



Cronfa Amaethyddol Ewrop ar
gyfer Datblygu Gwledig:
Ewrop yn Buddsoddi mewn Ardaloedd Gwledig
European Agricultural Fund for
Rural Development:
Europe Investing in Rural Areas



Llywodraeth Cymru
Welsh Government



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Glastir

Glastir Organic

Business Plan – Guidance Booklet 2017

Welsh Government Rural Communities – Rural
Development Programme for Wales 2014 - 2020



Contents

Key Messages.....	4
Section A – Introduction.....	5
Section B – How to Complete.....	7
Section C – Contact Details and further sources of information.....	11

Key Messages

You are required to complete a Glastir Organic Business Plan (GOBP) to comply with your Glastir Organic Contract.

Your GOBP must be completed and submitted to Rural Payments Wales (RPW) by 31 December 2017 via RPW Online.

You must complete and submit this plan in order to comply with your Glastir Organic Contract. Your Glastir Organic 2017 annual claim will not be validated for payment until a completed Business Plan has been received.

A template has been provided which contains the minimum amount of information needed. You may create your own alternative template, as long as it contains the same minimum level of information included in the template provided.

Section A – Introduction

This Glastir Organic Business Plan (GOBP) has been written for existing Glastir Organic Contract holders. It has been designed to help you identify opportunities and obstacles in developing your organic business. It will help identify what steps are needed to make any changes that may be needed.

This plan will also help identify certain risks of non-compliance set by your Organic Certification Body (OCB). If your OCB cease to certify any of the land included in your Glastir Organic Contract, that land will be removed from your Glastir Organic Contract and any payments received to date may be recovered.

This GOBP does not include information on organic certification or general eligibility for the Glastir Organic scheme.

A template has been provided on the [Glastir Organic website](#) which includes the minimum amount of information needed. You may use a different format if you prefer, as long as it contains the same minimum level of information.

This plan is not intended to be comprehensive, but a series of questions and prompts to give you confidence that key issues have been addressed, and if not, what steps should be taken next. For example, the plan prompts you to ensure you have considered marketing options, but does not include a detailed marketing plan.

Likewise, this plan will help you identify any need for additional infrastructure such as machinery or buildings, but the cost implications are not explored. You are strongly recommended to consider the financial implications (both in terms of financial budgeting, and capital costs) of the proposed changes before embarking on a programme of development.

There are a number of excel spreadsheets also provided as optional tools to assist you in completing these plans. You are not required to complete them, or submit them to Rural Payments Wales (RPW).

These Business Plans and optional spreadsheets will not be used to validate compliance with your Glastir Organic contract.

The deadline for completion and submission to the Welsh Government is 31 December 2017.

The Farming Connect Advisory Service

Farming Connect will not be able to assist with the completion of this Business Plan, but they can provide a range of subsidised, independent, confidential and bespoke advice. Available on a one-to-one basis, the 'individual' advice element is up to 80% funded to a maximum of €1500 (euros) per instance of advice for registered businesses. Also available to 'groups' of individuals wanting to collaborate and address the same or similar topics, the 'group' advice element is 100% funded up to a maximum of €1,500 (euros) per group member.

Organic Production is one of the technical support/advice categories available through the Advisory Service. For more information contact Farming Connect on 08456 000 813.

Section B - How to Complete

You are advised to have your Glastir Organic Contract and the standards stipulated by your Organic Certification Body (OCB) to hand before completing this plan.

This booklet does not provide detailed guidance on how to complete each question. The template is considered to be simple enough that the questions are self explanatory and easy to follow.

The plan comprises a number of questions, most of which only require a 'Yes', 'No', or 'Not applicable' answer. You can enter 'Yes', 'No', or 'Not applicable' in the answer space provided to the right of each question. Some questions require you to produce short lists.

Many of the questions are followed by a few brief points which you should consider whilst answering each question. These points may prompt you to take follow up actions.

The completed plan must be submitted to your Rural Payments Wales (RPW) Online account. You may complete the plan by typing your answers into the spaces provided, or by printing the plan and hand writing the answers. If you hand write the answers, you will have to scan the plan to enable it to be submitted to RPW Online.

The plan template has been formatted so that you are only able to type into the answer boxes for each question. You will not be able to change the questions or the lay out of the document.

You are required to answer every question.

The plan is split into 12 parts:

Part 1) Business details

Part 2) Strategic Overview

Part 3) Crop rotation, stocking and planning

Part 4) Pest / weed / disease control

Part 5) Manure and slurry management

Part 6) Waste management

Part 7) Genetically modified (GM) crops

Part 8) Glastir (and other Rural Development Schemes) and other environmental features

Part 9) Water abstraction

Part 10) Marketing options

Part 11) Next steps

Part 1 - Business Details

The front page contains space to enter your Business Details which will be needed to link the plan to the correct business.

Part 2 - Strategic overview

This section is a brief summary of the strategic objectives you wish to achieve for your business. These objectives may change over time depending on opportunities and obstacles that may occur in future.

Parts 3 – 10

Guidance on individual questions is not provided here, as the questions are considered to be straight forward. Before answering the questions you should consider any of the supplementary points written below each question.

The majority of the questions only require a 'Yes', 'No', or 'Not applicable' answer to be typed into the Response Box to the right of each question.

PART 3 - CROP ROTATION, STOCKING AND PLANNING	
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 [<input type="text"/>]	
<i>If 'No', you should consider planning your crop rotation and stocking as part of your 'Next Steps' below.</i>	
<i>If there is no future rotation planned as you intend to maintain all land as permanent pasture, please answer 'Not applicable.'</i>	
<i>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.</i>	

If you answer 'No' to any question this does not mean that you are not compliant with your Glastir Organic Contract, but it does mean that you should consider some further actions to ensure you remain compliant.

If you answer 'No' to any question you should make a note of the action you need to take in Part 11 – 'Next steps'

Some of the questions signpost you to optional planning spreadsheets on the [Glastir Organic website](#).

PART 3 - CROP ROTATION, STOCKING AND PLANNING

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: []
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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](#) to help you with this planning.

Part 11 – Next steps

If you have answered 'No' to any questions in parts 3 – 10, or if any other experiences warrant further action you should note these down as part of your 'Next Steps' in Part 11. You should then work through each of these points to carry out any further planning necessary, and consider the possible implications on your organic business.

Once you have answered all questions and noted any Next Steps in question 24 your Glastir Organic Business Plan is complete and ready to be submitted to RPW Online.

This plan is not able to cover all of the issues that you may have listed in Next Steps. This plan has been designed to prompt you into identifying any potential actions needed that you will need to work through yourself.

The organisations and information points listed in Section D may be able to assist.

Section C – Contact Details and further sources of information

RURAL PAYMENTS WALES CUSTOMER CONTACT CENTRE

PO Box 1081
Cardiff
CF11 1SU
Tel: 0300 062 5004
Email: <mailto:rpwonline@gov.wales>

NATURAL RESOURCES WALES

c/o Customer Care Centre
Tŷ Cambria
29 Newport Rd
Cardiff
CF24 0TP
Tel: 0300 065 3000
Email: enquiries@naturalresourceswales.gov.uk

CADW

Welsh Government
Plas Carew
Unit 5/7 Cefn Coed
Parc Nantgarw
Cardiff
CF15 7QQ
Tel: 01443 33 6000
Email: Cadw@Wales.gsi.gov.uk

Clwyd-Powys Archaeological Trust

41 Broad Street
Welshpool
Powys
SY21 7RR
Tel: 01938 553670
Email: trust@cpat.org.uk
www.cpat.org.uk

Glamorgan-Gwent Archaeological Trust

Heathfield House
Heathfield
Swansea
SA1 6EL
Tel: 01792 655208
Email: enquiries@ggat.org.uk
www.ggat.org.uk

Dyfed Archaeological Trust

The Shire Hall
Carmarthen Street
Llandeilo
SA19 6AF
Tel: 01558 823121
Email: info@dyfedarchaeology.org.uk
www.dyfedarchaeology.org.uk

Gwynedd Archaeological Trust

Craig Beuno
Garth Road
Bangor
Gwynedd
LL57 2RT
Tel: 01248 352535
Email: gat@heneb.co.uk
www.heneb.co.uk

Other useful contacts;

Organic Centre Wales - links to news, policy and market information, publications and events.

<http://www.organiccentrewales.org.uk/>

Organic Research Centre, Elm Farm - information for organic producers on farming, research and policy.

<http://www.organicresearchcentre.com/>

IBERS, Aberystwyth University - information on general agriculture.

<http://www.aber.ac.uk/en/ibers/>

ADAS - information on general agriculture.

<http://www.adas.uk/>

ADAS Manure booklet 1 (Arable)

<http://www.rothamsted.ac.uk/sites/default/files/Booklet1ManuresArableLand.pdf>

ADAS Manure booklet 2 (Livestock)

<http://www.rothamsted.ac.uk/sites/default/files/Booklet2ManuresGrassland.pdf>

Agricology - technical and management information on organic and sustainable farming.
A searchable data base for farmers and growers.

www.agricology.co.uk

Soil Association - Information on organic farming, the market and campaigns.

<http://www.soilassociation.org/>

Organic Farmers and Growers

<http://www.organicfarmers.org.uk/licensees/information-for-farmers-growers/>

Quality Welsh Food Certification
<http://welshorganic.co.uk/index.php/en/>

Biodynamic Association
<https://www.biodynamic.org.uk/certification/introduction/>

Innovative Farmers
<https://www.innovativefarmers.org>

Farm Health Online (Duchy College)
www.farmhealthonline.com

Agriculture and Horticulture Development Board – general information including cereal production and rodenticides
<http://cereals.ahdb.org.uk/press/2015/december/21/rodent-control-hub-to-help-with-new-rules.aspx>

Farming Connect Advisory Service
<https://businesswales.gov.wales/farmingconnect/>
08456 000 813