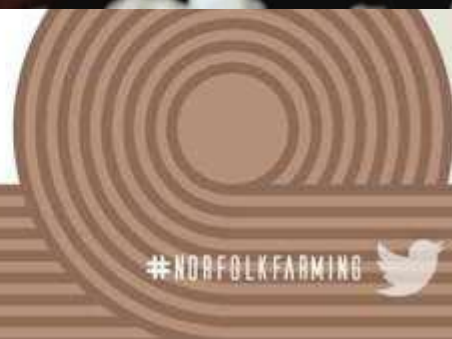


A YOUNG farmer’s turkeys are tops for taste thanks to a free-range life with all the trimmings. Jonathan McInnes Skinner, 22, is determined to make a living from the land and believes poultry is the way to do it. To meet demand this Christmas, his second as a supplier to Waitrose stores, Skinner has doubled capacity raising a 30,000-strong flock on a mix of family-owned and rented land

“It’s an affordable source of lean meat that all regions round the UK could supply, so low-food miles and no need to import. It’s versatile too. My mission is to convert the nation so they tuck in all year.”



TESCO
finest ★



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Farmers Weekly Young Farmer of the Year Award 2013



To Summarise...



I hope we'll all agree there is definitely a place for the **modern** mixed farm, and it is hugely important for **world** Agriculture.

Concentrate on what **opportunities** as a business you may have and make the most of them.



My Reasoning



- Spreading risk (Enterprise/Price Volatility)
- Using all your resources to full potential (labour/land/machinery)
- Increasing resistance to agrichemicals
- Controlling Blackgrass
- Improving Organic Matter status for farms
- Catch and Cover Cropping (net carbon sequestration)
- Creating a farm 'cycle'
- Use of precision farming and technology (grasses resistant to drought and flood)
- Arguments for increasing Economies of Scale
- Increasing sufficiency – home grown protein feeds
- Use of diverse knowledge and experience from all involved
- Less wasteful (war on waste)
- Sustainability
- Environmentally Friendly



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‘A nation that destroys its soils destroys itself. Forests are the lungs of our land, purifying the air and giving fresh strength to our people’

[Franklin D. Roosevelt](#)

