Joining the Dots: Exploring opportunities for collaborative food distribution among local Organic and Agroecological producers in Cornwall

Findings of phase 1 research, Funded by Cornwall Farming in Protected Landscapes (FIPL), February - March 2024

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Background

Cornwall has a wealth of innovative small scale agroecological producers but the remote landscape can make transport and logistics difficult. This network of growers (16 of which are based within or close to the National Landscape) are seeking to develop a collaborative approach to distribution and buying in produce to catalyse an agroecological food system in Cornwall. A summary of the goals of this group agreed as part of this work is included in Appendix 3: Collective objectives of the network.

This initial phase of the project focused on scoping opportunities and potential solutions as part of a cross sector working group. This included an online survey and interviews with growers and retailers to gauge the scale, interest and opportunities for a collaborative approach to food distribution in Cornwall .Phase 1 also included an initial scoping of interests and opportunities among the growers to implement agroecological practices, nature recovery and enhancing biodiversity on their farms, framed around the key FIPL objectives of People, Place, Climate and Nature. The results of this are outlined in the appendix as well as an outline of the action plan to develop agroecology and biodiversity opportunity plans / designs for each farm for Phase 2 of the work.

Main activities

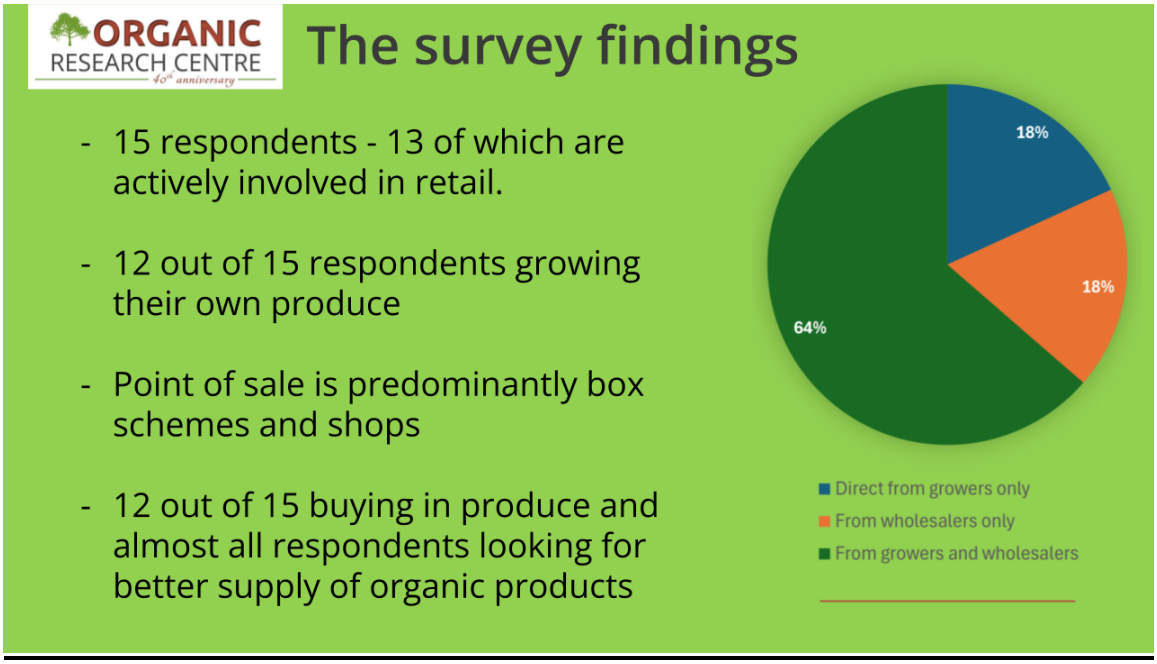
Task 2: Data collection (Grower survey and interviews)

Survey

As part of task 2: data collection, a survey was used to: a) identify needs for buying in of organic and agroecological produce in the study area, and b) explore current costs for transport and distribution in the study area. The survey also explored potential needs and opportunities to support growers to implement nature recovery and agroecological actions to support climate, nature, people place. Below is a summary of the key findings, with more details in the appendix and available on request.

Figure 1 Priorities for buyers of produce

Figure 2 Characteristics of survey respondents



The survey collected invoicing information from 15 respondents; 80% of these were growing their own produce but also buying in at some times of the year; almost all were looking for more organic produce (Figure 1 and Figure 2).

Key findings from the survey (Figure 3) were:

- Over the period of the survey weeks a total value of £15,565 of produce was bought by the survey participants during four sample weeks, two in November and two in January.
- By value the most common item was carrots, followed by mushrooms, onions, squash and apples with those five accounting for approximately 30% of sales.
- Orders are approximately equal between Organic North and Riverford for larger wholesale orders. Organic veg from Francis Sampson was used by 4 participants and amounted to £2100 over the survey weeks.
- A further £1270 was spent by participants on organic produce from other Cornish Farms (e.g., Gear Farm)
- In the weeks sampled, participants also spent just under £500 on produce from each other.
- We were not able to gather any information from ‘traditional’ retailers such as farm shops, health food stores. Some of these are supplied by RM Organics and are seemingly unwilling to change.

Figure 3 Types and sources of produce purchased

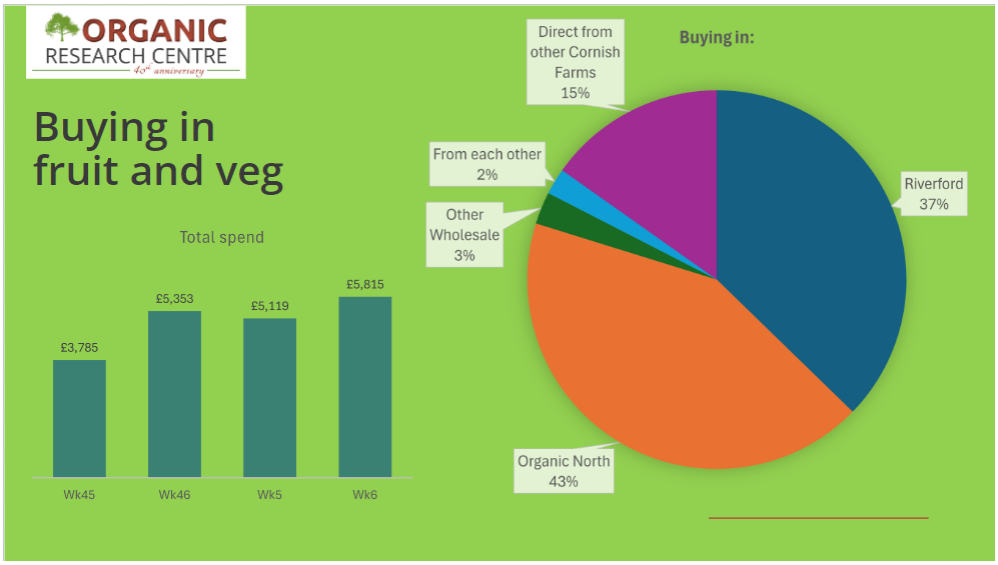
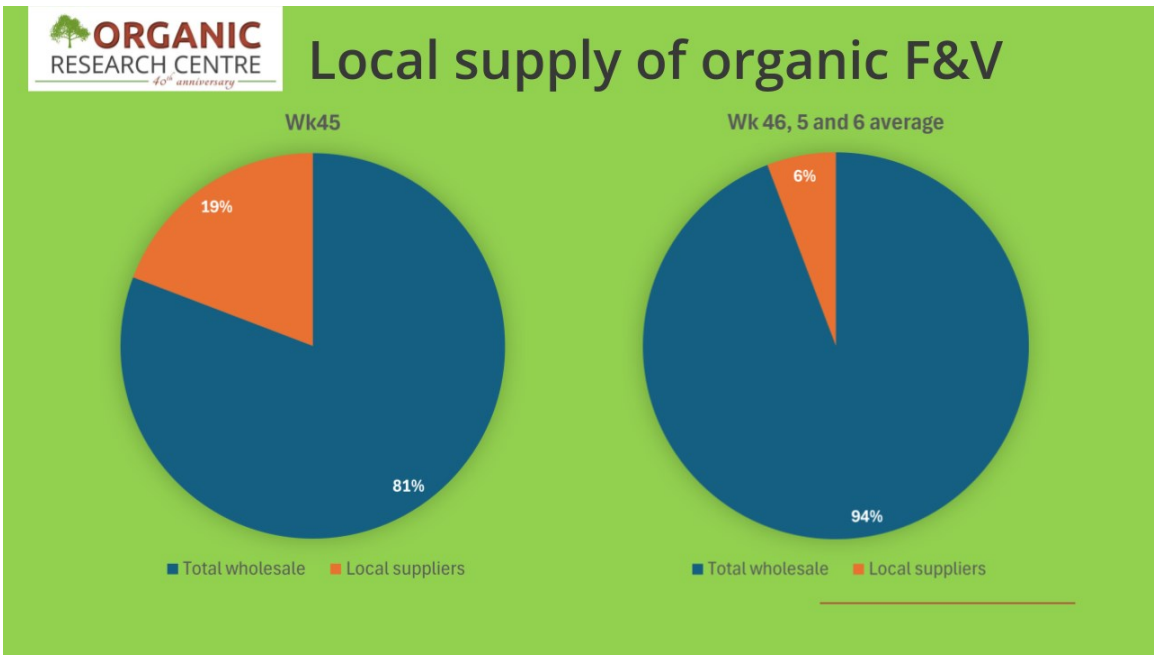


Figure 4 Variation in sources of fruit and vegetables at different times of year



- **<u>Produce not available locally but wanted</u>**
  Limited information was gathered on this subject (Figure 5), although what has been acquired through the wholesalers would give an indication. Some participant's customers value local over organic so the provision of more local <u>and</u> organic produce was raised. This was mostly field scale veg - potatoes, swede, parsnip, leeks, cauliflower etc. In addition, organic fruit was requested by 50% of participants

Figure 5 Summary of purchased produce needs of respondents

Infrastructure interviews

Interviews were conducted with six possible distribution sites across the county to identify options for a network. Results were varied with some sites at full capacity, others with limited access for vehicles or limited opportunities for new infrastructure.

Fentenfenna Farm presented the best opportunity with a central location, existing sheds and buildings to operate from and potentially vehicles that could be used for the purpose. Cornish Food Box also offered potential for location and potential additional warehouse space (as of March 2024).

Experiences of other distribution networks were also explored with interviews conducted in some cases. These were used to learn more about the challenges and lessons learned on collaborative distribution (see list below).

List of research and/or interviews conducted for other distribution networks:

- Better Food Shed
- Organic North
- Open Food Network
- Ooby
- Food Data Collaboration
- Good Food Loop
- Langridge
- Riverford
- RM Organics
- Keveral
- Shillingford
- Coombe Lynher

- Riviera

Agro-ecological support / potential actions

The survey also included semi-qualitative questions exploring grower interest in implementing agroecological practices, nature recovery actions and improving community engagement on their growing sites in line with the FIPL objectives of Climate, Nature, People, Place. The results are outlined below and developed into a potential action plan which was discussed with growers at the Joining the Dots meeting in April.

Many of the growers in the network are already using agroecological, low-input methods. The survey demonstrated there is a lot of interest in actions which will enhance biodiversity, air, water and soil health and nature recovery, in particular planting trees (including hedgerows, orchards and agroforestry), managing existing hedges and woodland, integrating wildflower strips and meadows, beetle banks and creating ponds. This was combined with an interest in integrated practices to support agroecosystem function, such as water and nutrient holding capacity and building soil health / carbon. Practices proposed included composting, mulching, keyline ploughing / bunds, no/ reduced tillage, buffer strips. However, the growers highlighted that they are constrained by **lack of time, capital and land** with which to implement practices. These were considered a bigger barrier than access to knowledge / need for training. They know what they need to do just don't have the capacity to do it! As such it is proposed that as part of phase 2 these constraints are taken into account to best support them.

Due to the constraints on land area there is an interest in integrated practices which support agroecological function within the farming system as well as providing public goods - including cover crops, green manures, mulching, composting, reduced tillage and keyline ploughing. In regards to time - ensuring that labour / staff time to implement the practices is key. Where appropriate volunteer days could also support this. Grants to help cover capital costs of materials and equipment will also be key. Particularly as the majority currently fall outside of the area eligible for Countryside Stewardship and SFI . More details of the survey findings and action plan are included in Appendix 1: Action plan for Agroecology and nature recovery opportunities.

Task 3: Scoping business models for a collaborative distribution network

3.1 Distribution options

A number of operating models were considered for inclusion. Maps in the following sections illustrate these six options which are summarised below. The pros and cons of each option were assessed and are summarised in detail below.

1. **Small clusters** - informal arrangements between growers, much as existing and not requiring co-ordination on a level beyond growers & retailers.
2. **A single central hub** - operating from one hub a distribution network covering all Cornwall.
3. **Two hubs** - one to serve West Cornwall, one to serve east/mid Cornwall
4. **A Kernow Food Line** - a distribution network based around a single delivery line through Cornwall to which growers hub deliver to and collect from
5. **A Kernow Food Loop** - a single hub (doesn't need to be central) that acts as the hub from which a distribution network covers all Cornwall.
6. **The Gleaning route** - using existing Gleaning transport routes to supply producers and hubs.

1. **Small Clusters**

Informal networks of individual businesses collaborating together to buy and distribute items in their local area.

Business model vary as to local arrangement

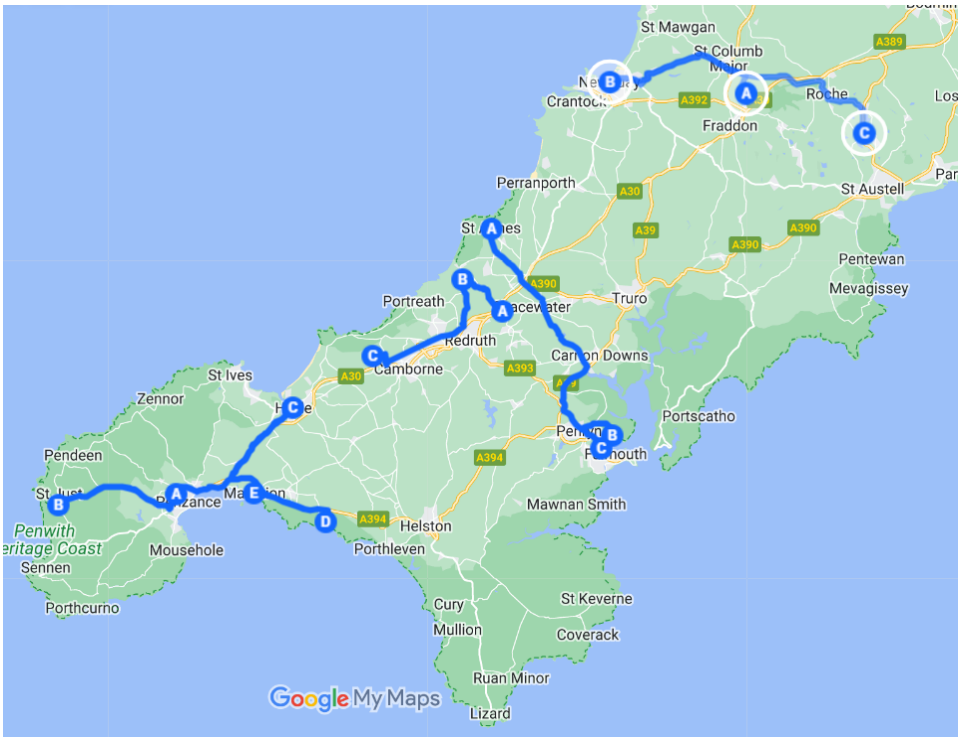
e.g. Goonown/ Soul Farm existing arrangement

- Sharing cold storage - owned by Soul Farm, contribution to running costs paid by Goonown
- Sharing Riverford orders - ordering & invoicing done by Goonown
- Shared collection from Francis Sampson (done each week by Goonown)
- Shared Organic North pallets - orders done separately, haulage costs split
- Splitting deliveries - mostly done by Goonown for both businesses

Costs

Borne by clusters and reciprocal arrangements. Could be based around Penzance /

Penwith. Camborne/Redruth/North Coast. Falmouth/Helston/Truro. Newquay/Bodmin/Wadebridge. Bude/North Coast



Pros	Cons
Easy to set up Particular to area and circumstance Low admin? No central admin required Owned vehicle used so doesn't require new Flexible to suit individual needs	Requires collaborative effort Dependent on participants Lacks scale for additional savings Status quo Geography may rule some people out

2. **Central single hub**

Centralise purchase of wholesale items to single central storage hub (Fentenfenna / CFB)

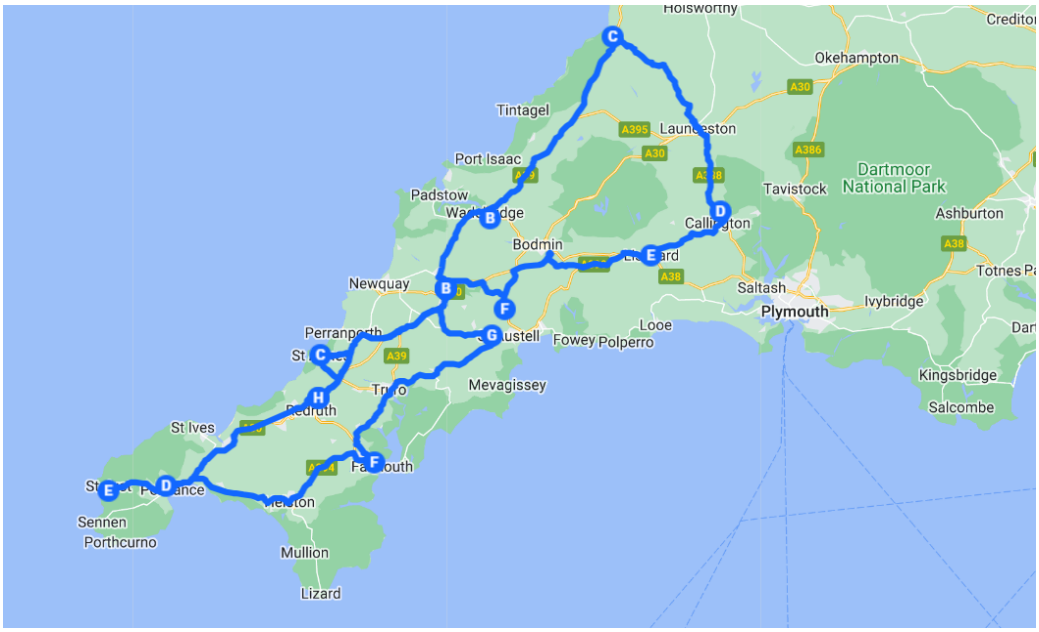
Distribution through collection or distribution

Model:

- Hub takes on ordering of produce from wholesaler based on demand and invoices

  or
- Separate orders made and same delivery (as per Organic North model)
- Hub splits and delivers produce to x growers / retail

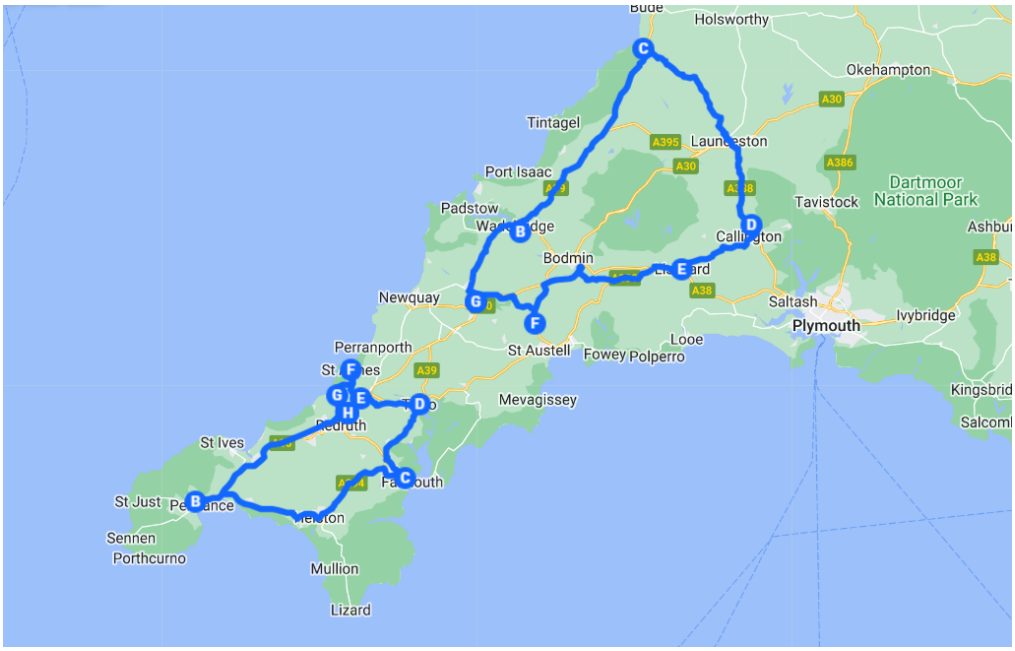
  or
- Growers/retail collect from hub / collection point
- Hub also acts as 'Kernow Food Loop' to move higher value produce around Cornwall and from beyond e.g. organic chicken
- Admin for ordering
- Splitting pallets
- Delivery costs and labour - two days driving?.



Pros	**Cons**
Centralise admin in one place Max. scale for Cornwall Economy of scale if looped in with other organisation e.g.FairShare	Single core supplier (less flexibility) Costs of transport and distribution and storage Administration headache Refunds / rejects - how does this work Everyone on same platform (for KFL option) Requires two days driving

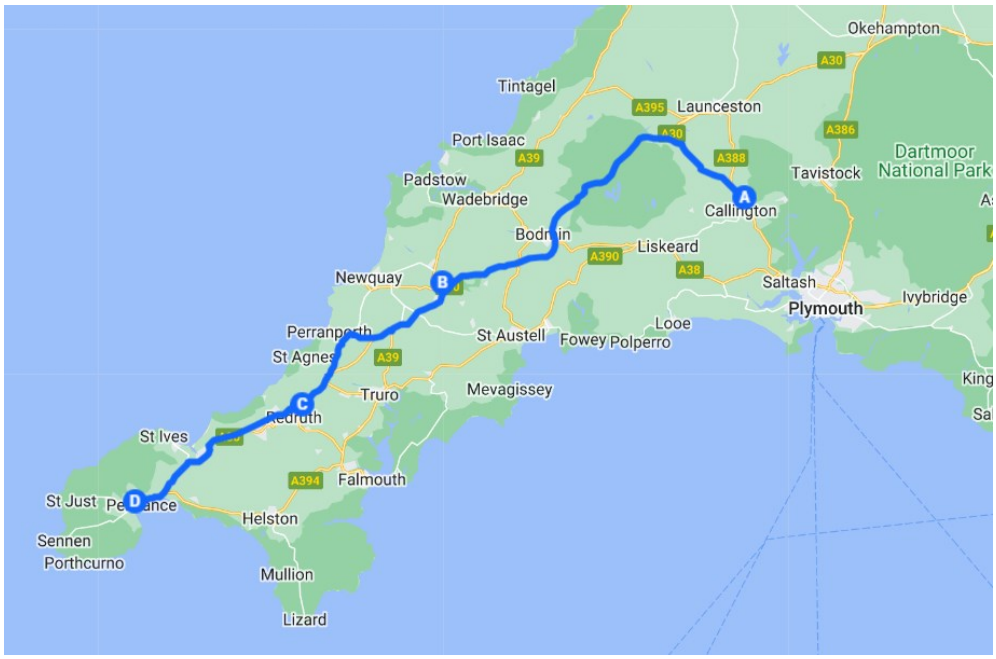
3. Double Hub

Centralise purchase and distribution around 2 centres (TGL/FF or FF/CFB)
Distribution from 2 centres, or collection from both
Business model:
As above but one area serves west and one serves east



Pros	Cons
Shorter journey time (west) = better able to go to smaller places Smaller vehicles required Use same vehicle for both?	Same admin being done twice = more hours? Less scale - and gaps? What's the advantage over one large one - costs are the same / similar Gaps / no links

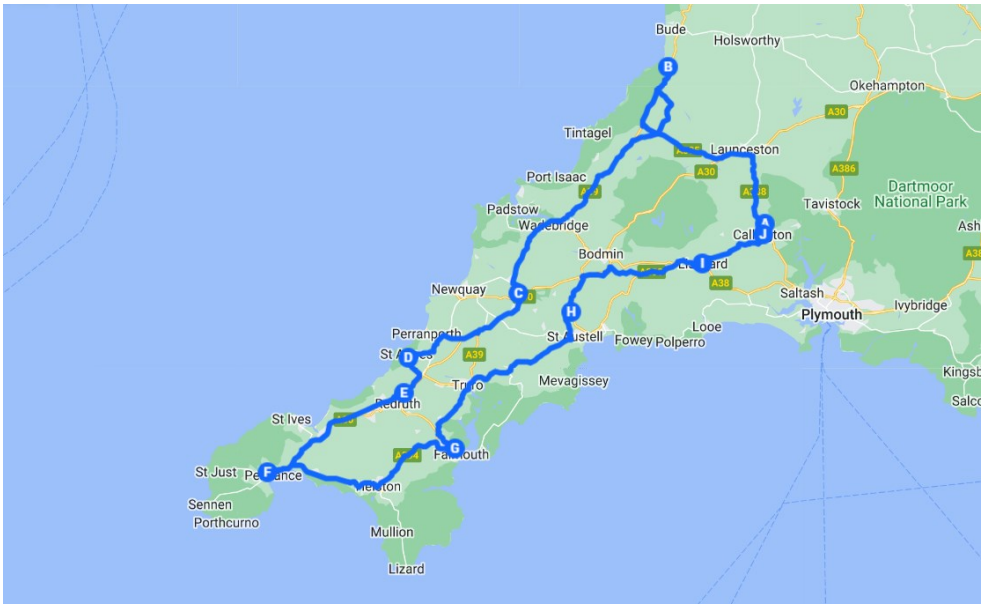
4. **Kernow Food Line**
   Use A30 as a Good Food line with storage points or meeting points on route.
   Model
   - Hub takes on ordering of produce from wholesaler
     or
   - Separate orders made and same delivery (as per Organic North)
   - Hub splits pallets and delivers to x collection points on A30
   - Growers / retail collect from collection points



Pros	Cons
Simple, unvarying distribution line - easy to cost and maintain Local collaboration could reduce grower / retail journey time GFL style model could be added in	Extra drive time for growers / retail (at what cost?) 4 x admin, ordering, splitting pallets & distribution

5. **Kernow Food Loop**
   As above but route encompasses a circular route

   Model
   - Hub takes on ordering of produce from wholesaler
     or
   - Separate orders made and same delivery (as per Organic North)
   - Hub splits pallets and delivers to x collection points around county
   - Growers / retail collect from collection points



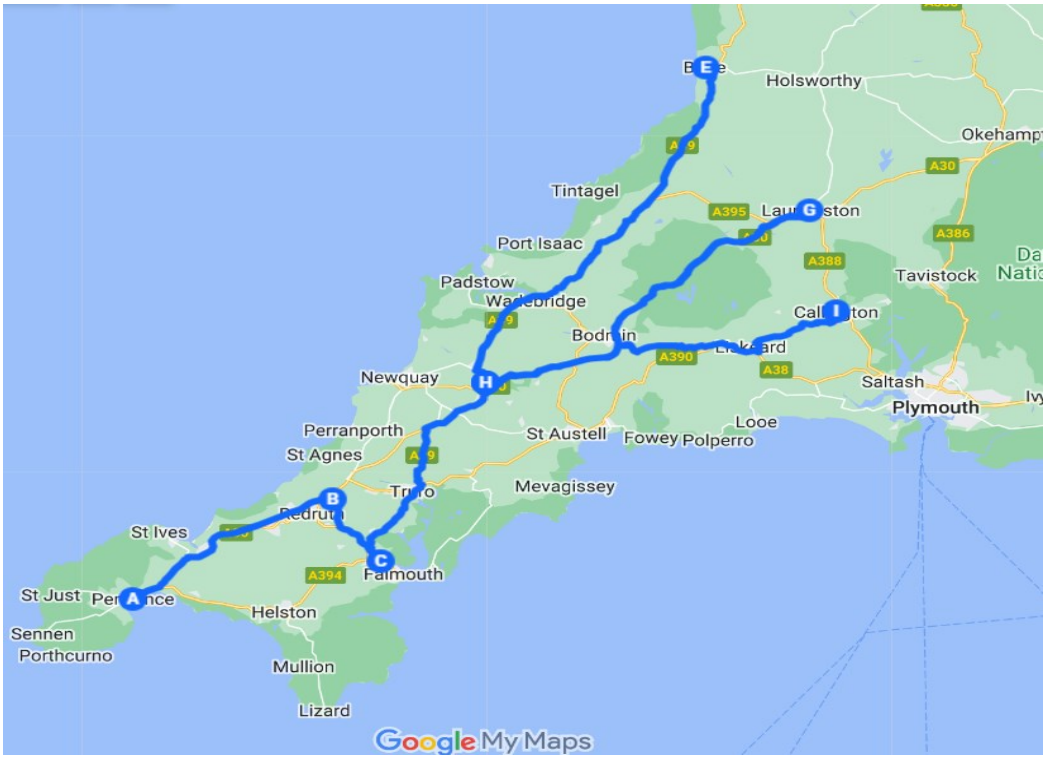
Pros	**Cons**
Simple, unvarying distribution line - easy to cost and maintain Local collaboration could reduce grower / retail journey time GFL style model could be added in Can start at any point - doesn'#t need to be central	Less extra drive time for growers / retail Too far for one day so probably not viable North Cornwall weak

6. The Gleaning Route

The Gleaning Network (CGN) operates a regular route through Cornwall and this option makes use of those journeys to keep a full vehicle both ways.

Model

- CGN deliver gleans from west Cornwall to FF.
- FF then distributes gleaned produce onwards (mid - east Cornwall)
  Or
- CGN continue with gleaned produce onwards
- CGN return from FF (or from onward location) to retailers / collection points with items packed from hub order to West Cornwall



Pros	Cons
Makes use of existing journeys - most gleaned veg going east Supports charitable work and sustainability of CGN	Organic / non organic issue? Seasonality of supply Different vehicles required if done in one day

3.2 Supply options

Interviews were held with the following organisations to establish the best supply line for Cornwall

- Better Food Shed
- Organic North
- Good Food Loop
- Langridge
- Riverford
- RM Organics
- Keveral
- Shillingford
- Coombe Lynher
- Riviera

Every potential supplier will have different strengths

Broadly speaking, we're looking at 4 different types of suppliers:

1. Very local direct suppliers
    i. Wanting to encourage this option as much as possible
    ii. Joining the Dots do not want to affect these supply relationships

2. Local / regional indirect suppliers
    i. For anyone that can't get delivery or go and collect

3. Short lead-time wholesalers
4. Long lead-time wholesalers

Of the above list six were considered as possible suppliers to the distribution network. The pros and cons of each of these are shown in Table 1.

Some assumptions/conclusions were drawn based on this review:

1. Organic North will remain a popular choice for veg box schemes due to its pricing and consistent quality.

2. Riverford accounted for a significant element of local spend and are more local, with more certainty of demand and greater requirement for variety.

3. Retailers are less interested in collaboration / more conservative in their approach. RM Organics hold a lot of this trade.

4. There's a demand for local and organic veg (from retailers as well as participants in the survey)

Table 1 Possible suppliers to the distribution network with pros and cons of each

Supplier	Opportunities	Challenges
Organic North	Most used by veg box schemes Huge range Good prices Delivery x 2 a week, established distribution network Very clear provenance	Order lead in times Distance from production - e.g. more Lancs, Scotland and Lincs suppliers compared with often Devon / Herefordshire producers on Riverford / Langridge / Phoenix
Riverford	Most local wholesaler Supply from South Devon Organic Producers Short lead time possible (2 days), but they need bigger buyers to pre-order (5-7 days ahead) Currently considering 15% discount on list price for single drop	Quality & reliability not always the best Small range (though can get bigger range if pre-order with longer lead time) Cost - some prices good, but many are very expensive
Langridge	Biggest UK wholesaler? Short lead time Huge range Multiple delivery days	Not the sharpest pricing, but negotiation possible (have offered 20% discount off list price for now, but could increase if our order volumes are good)
Phoenix Organics	Some sharp pricing Similar to Org North - long lead time, different delivery days, medium-big range	Order lead in times Not such good prices across full range Provenance not always very clear
RM Organics	Already supplying retail operations in Cornwall	Provenance not always very clear Buying almost everything from Langridge - better to just go direct to Langridge RM not wanting to expand their offer in Cornwall
Good Food Loop using Open Food Network (OFN)supplier's	Local and Cornwall based Established system Can support wider range of producers Opportunity to supply food hubs	Consistency of supply not consistent (e.g. field scale veg) Everyone needs to be on OFN Needs food hubs to support it more than veg box schemes?

Task 4: Develop and action plan for phase 2 of the work

As part of developing the action plan, the survey results, distribution and supply options and potential proposals outlined below were discussed with growers and other stakeholders at an online meeting in April. The group decided that the best way forward was to develop a small pilot to build engagement of growers and be able to scale up. The proposals discussed were:

1 Local Suppliers only (Good Food Loop model)

- local produce only
- requires c.£10k/month spend minimum
- currently have evidence for c.£2k/month spend

2 Local suppliers plus short notice wholesale (Better Food Shed model)

- local produce + wholesaler produce
- requires c.£25k/month spend
- Currently have evidence for c.£9k/month

See Profit and Loss analysis in Appendix 4 : Profit and Loss for options (draft) for approximate costings

1. **<u>Good Food Loop model</u>**

   Supply
   Local organic produce - collected and delivered to hubs – Joining the Dots (JTD) van to collect from local growers and producers Thursday

   Order cycle
   OFN run order cycle to coincide with Devon Good Food Loop Friday to Wednesday for delivery on Thursday

   Requirements
   - Van
   - Cold store - depends if achievable to bring in & send out produce all on same day
   - Staff - admin, collections, splitting supplier orders & building customer orders, deliveries
   - Unloading / packing space

   Staffing hours assumptions:
   - Admin - 4 hrs/wk
     - Managing OFN order cycles, packing lists etc.
     - Collating customer orders
     - invoicing
   - Collections and Deliveries 8 hrs x once a week
     - Tbc on which routes.
   - Marketing & development - 2 hrs/wk

2. **A Wholesaler-type offer**

Supply:
Local organic produce - collected - JTD van to collect from local growers twice a week on Monday pm / Tuesday am and Wednesday pm / Thursday am
Wholesale organic produce - delivered - Langridge / Riverford supply delivered Tuesday am and Thursday am

Order cycle:
Thursdays - JTD weekly offer list sent out
Fridays - anyone wanting Tuesday delivery sends in their order by 2pm on Friday
Mondays - anyone wanting Thursday delivery sends in their order by 2pm on Monday

Requirements

- Van
- Cold store - depends if achievable to bring in & send out produce all on same day
- Staff - admin, collections, splitting supplier orders & building customer orders, deliveries
- Unloading / packing space

Staffing hours assumptions:

- Admin - 6 hrs/wk
    - creating & sending out weekly offer list (speaking to growers, going through wholesale offer list(s), typing everything up into offer list
    - receiving, collating & confirming customer orders
    - invoicing
- Collections - 6 hrs x twice a week
    - Tbc on which routes.
- Splitting supplier orders & building customer orders - 4 hrs x twice a week
- Deliveries - 6hrs x twice a week
    - Similar route to collections?
- Marketing & development - 2 hrs/wk

Action plan for phase 2 pilot

A small delivery group meeting was then held at Fentenfenna farm on 14th May to bring together the key delivery partners for a Joining the Dots phase 2 pilot. This was Fentenfenna Farm, Good Food Loop, Falmouth Food Coop, Sustainable Food Cornwall, and Organic Research Centre (as a research partner). The Cornish Food Box and the Gleaning Network were also engaged but unable to make it on the day, but fed in their needs and offers.

Building on the findings gathered and momentum built in phase 1 the collective intention is to set up a pilot, based at Fentenfenna Farm as a collaborative effort engaging a number of partners including Good Food Loop, Cornish Food Box and the Gleaning Network. Building on the existing infrastructure, the vision is to establish an entity with social / environmental aims (CIC) that would buy in and redistribute local organic / agroecological produce. This would essentially initially focus on option 2 outlined above 'Wholesale Offer' but looking to build toward option 1. 'Good Food Loop model', extending the existing loop from Devon and the product offer.

This would have multiple aims to help catalyse a local food ecosystem, bringing benefits for climate, people, nature and place. In particular landscape, water, soil and human health. The intention would be to serve a network of local food hubs and local producers / veg boxes looking to buy in as well as serving food banks and local food access organisations and potentially retail / hospitality. This in turn would create a large collective buying power and guaranteed demand to support local producers to convert to organic and agroecological production systems.

The next step is to develop this concept and develop a collaborative bid. This concept will be shared with FIPL to explore opportunities to part fund this pilot.

Appendix 1: Action plan for Agroecology and nature recovery opportunities

Phase 1 included an initial scoping of interests and opportunities among the growers to implement agroecological practices, nature recovery and enhancing biodiversity on their farms, framed around the key FIPL objectives of People, Place, Climate and Nature. The results of this are outlined below as well as an outline of the action plan to develop agroecology and biodiversity opportunity plans / designs for each farm for Phase 2 of the work.

The vision for Phase 2 is to run a pilot collaborative distribution network for the 2024/5 hungry gap period (Nov - April) in parallel with agroecological advice and guidance for each producer, supporting them to continue to enhance soils, biodiversity, air and water quality, meeting the **FIPL objectives of People, Place, Climate, Nature**. Identifying key opportunities and signposting support - including Countryside Stewardship, SFI, Forest for Cornwall and direct FIPL funding.

The below diagram maps out the potential support offered..

Project period: July 24 - March 25 (9 months)

Target: Small scale growers in and connected to National Landscape. The inclusion of additional field scale growers could also support a wider transition to more agroecological / organic production systems. Approx 20-25 in total. Offer different levels of support: workshops, co-design, 1:1 opportunity mapping, grant support and community engagement.

Activity	Timing	Description	Risks / comments
Grower workshops / gatherings	End of July / early August, November and end Feb / early March?	2 or 3 workshops over the 9 months Initial workshop to introduce project (agroecosystem design and logistics collaboration). Discuss initial ideas and opportunity for co-design with other growers. Second workshop - Could combine with a farm walk focused on topic of interest. Share ideas designs / challenges to co-design and learn from each other. These meetings will also engage growers outside of the 15 receiving 1:1 support	July is a busy time for growers - would need to be short and focused. Main workshop/s in winter Also interested in potential for growers to mentor each other. Can do in the meetings - review each others maps / ideas
Agroecosystem design and opportunity mapping	August - November 24	1:1 support to map current and potential opportunities to enhance nature, climate, people and place. Develop an agroecosystem design using LandApp. A framework will be designed which goes through the key FIPL objectives. Identify potential funding opportunities - e.g SFI, CS, FIPL, Forest for Cornwall	Realistically growers will not have much time to engage with this until November. Do fairly rapid assessments and base support on enabling them to implement? Ideally can tailor support to suit growers need. Build on what information they already have. Newquay Orchard potential partner for farm design Ensure growers have access to designs in LandApp
Baseline / monitoring	August - November 24	Can choose from a range of baseline / monitoring techniques as appropriate to interest and need; - Basic soil test and soil carbon - VESS / Earthworm assessments	Potentially could engage other partners to support e.g. CWT / Duchy College / Eden Project Let them chose what is of interest as may already have some data

		- Public Goods Tool - Farm Carbon Calculator - UK Hab / BNG - Bioblitz (see community engagement)	Some of the monitoring activities will need specific timing and may not be appropriate in autumn / winter - e.g. grassland / biodiversity assessments
Community engagement : Bioblitzes, volunteer days and feasts	August - March	Growing projects will be given the opportunity to chose from / combine a range of community engagement opportunities they wish to host which could include: - On farm feast / food jam / tasting (Autumn / harvest time?) - Volunteer days - food and coordination costs to support a specific action (e.g. tree planting / hedgerow management etc) - Community bioblitz - cover costs of an expert to support ID and materials to take away (magnifying glasses / pots / ID guides) and system to continue monitoring - Community events - e.g apple day - Training / education workshops This would be mostly led by them with their time / costs funded by the project and some basic support from the coordinator (survey suggests some people my need support with this)	Challenge again is timing - ideally a bioblitz would be in June / July- They could also propose their own Maybe this is optional rather than compulsory Would these be invoiced to us or directly to FIPL Need an expert to help ID This also could be 2-3 local community feasts / food fetivals engaging a few growers and other producers at a regional level - but would be more work for a coordinator.. Aim to target more diverse audience
Grant management and	October 24 - February 25	Based on opportunities identified support the grower to apply for funding. For:	TBC - not sure if we have time to do this? (especially SFI / CS?) although this may be one of the major

application support		- Agroecological / nature recovery actions (labour and capital costs / compensation for taking land out of production) - Equipment for integrated agroecological practices (e.g. tilther, broadfork) - Infrastructure to support the collaborative distribution network	barriers for the growers to make time to do it… For FIPL would the grant application go direct to them? Or would we have a pot that could be managed? (how manage invoicing?) When would the last date they could apply to FIPL be? Would works need to be completed and invoiced by 31st March? How can this continue after March? Might not align with funding deadlines…
Project coordination		Coordinating project, liasing with finance and reporting	There would be additional management time in the overall budget including

Note that this proposal was discussed as part of the workshop to share the findings with the grower group, but it was challenging to engage them with this concept as their key focus is on the logistics work. The ideas will be explored further on May 14th meeting.

Survey results ; Agroecological opportunities

Climate

>> Do you have ideas that would help sequester carbon such as composting, long term leys, tree planting etc.?

Yes (5), green manures / ley (2), composting 5, compost tea (1), mulching and woodchip (1)

>> Do you have ideas that would reduce flood risk on your land or neighbouring areas e.g. natural flood management, reducing soil compaction?

Yes (3), No (1) Low cost no dig / min till equipment (1), key line ploughing (1) buffer strips (1) healthy soils (1), broadfork (1), compost (1), green manure (1)

>> Have you got options for reducing soil erosion and increasing moisture and organic matter levels on your land?

Yes (5), No (1), composting (3), mulching (1), ground cover / green manure (1) trees (1), woodchip (2), buffer strips (1)

>> Would you be interested in training or help in developing ideas to mitigate climate change on your land?

Yes (3), financial support to implement, not training needed (1)

>> Any other ideas for climate resilience?
Improve drainage (2). Improve water storage / water saving and efficiency (3) replace single use plastic (1), perennial crops (1), electric vehicles and machienry (3), solar power / batteries (1), field scrapes (1), willow planting (for coppice?) (1), grass buffers (1), orchards (1), cornish hedges as leaky dams (1)

C1: More carbon is stored and/or sequestered

Agroecological practices have been documented to build reserves of carbon in soils through recycling of organic wastes and through integration of trees into farmed landscapes. Both of these practices will increase carbon storage/sequestration.

C2: Flood risk has been reduced

The enhanced soil health from agroecological practices can improve infiltration of water into agricultural soils and thereby reduce runoff. Therefore, there is an expectation that some flood risk benefits will be realised through the promotion of agroecological farming practices in this project.

C3: Better understanding among farmers, land managers and the public as to what different habitats and land uses can deliver for carbon storage and reduced carbon emissions

Farmers will be encouraged to monitor their soil carbon through baseline measurements in Phase 2 of the project. In the long-term, this monitoring will improve their understanding of which practices can deliver carbon storage and reduce emissions from soil.

C4: The landscape is more resilient to climate change

Agroecological practices will build soil health and improve resilience to climate change, this includes increased drought tolerance in dry years and resistance to soil erosion from periods of intensive rainfall during winter.

Nature

> **Do you have any ideas for new ponds, hedgerows, species rich margins or habitats? e.g. tree planting etc**
Hedgerows (4), Tree planting (3), wildflower strips (1) orchard (1) wildflower meadow (2) ponds (2) yes (4)

> Would you like to better manage your existing wildlife habitats? e.g. gapping up or widening of hedgerows
Coppicing (1), Hedgelaying (1), wildflower meadow / grassland management (2), orchard management(1), gapping up (1) yes (6)

> Can you connect wildlife rich habitats on your land through new planting or habitat creation?
Yes (5), yes if time / money allowed (1) already well connected (1)

> **Would you be interested in training or help in developing a farm plan for increasing biodiversity?**
Yes (3) can offer farm design support (1)

Other ideas
Been farming organically for 20 years - need more support for what already doing / always looking for opportunity to connect habitat, limitation is time and resource; composting; bird boxes and bird of prey posts; wildflower meadows; agroforestry; ponds

People
On your land, do you have any projects or ideas that could provide opportunities for people to discover, enjoy and understand the landscape and its cultural heritage?

>> Do you have opportunities for new or more public access on your land?
Community events (3), Yes (6), Open days and school visits (2), volunteer work days (1) Possibly (1) Feasts (1), Education and training (2)

>> Are there opportunities for people to get involved e.g. volunteering or surveys of your land?
Yes (7), Volunteer programme (4) biodiversity survey (2 - interested to develop)

>> Could you increase the diversity of people visiting?
Yes (10), need support - range of ages but predominantly white. Would like to engage younger and more ethnically diverse audience.

>> Other ideas for engaging people
Fungal recording (1), corporates and schools (1), farm walks (1), training and workshops (2), events - apple day / chilli day etc (2), with support (1), No (1)

Place

On your land, do you have any projects that could help protect or improve the quality and character of the landscape or place?

>> Do you have opportunities to improve the landscape on your farm?
Yes (6), with support (1), grassland management (1) hedges (1), No (1)

>> Are there historical or archaeological features that need protection?
Cornish hedges (1), orchards (2), veteran trees (1), No (4)

>> Do you have any other relevant ideas or projects that could help protect or improve the quality and character of the landscape or place?

More trees (1), wood clading buildings (1), bird and bat boxes (1), time paid to implement / practical support to implement (3), hedge / orchard / grassland maintenance - but takes time don’t have (1)

Appendix 2: Funding options

List of funding options for phase 2 of the work including FiPL and possibly match funding sources. These are a work in progress and once the action plan is developed the most appropriate funding sources will be identified by the bidding team.

Funder name	**Website**
FIPL	
Good Growth (Shared Prosperity)	https://ciosgoodgrowth.com/funding-opportunity/good-growth-hub-grants/ https://www.ciosgrowthhub.com/business-grants
Esmee Fairburn	https://esmeefairbairn.org.uk/
Sylvia Waddilove Foundation (maybe)	https://pwwsolicitors.co.uk/charity-grants/waddilove-foundation-uk/
Community Infrastructure Levy	
Dean Organic Fund	Managed by Organic Research Centre; currently closed for applicants, but expected to re-open in 2025
Green Skills	
Farm Technology Fund DEFRA	
Farming Innovation Programme (FIP) ADOPT	New FIP programme to support networks of farmers working to improve business opportunities; expected announcement this summer with submission in autumn

Appendix 3: Collective objectives of the network

Appendix 4 : Profit and Loss for options (draft)

Option 1
Good Food Loop

		Per year	Per month	Per week	Per hour	
Income						
Produce (value to producer)	Wholesale produce		£0.00			
	Local grower produce		£15,000.00			
	Total		£15,000.00			
Margin			15.00%			
Produce (sales value)						
Margin value			£2,250.00			
Total Income						**£2,250.00**
Expenditure						
Rent						
Utilities	Electricity					
	Water					
Administration Costs printer, paper etc.)						
Banking						
Website fees						
Marketing						
Software - Open Food Network			£110.25			
Insurance	Van	£750.00	£62.50			
	Premises					
Bookkeeping / accountancy		£650.00	£54.17			
Van	Fuel		£480.00			
	Tax	£200.00	£16.67			
	Servicing, MOT	£250.00	£20.83			
	Repairs	£500.00	£41.67			
Depreciation	Van	£1,000.00	£83.33			
Wastage						
Staff costs						
Hours	Kernow Food Loop round					
	Deliveries			16		
	Admin			4		
	Marketing & development			2		
Wage rate					£15.00	
Total staff costs			**£1,430.00**	**£330.00**		
Total expenditure						**£2,299.42**
Net Profit						**-£49.42**

Option 2
Wholesaler model

		Per year	Per month	Per week	Per hour	
Income						
Produce (bought-in value)	Riverford / Langridge produce		£18,000.00			
	Local grower produce		£8,000.00			
	Total		£26,000.00			
Margin			15.00%			
Produce (sales value)			£29,900.00			
Margin value			£3,900.00			
Total Income						**£3,900.00**
Expenditure						
Rent			£200.00			
Utilities	Electricity					
	Water					
Administration Costs printer, paper etc.)						
Banking						
Website fees						
Marketing						
Software e.g. OFN						
Insurance	Van	£750.00	£62.50			
	Premises					
Bookkeeping / accountancy		£650.00	£54.17			
Van	Fuel		£480.00			
	Tax	£200.00	£16.67			
	Servicing, MOT	£250.00	£20.83			
	Repairs	£500.00	£41.67			
Depreciation	Van	£1,000.00	£83.33			
Wastage			£260.00			
Staff costs						
Hours	Collections			12		
	Splitting and building pallets			8		
	Deliveries			12		
	Admin			6		
	Marketing & development			2		
Wage rate					£15.00	
Total staff costs			**£2,600.00**	**£600.00**		
Total expenditure						**£3,815.17**
Net Profit						**£80.83**