 **Glastir Organic Business Plan**

**This Business Plan is for completion in support of a Glastir Organic Contract only. A Plan must be completed and returned to the Welsh Government by 31 December 2017.**

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| **Part 1 - Business Details** |

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| **Customer Reference Number (CRN)** |   |

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| **Trading Title** |   |

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| **Correspondence Address** |  |
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| **Contact Name** |  |

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| **Contact Numbers** |  |

**PART 2 - STRATEGIC OVERVIEW**

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| 1 | Summarise your strategic objectives for the business over the duration of your Glastir Organic Contract. This might include;* Personal/succession goals
* Enterprises
* Marketing options
* Environmental performance
* Profitability
* Estimates of the capital investment required (although Strategic Business Planning is beyond the scope of this plan)
* Other

Organic ConversionIf you are still in, or starting, organic conversion, these strategic objectives and all the following questions need to reflect your conversion plan. You should draw up a detailed plan to identify the conversion start and end point in terms of, for example, enterprises and stocking rates. You should identify what changes you will need to make (stocking rates, feeding, housing, animal health and welfare, rotations etc) and when and how you will make them in order to meet the organic certification standards. You will need to be clear about the timescale for your products becoming certified organic, and how this will affect your marketing. You should also examine the financial investment implications of conversion.  |
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**Part 3 - Crop rotation, STOCKING and planning**

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| 2 | Have you planned your crop rotation and associated stock numbers in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you should consider planning your crop rotation and stocking as part of your 'Next Steps' below.**If there is no future rotation planned as you intend to maintain all land as permanent pasture, please answer ‘Not applicable.’* *If you are destocking significantly you need to be mindful of financial implications such as tax planning. Similarly if you intend to buy new organically certified stock you will need to factor in the increased costs.**An* ***optional*** *spreadsheet is available at the* [*Glastir Organic website*](http://gov.wales/topics/environmentcountryside/farmingandcountryside/farming/schemes/glastir/glastir-organic/?lang=en) *to help you with this planning.*  |

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| 3 | If you have Payment Rate 1 (horticulture) within your Glastir Organic Contract, have you ensured that this land has been accommodated in your rotation plan for the remainder of your Glastir Organic Contract?  | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you will need to reconsider your rotation plan to ensure that at least 40% of the total eligible Payment Rate 1 land under contract must be cropped with a horticultural crop each year. You must ensure all of the land receiving Payment Rate 1 must be cropped for horticulture at least once during the term of your Glastir Organic Contract.*  |

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| 4 | Have you checked your rotation plan in terms of soil fertility in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *You should consider soil analysis, fertility building crop rotations, correct choice of crop variety / seed mixes, rotation of deep and shallow rooted crops and / or development of a nutrient management plan.* *Derogations to use any non-organic fertilisers are unlikely to be granted by your organic certification body.* |

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| 5 | If you purchase organic animal feed, have you checked that the proportions of bought feed and feed grown on-farm are in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you may need to reconsider your current and future, stocking levels, feed plan and crop rotation as part of ‘Next Steps’ below.* *An* ***optional*** *spreadsheet is available at the* [*Glastir Organic website*](http://gov.wales/topics/environmentcountryside/farmingandcountryside/farming/schemes/glastir/glastir-organic/?lang=en) *to help you with this planning.*  |

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| 6 | Do you have a livestock health plan in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No:   |
| *If ‘No’, you should consider creating one as part of ‘Next Steps’ below.* |

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| 7 | Have you ensured that you have sufficient animal housing for current and future needs in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No:   |
| *If ‘No’, you may need to reconsider your current and future housing capacity as part of ‘Next Steps’ below.* *You need to ensure you have sufficient housing available (m2 per livestock unit) to meet the standards set by your organic certification body.* *An* ***optional*** *spreadsheet is available at the* [*Glastir Organic website*](http://gov.wales/topics/environmentcountryside/farmingandcountryside/farming/schemes/glastir/glastir-organic/?lang=en) *to help you with this planning.*  |

**PART 4 - PEST / WEED / DISEASE CONTROL**

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| 8 | Have you checked your crop rotation in terms of the pest / weed / disease problems you may encounter, and how you would manage them in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract?  | **Response** - Yes / No / Not applicable:   |
| *You should consider topping, rotations, resistant varieties, sowing / planting rates. Consider enhancing predator / parasite populations, biological control and permitted pesticide products as allowed by your organic certification body.**Derogations to use any other pest / weed control products are unlikely to be granted by your organic certification body.* |

**PART 5 - MANURE AND SLURRY MANAGEMENT**

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| 9 | Do you have a nutrient management plan which includes details of correct storage of manure and slurry, and their most efficient use in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you should consider creating a plan as part of ‘Next Steps’ below.*  |

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| 10 | If you produce slurry do you have sufficient storage capacity in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you should consider creating a plan as part of ‘Next Steps’ below.*  |

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| 11 | Do you store manure undercover? | **Response** - Yes / No:   |
| *If 'No', you should consider how to expand you storage capacity as part of your nutrient management plan in order to avoid nutrient leaching and potential pollution incidents.* |

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| 12 | Do you turn / compost your manure? | **Response** - Yes / No:   |
| *If 'No', you should consider turning or composting to improve aeration and microbial activity.*  |

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| 13 | Have you considered the priority crops / leys for receiving slurry / manure, and the most beneficial time for spreading for each crop? | **Response** - Yes / No:   |
| *If 'No', you should research optimum timings as part of your nutrient management plan to ensure maximum benefit.* |

**PART 6 - WASTE MANAGEMENT**

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| 14 | Do you have a disposal strategy for all farm wastes? | **Response** - Yes / No:   |
| *If 'No', consider a waste disposal strategy as part of your 'Next Steps' below. This should include all wastes including, for example, plastic wrap and waste oil.*  |

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| 15 | Do you have a management strategy for any land at risk from contamination of products not permitted in organic production in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *For example, are you at risk from spray drift from neighbouring farms?**If 'No', consider a new strategy as part of your 'Next Steps' below.* |

**PART 7 - GENETICALLY MODIFIED (GM) CROPS**

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| 16 | If you purchase any permitted non-organic feeds, do you have GM free declarations in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract - Yes / No / Not applicable? | **Response** - Yes / No / Not applicable:   |
| *You should ensure all feed products bought in are compliant with your organic certification.*  |

**PART 8 - GLASTIR (AND OTHER RURAL DEVELOPMENT SCHEMES) AND OTHER ENVIRONMENTAL FEATURES**

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| 17 | Have you developed a conservation plan in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No:   |
| *If 'No', consider creating a conservation plan as part of your 'Next Steps' below.*  |

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| 18 | If you are participating in (or considering applying for) other schemes, have you ensured that any incompatible management practices have been removed? | **Response** - Yes / No / Not applicable:   |
| *For example, if you intend to create new stock excluded woodland, these areas may not be eligible for Glastir Organic, so should be removed from your Glastir Organic Contract.* *If ‘No’, you should contact Rural Payments Wales Customer Contact Centre with details of any concerns.*  |

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| 19 | If you have any land designated as a Site of Special Scientific Interest (SSSI), have you ensured that your future rotation does not risk damage to the SSSI features? | **Response** - Yes / No / Not applicable:   |
| *For example, consent may be needed from Natural Resources Wales (NRW) before land can be cultivated, so you should not include this land in your arable rotation until you have received consent.* |

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| 20 | If you have any land designated as a Scheduled Ancient Monument (SAM) or Historic Environment Feature (HEF), have you ensured that your future rotation does not risk damage to the features? | **Response** - Yes / No / Not applicable:   |
| *For example, consent may be needed from CADW (SAMs) or the relevant Welsh Archaeological Trust (HEFs) before land can be cultivated, so you should not include this land in your arable rotation until you have received consent.* |

**PART 9 - WATER ABSTRACTION**

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| 21 | If you abstract water for irrigation, do you have a water management plan to minimise your impact on local water resources? | **Response** - Yes / No / Not applicable:   |
| *If ‘No’, you may need to reconsider creating a plan as part of ‘Next Steps’ below.* *If you do abstract water for irrigation, you should ensure you have the necessary water abstraction licence. Contact Natural Resources Wales (NRW) for information on water abstraction licences.* |

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| 22 | If any areas of your farm are prone to water run-off, flooding or soil erosion, do you have a plan for rectifying the problems in line with the minimum standards set by your organic certification body until the end of your Glastir Organic Contract? | **Response** - Yes / No / Not applicable:   |
| *If 'No', consider a strategy to avoid run off, flooding or erosion as part of your 'Next Steps' below. For example, you could consider leaving an unploughed headland on slopes above water courses.* |

**PART 10 - MARKETING OPTIONS**

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| 23 | Please complete the table below with the marketing options you are considering or implementing. |
| *Routes to market could include for example; abattoir, direct to processor, farm shop / box scheme.* *Plans or issues to address could include for example; obtaining relevant certification, or developing an advertising campaign.* |
| Product | Route to market | What plans do you have, or what issues need to be addressed to make this happen? |
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**PART 11 - NEXT STEPS**

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| 24 | Please complete the table below with the ‘next steps’ that have you identified, either as a result of completing this plan or as a result of other experience. |
| *Any questions that you have answered ‘No’ to above, may need further consideration as part of these next steps. For example, you may need to;** *Develop a nutrient management plan*
* *Develop an organic cropping and stocking plan*
* *Remove any land from Glastir Organic with incompatible management with other Glastir Schemes or SSSI*
* *Develop a future rotation to avoid weed build up*
* *Further develop your marketing strategies.*
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