

# The Land Mobility Service

“working towards a shared future”

**FIBID** Trust



Macra na Feirme



# What can be done for Land Mobility?



Macra na Feirme

**FIBID** Trust

- Farmer Age Profile
- No Farming Successor
- Abolition of Milk Quotas
- New Basic Payment Scheme
- Opportunities for Young Trained Farmers
- Support Structures for Farmers and Farm Families
- Social Factors



# Would a Dedicated Service Work?

**FBD** Trust



**Aurivo**



**glanbia**



# The Land Mobility Service

1. Information and Awareness
2. Deliver Arrangements
3. Support Arrangements

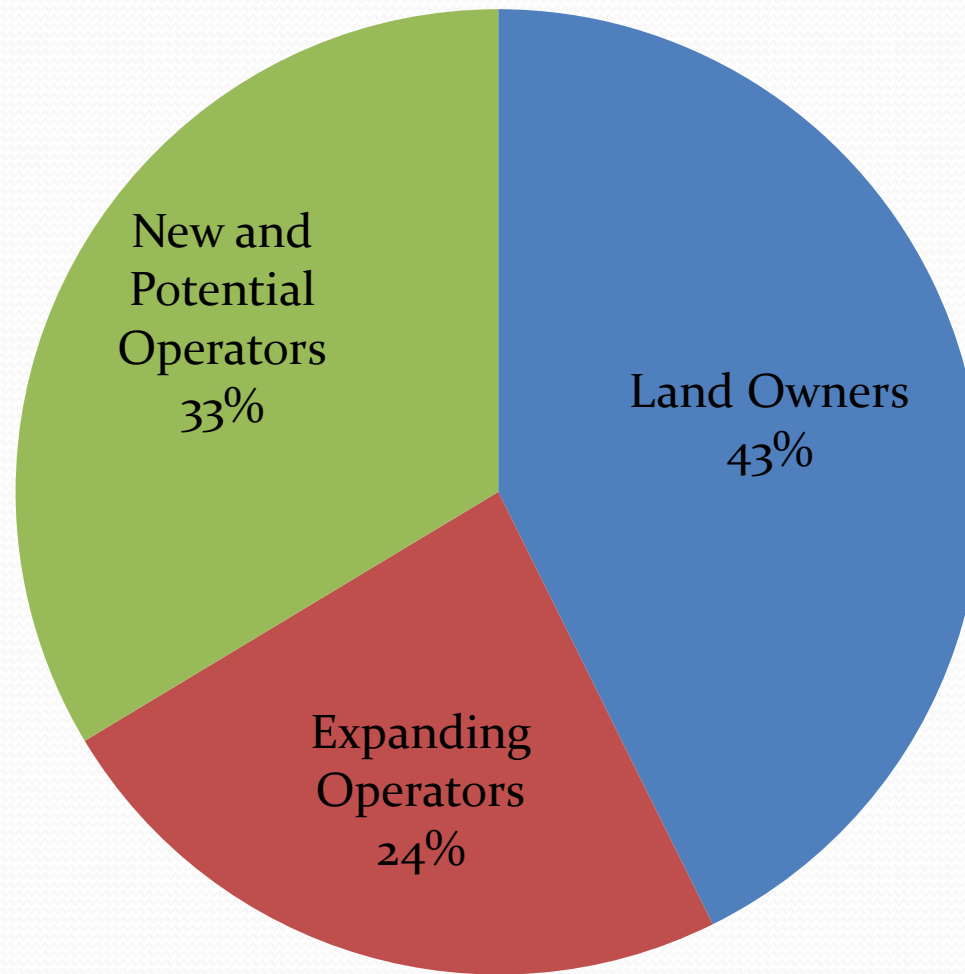
**2014 Delivery** 232 Clients  
53 Arrangements  
54 Seminars and Workshops



- Independent Honest Broker and Facilitator
- Collaborative Farming Focus
- Respect, Confidential, Together



# Client Profile



# Some Land Owner Options

- Long Lease
- Share Farming
- Partnerships
- Farm to Farm .....

.... Contract Production or Contract Rearing





# Receptive Land Owners

- Good Farmers – adopted best practice in the past.
- Pride in their farm, affinity to farming and the land.
- Positive Experience(s) – themselves or an acquaintance.
- Business exposure.
- At a cross roads in life.



# Land Owner Concerns

## **Concerns can be Many and Varied including**

- Financial Security / Exposure
- Is there a commitment to the arrangement
- What happens if the arrangement breaks down
- What type of arrangement will suit best (lease, share farm, partnership, other)
- Single Farm Payment
- Accommodating Family
- Preference for step by step
- Borrowing for investment







# Trust and Confidence

- Getting Paid / Shared Payments
- References, Track Record
- Budgets and Plans
- Allow Time
- Cross Compliance
- Bring something to the table ...  
Stock, Machinery, Bulk Tank, Land



# Concerned about Undertaking Investment

- Phased Approach
- Cow buy out option
- Moveable items
- Joint Loan
- Long Lease





# Desire to own some cows

- Tax
- Cow Quality or Cow Type
- Cow buy out option

# Building an Arrangement

1. Farm Plan
2. Parties capable of working together, whether lease, share farming or partnership
3. Budgets
4. Structured fair agreement



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



# The Share Milker

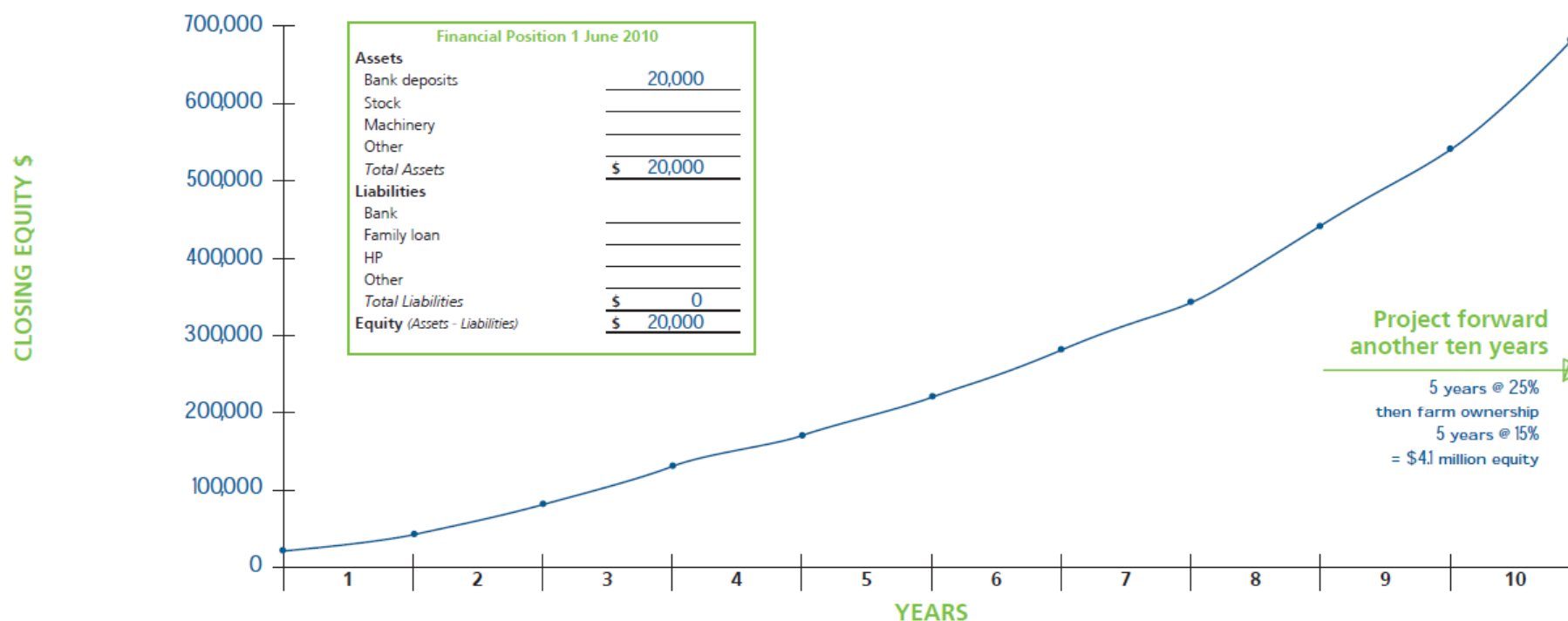
1. Energetic
2. Enthusiastic
3. High Performer
4. Track record
5. Skills – farming, business, recording
6. Amicable and Flexible
7. **Be prepared to take an opportunity**
8. **Mobility**
9. What will drive the Share Farmer
  - To Farm
  - Income
  - Building a career or farm expansion
  - Create Equity



# Potential equity growth curve

## Equity Pathway

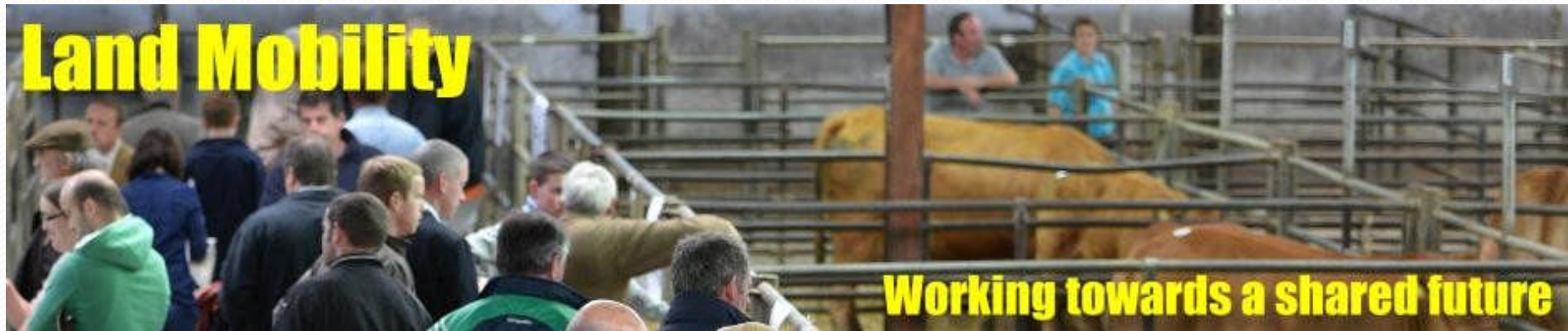
EXAMPLE: Rebecca & Daniel, Manager -> Sharemilking



Opening Equity	\$	20,000	41,000	83,050	127,202	173,562	222,240	277,800	347,250	434,062	542,578
Equity Growth	%	5	5	5	5	5	25	25	25	25	25
From interest or business profit	\$	1,000	2,050	4,152	6,360	8,678					
Savings	\$	20,000	40,000	40,000	40,000	40,000					
Closing Equity	\$	41,000	83,050	127,202	173,562	222,240	277,800	347,250	434,062	542,578	678,222
Possible Position		Farm manager		Variable order sharemilker			50:50 Sharemilker				
							250 cows	400 cows	600 cows		



[www.landmobility.ie](http://www.landmobility.ie)



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**Contact/enquiry**  
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