



SAVILLS RURAL is focused on the individual needs of landowners, farmers and rural business. Our services available throughout the UK include estate management and consultancy, farm and estate agency, agricultural business consultancy and advice on other professional issues. Our renowned research department provides regular commentary and analysis on a wide range of markets, including rural property, with regular briefings on the land market and annual reviews of estate and agricultural performance.

Our focus is to give our clients timely and added value advice, which means anticipating rather than reacting to their needs. Underlying this is a fundamental understanding of the rural economy, including the importance of its heritage and contribution to the wider community.

We are proud to have been established by an East Anglian farming family, over 150 years ago and consider our roots to be firmly established in providing effective advice to today's generation of landowners and farmers, in what are extremely volatile times.

## Dates for your Diary 2010

**School Farm and Country Fair**  
Wednesday 21 April

**Suffolk Show**  
Wednesday 2 & Thursday 3 June

**Suffolk Farm Business Competition**  
w/c 21 June

**Food and Farming Student Day**  
Tuesday 22 June

**BALE Award**  
w/c 4 October



# The Economic & Environmental Outlook for Farming – Meeting the Challenge



Sponsored by



**Monday 22 February 2010**

Trinity Park, Ipswich IP3 8UH

Jointly organised by the Suffolk Agricultural Association and Essex Agricultural Society

## Introduction

2010 brings with it significant uncertainties. The Conference examines the economic pressures and the environmental considerations to allow farmers to plan for the longer term.

## Programme

### 1.30pm Registration

### 2.00pm Guy Smith – Chairman

Guy comes from a mixed, family farm on the north-east Essex coast near Clacton-on-sea. Situated on the Essex Riviera, the business is also diversified with a golf-course, airstrip, shop and fishing lakes. Guy sits on the Boards of the NFU, FACE and the HGCA and chairs the Landskills-East leadership group and the Essex Agricultural Society schools day. He is a Nuffield scholar twice over, was awarded a RASE silver medal in 2007, an honorary doctorate from Essex University in 2008 and a Green Blue-Peter badge in 2003.

### 2.05pm Richard Barker – Consultant, Barker Gotelee Solicitors

*'The CAP - 2013 - Not There Yet?'*

Richard is a consultant with Barker Gotelee Solicitors, having stepped down from the position of Senior Partner some 3 years ago. His areas of expertise include EU policy, EU legislation relating to the common agricultural policy and advising Governmental bodies on state aid relating to agricultural products.

Richard's time is divided between advising Government Departments, Government Agencies and Executives, UK farmers, landowners, agri-corporations, and negotiating with the EC Commission in Brussels.

Richard is chairman of First In Brussels Ltd, a consultancy company that advises on EU policy issues.

### 2.20pm Mark Berrisford-Smith – Senior Economist, HSBC Bank plc

*'Economic Life in the Age of Austerity'*

Having studied Economics at Sussex and London Universities, Mark is now Senior Economist in the Business Economics Unit at HSBC Bank plc.

He is responsible for advising the Bank and its customers on developments in the UK and global economies, and the performance of regions and key industry sectors. He speaks regularly at conferences and seminars organised or sponsored by HSBC.

### 3.00pm Andrew Clark – Head of Policy Services, National Farmers Union

*'Environmental Challenge for Agriculture – Farmers' Solution?'*

Andrew joined the NFU's HQ Environment Department in January 1993. He is the NFU's Head of Policy Services and has, since 2005, managed a team spanning Economics and International Affairs, Environment, Science and Regulation and Legal disciplines. He has been NFU's Chief Environment Adviser from 2003 with special interest in biodiversity, public access and landscape conservation policy. Before joining the NFU he worked with Hertfordshire County Council as a Landscape Officer, administering the County's amenity tree planting scheme. Andrew grew up on a hop and fruit farm in Worcestershire and is a Chartered Landscape Architect.

### 3.30pm BREAK

### 4.00pm Patrick and Brian Barker of E J Barker and Sons – Winners of the Ashton Graham Suffolk FWAG and the National Silver Lapwing Award 2009

*'Farming with Wildlife in Mind'*

Patrick and Brian joined their family farming partnership in 2005, bringing new ideas and energy to an already established agricultural business. The heavy land cropping is predominantly winter cereals with oil seed rape, spring crops and specialist herbage grass seed. The farm signed up to an HLS agreement in 2007 and is implementing a ten year plan connecting, restoring and creating a variety of habitats across their two farms. They feel it is important to demonstrate that it is possible to farm in a modern and profitable way whilst benefiting wildlife at the same time.

### 4.25pm Christopher Miles – Director, Savills

*'Agricultural Land Markets – Recent Performance and Prospects in the New Decade'*

Christopher heads the East Anglia Farm and Estate Agency team. He joined Savills in 1985 and has wide experience in the valuation, sale and purchase of rural property, with particular emphasis in accessing high net worth individuals and companies on a national and international basis.

After reading Estate Management at the Royal Agricultural College, he worked for Stratton and Holborrow in the West Country before returning to his home in East Anglia.

### 4.55pm Simon Dixon Smith – Director, Savills

*'Mitigating Inheritance Tax'*

Simon Dixon Smith provides valuation and property advice in the rural sector. He specialises in tax and loan security valuations and the resolution of negotiations between parties, including the provision of Expert Witness services.

Simon is retained to provide advice on several estates throughout East Anglia. He also acts for corporate and institutional landowners and is regularly brought in by executors on complex probate issues.

He leads the Professional Division of the rural team in East Anglia and is head of the Rural Tax Valuation group nationally.

### 5.25pm Open Forum

### 5.40pm Summing up – Guy Smith

### 5.50pm Buffet

Photographs by kind permission of Brian Barker

## Booking Form

**To be detached and returned to: The Suffolk Agricultural Association, Trinity Park, Felixstowe Road, Ipswich IP3 8UH Tel : 01473 707118**

Please send tickets to:

Name of delegate(s) \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

Age \_\_\_\_\_ (if under 30 years)

Are you a member of either SAA or Essex Agricultural Society (please delete as appropriate)

The conference fee for members of the above organisations is £35.00 (inc VAT) or £40.00 (inc VAT) to non members.

We have allocated a number of reduced priced tickets for delegates under the age of 30. Cost £15.00 (inc VAT)

I enclose payment of £ \_\_\_\_\_

Cheques made payable to Suffolk Agricultural Association

This section will be returned as proof of receipt of your application(s).

I am pleased to acknowledge receipt of your cheque for £ \_\_\_\_\_ and confirm your booking for \_\_\_\_\_ place(s) at *The Economic & Environmental Outlook for Farming – Meeting the Challenge* Conference on 22 February 2010 at the Conference & Events Centre, Trinity Park.

Christopher Bushby  
Suffolk Agricultural Association

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