



# Regenerative Farm Management Services



Thomas Gent - Gentle Farming Climate Change Champions



Digging for innovation prize winner- Gentle Farming



Thomas Gent Farmers Weekly Farmers Apprentice Finalist



Thomas Gent - Agreena Ambassador



Gentle farming - Bankers for Net Zero Agriculture working group member



Gentle Farming - Regenerative accelerator program selected venture



Gentle Farming - Natural Capital valuation case study farm



Gentle Farming featured in The Telegraph



Arable farmer of the year finalist 2022



Thomas Gent - Gentle Farming BASE UK Member



Thomas Gent - regular columnist and focus farmer



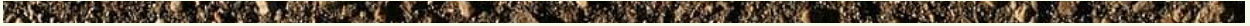
Thomas Gent - Carbon Farmer of the year Finalist



Twice featured on BBC Countryfile



Thomas Gent - Global Ferilister efficiency judge



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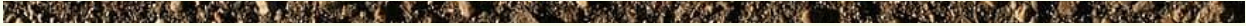
## Why farm regeneratively ?

Regenerative farming is often seen as a buzzword in the industry but implemented correctly it can deliver real benefits to your land.

1. Improved soil health
2. Nature and biodiversity building
3. Reduced or even negative carbon footprint
4. Allows the access to new with emerging funding both private and public (SFI)
5. Less volatility in production
6. Potential for better gross / net margins

However implementing regenerative principles effectively can be risky and requires significant management abilities and experience.





## About us



We have been farming in South Lincolnshire for four generations. 16 years ago we were one of the first farms in the UK to transition fully to a regenerative farming system. We now farm 800 hectares growing a range of different cereal, perennial and break crops.

Gentle farming started the use of No-Till crop establishment in 2008 after looking at the then current system of tillage. It was felt that costs were increasing while soil and crop health were worsening.

After looking into different farming systems, both in the UK and around the world. There was an increasing movement towards more sustainable farming systems.

Moving less soil, increasing crop diversity, keeping soil covered and not relying on chemical inputs. This seemed to ring true to us and fitted what we wanted to do. Very little of this was done at the time and little machinery was available.

We have learned a huge amount from our 16 years experience of these practices and are now more profitable and sustainable than ever. We are now looking to bring our experiences in these areas to others in order to smoothen the transition of other farms to a more resilient and profitable farming system. We are experienced in producing carbon negative, regeneratively farmed produce at a lower cost than any other farming system and still innovating.

## Three Generations of Regenerative Farmers



### THOMAS GENT

3rd Generation

Farmer and Founder of the award winning Gentle Farming brand. Key player in developing the UK and European soil carbon market, industry advocate and Entrepreneur.



### EDWARD GENT

2nd Generation

Experienced regenerative farmer - Implemented regen practices profitably over 1,000 ha for 15 years. Now working to support other farmers.



### TONY GENT

1st Generation

Experienced industry ambassador and inventor. Developer of a world leading minimum disturbance undercut disc seeding system. Sold throughout Europe, North America and Australia.







## Our Capabilities

### Large Scale Arable Farming

- We have farmed at a large scale for generations and understand the challenges of modern agriculture. We have our own and operate a full suite of modern machinery fully equipped with GPS and precision farming technology.
- Including: 1x 8 metre Weaving GD direct drill, 2x 4220 JCB Fastracs, 1x John Deere 290R, 1x John Deere T670i combine harvester, 1x JCB Telehandler, 1x 36m trailed John Deere sprayer, a range of low disturbance cultivation equipment, 1x JCB 360 digger. Own large grain storage capabilities at several Co-Operatives.

### Nature Focused Estate Management

- We understand how to maximise the opportunities of natural capital markets and regenerative farming techniques to bring nature friendly farming profitably onto your estate through either an advisory or more active role.

### Private and public funding accessibility and management

- Our way of farming means we can access all SFI options.
- Private funding brings new opportunities. We are leading European Carbon understanding and opportunities through our partnership with Agreea.
- We can deliver Biodiversity Net Gain and nutrient neutrality projects.
- Branding / Direct sales: Our Gentle Farming brand is well known, strong and does command a premium price in the current market. This can also be leveraged to tell the story on your estate, we regularly are active in the media.

All of this in combination means we are expecting to see little effect in the bottom line with the loss of BPS. Innovating in production systems / diversifications

We are experienced in machinery, we hold the patent on one of the world's best selling direct drill coulters. Licensed to manufacturers all around the world. We are often found retrofitting and adapting machinery to fit our specific needs. We are actively developing robotic solutions for farming through our partnership with Listt.io. We have purchased a commercial robotic unit and are currently in the experimental phase.

We are partnering with leading livestock integration experts. Our current farming operation relies heavily on livestock manure inputs. To further this and make this possible elsewhere we are working with the country's leading experts in livestock integration on arable farmland and developing robotic solutions to support this.

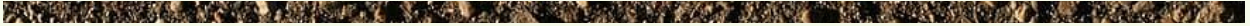
General diversifications 24 years ago we heavily invested in poultry and now operate a large poultry unit. We now also have brought an insect farming operation onto the farm. Over the years we have been involved in several diversification projects and are ready to support this where needed.

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# Performance

## Environment

**Carbon:** Our farm SOM figures have increased from ~4% 16 years ago to ~10% today. We are storing over 100 tonnes of carbon per hectare and adding up to 2 tonnes to this per year. We are quantifying this and generating carbon credits each year. There are opportunities to do this both in soil and other carbon techniques.

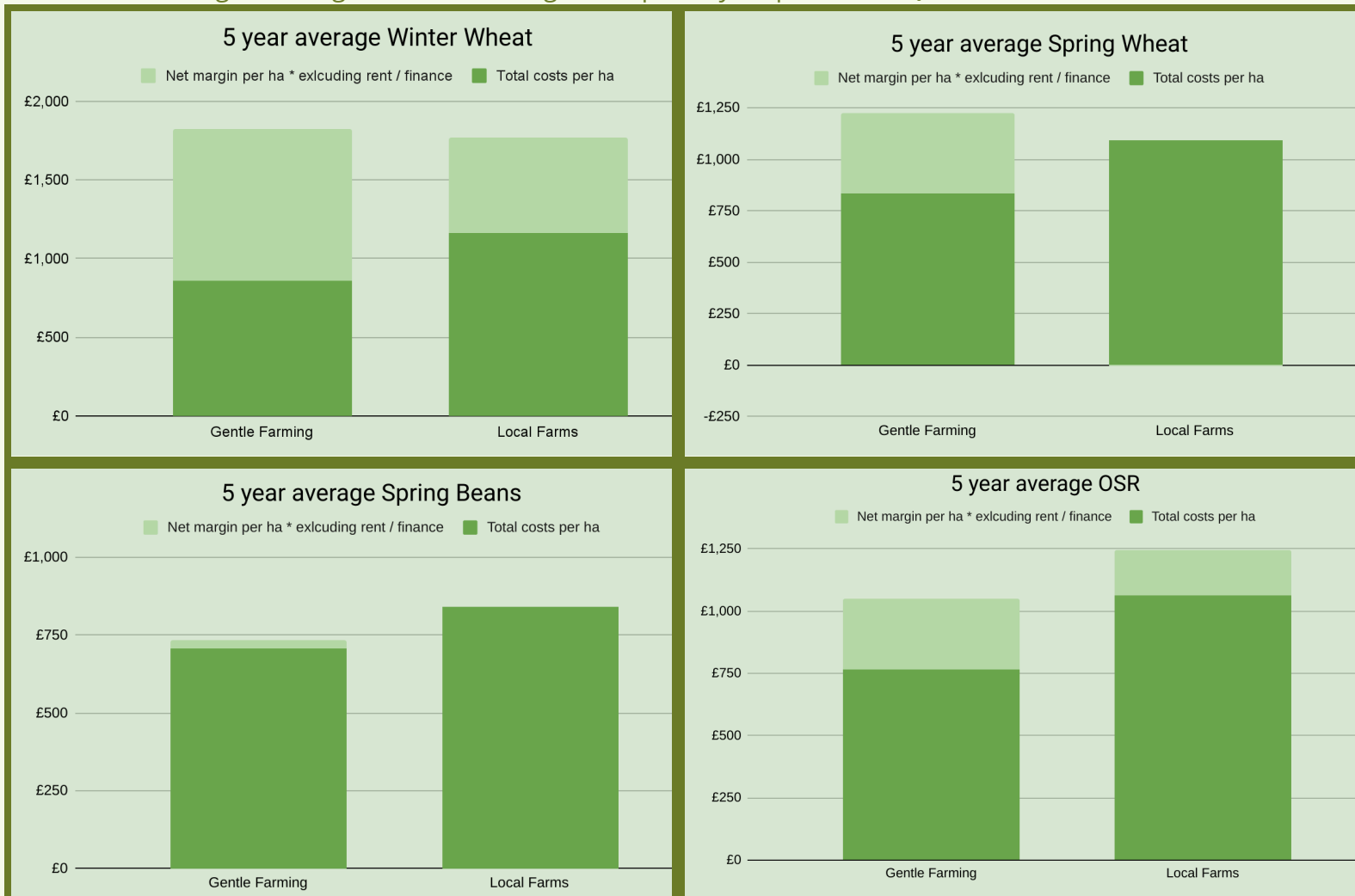
**Biodiversity:** Around 5% - 10% of the land we manage is dedicated to nature. This along with our farming practices such as no use of insecticides has led to a huge increase in biodiversity on farm. We are beginning to monetise and monitor this in several ways.

**Social:** We welcome a wide range of farm visits throughout the year focusing on educating the food supply chain about regenerative farming and buying direct from farmers. We have welcomed the team from Pizza Hut, Unilever and Greene King just to name a few.

## Financial

We have benchmarked our financial performance against 8 local farms over a 5 year period.

See appendix A for full data set - Excludes land costs and public funding. Only includes 4 main crops, we also grow a large amount of forage and specialty crops such as Quinoa.





## Summary

Over the past 16 years we have made all of the mistakes it is possible to make in the transition towards a more sustainable farming system. We would now like to work with others in order to prevent them from making the same mistakes we have.

We are looking for contract farming opportunities with landlords that would like the smooth and efficient implementation of regenerative agriculture on their land with all of the opportunities this will undoubtedly bring.

## Farm Proposals:

### Contract Farming

We offer a cutting edge contract farming service that can deliver both financially and environmentally. Across our contract farms we have delivered an average of £190/ac return for landowners over the past 5 years whilst also improving soil organic matter by an average of 0.2% per year and increasing on farm biodiversity with the use of environmental stewardship schemes and SFI opportunities. All of this has been achieved thanks to our regenerative farming systems and attention to detail.

### Farm Business Tenancy (FBT)

We currently work with 5 Landlords and provide a regenerative tenant farming solution. All of our tenanted farms are treated as our own and as such benefit from the same increases in soil organic matter and are all entered into environmental stewardship and SFI schemes as standard. In addition to these benefits we are still able to pay a good market rent.

### Share Farming

We are open to working on share farming agreements to both deliver financially and environmentally for your farming business. This can allow stronger collaboration and innovation on a diversified estate.

### Regenerative Farming Transition Advisory Services

Whilst also offering farming services we are keen to offer our advisory services for farms looking to make the transition. Our 16 years of experience means we can help you not to make the mistakes we have made, ensuring a smoother and more profitable transition for your farm. We can advise on day to day operations, soil health and transition planning as well as more strategically in the diversification of private and public funding opportunities.



Appendix A -

	Winter Wheat		Spring Wheat		Spring Beans		Oil Seed Rape	
	Average Conventional	Gentle Farming	Average Conventional	Gentle Farming	Average Conventional	Gentle Farming	Average Conventional	Gentle Farming
Total area grown (ha)	152	220	207	180	30	83	47	74
Actual yield (t/ha)	9.27	9.43	5.65	5.43	4.14	3.23	3.08	2.69
Actual price (£/t)	181	185	190	208	203	224	413	386
Inorganic N (kg/ha)	212	181	179	154	0	0	186	165
Total income inc straw (£/ha)	1767	1824	1088	1224	841	733	1245	1052
Total seed costs (£/ha)	79	69	101	101	89	130	56	31
Inorganic fertiliser (£/ha)	182	122	168	92	6	4	151	112
Organic fertilisers e.g manure (£/ha)	9	43	13	84	0	49	40	60
Trace elements (£/ha)	10	20	15	13	19	24	15	21
Total fertilisers (£/ha)	200	185	196	189	25	77	231	193
Total crop protection (£/ha)	216	155	132	86	169	77	175	106
Agronomy fees (£/ha)	12	11	11	11	10	11	12	11
Levy (£/ha)	7	6	5	4	3	2	2	1
Haulage (£/ha)	15	6	6	6	0	6	7	1
Sundries (£/ha)	2	5	2	5	0	4	6	2
Total other direct costs (£/ha)	23	27	21	26	13	23	26	15
Total Variable Costs (£/ha)	502	424	449	402	296	307	488	344
Gross Margin	1265	1400	639	821	546	426	757	709
Total labour (£/ha)	169	137	171	132	182	119	161	147
Total machinery and equipment (£/ha)	332	190	309	186	240	167	262	175
Total property and energy costs (£/ha)	86	80	86	79	56	82	90	70
Total administration (£/ha)	70	31	78	33	68	32	60	29
Total Fixed Costs (£/ha)	657	438	644	430	545	400	574	421
Cost of production excluding rent and finance (£/ha)	1159	862	1094	833	840	707	1061	765
Net margin excluding rent and finance (£/ha)	608	962	-6	392	1	26	184	287
Cost of production excluding rent and finance (£/ha)	126	95	198	169	209	229	347	294
Net margin excluding rent and finance (£/ha)	65	97	0	55	-6	-5	66	96

