

Farming Innovation Programme – Small R&D Partnership Projects Round 3

14th August
13:00 – 15:00 BST

Kaeli Johnson, Caroline Griffin, Simon Baty, Joanna Scales
Knowledge Transfer Managers, Agrifood
www.ktn-uk.org



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Housekeeping

- **Please stay on mute throughout the talks**
- **Please put any questions for speakers in the chat (please start with Q-) and also use the chat to network**
- **The talks will be recorded and slides will be circulated after the event**
- **The collaboration session will not be recorded**

Agenda

13:00 – 13:05	Welcome	Kaeli Johnson, Innovate UK KTN
13:05 – 13:10	Farming Innovation Programme Overview	Alex Howell, Defra
13:10 – 13:25	Small R&D Round 3 Overview	Paul Laniran, Innovate UK
13:25 – 13:40	Panel Session	Jen Bromley & Tom Allen-Stevens
13:40 – 14:00	Q&A	
14:00 – 14:05	Break	
14:05 – 14:15	What Makes a Good Consortium	Simon Baty, Innovate UK KTN
14:15 – 14:30	Thematic Breakout Rooms	
14:30 – 14:40	What Makes a Strong Application	Caroline Griffin, Innovate UK KTN
14:40 – 14:55	Random Breakout Rooms (x2)	
14:55 – 15:00	Closing Remarks	Kaeli Johnson, IUK KTN



About Us

Innovate UK KTN exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.



We have deep expertise in AgriFood



**Livestock &
Aquaculture**



Crops



Food

How we can help



Make powerful connections



Secure funding



Get expert insight



Keep up to date



Develop a new farming product or service → Small R&D Partnership





Department
for Environment
Food & Rural Affairs

Farming Innovation Programme

Small R&D Partnership projects – August 2023

Alex Howell

Agri-Innovation Team - Defra



Why are we supporting innovation?

Productivity: The UK has seen lower productivity growth than our neighbours over the last 30 years

Environment: Agriculture accounted for 10% of UK greenhouse gas emissions in 2018

Fragmentation: many fantastic researchers, innovative businesses and promising ideas, but players don't necessarily collaborate effectively

Coordination: failures in the current innovation system result in poor translation of public spending into real life impacts on productivity/sustainability

Adoption: Low levels of uptake of innovation by farmers, growers, businesses in large part due to capital risk & ineffective knowledge sharing

Previous Programmes

2013 - Agri-Tech Strategy

£70m Agri-tech Catalyst
£90m for 4 Agri-tech Centres

2018 - Industrial Strategy Challenge

Fund (ISCF) £90m Transforming Food Production Challenge.

2021 - £14.5m **Farming Innovation Pathways** fund.

The Farming Innovation Programme

- Part of Defra's Agricultural Transition Plan
- £270M of grant funding for R&D through to 2028/29
- To enhance productivity, environmental sustainability and resilience in England's farming sectors
- Funding is awarded on a competitive basis to high quality, innovative projects
- Collaborative projects must benefit farmers and growers in England



The **Farming Innovation Programme** offers a range of opportunities for farmers, growers, businesses and researchers to collaborate on industry-led research and development:



Small **Research Starter Projects** where farmers, growers & foresters can explore a new idea, or **Projects to Accelerate Adoption** (coming soon) where farmers and growers can trial new innovation on their farms.



Feasibility projects where businesses can check if a research idea works in practice.



Small/Large Partnership Projects, where businesses can further develop a new farming product or service towards commercialisation.



Themed competitions (Farming Futures R&D Fund), where businesses and researchers can work on longer-term innovation focussing on issues like **Climate-Smart Farming**, or **Sustainable farm-based Proteins**.

Farming Innovation Programme Timeline

October 2021

- £1M - Research Starter Projects (round 1)
- £8M - Feasibility Projects (round 1)
- £11M - Small Partnership Projects (round 1)

March 2022

- £8M - Large Partnership Projects (round 1)
- £12.5M - Climate-smart farming

May 2022

- £1M - Research Starter Projects (round 2)

July 2022

- £12.5M - Sustainable farm-based Proteins

Autumn 2022

- Feasibility Projects (round 2)
- Small Partnership Projects (round 2)

January 2022

- £12.5M - Automation and Robotics
- £1M Research Starter Projects (round 3)

February 2023

- £8M – Large Partnerships Projects (round 2)

May 2023

- £12.5M On Farm Environmental Resilience

August 2023

- £9.8M - Small R&D Partnership Projects (round 3)

September 2023

- £4.5M - Feasibility Projects (round 3)



Small R&D Partnership



Small R&D Partnership Projects

- Designed to help businesses to develop a new farming product or service and take it towards commercialisation
- Develop a solution once it works in practice

Aims

- Drive innovation for responsive, commercially-relevant solutions to address immediate practical industry challenges affecting farmers, growers and the sector
- Accelerate the impact of new solutions to deliver positive outputs for farmers, growers and the sector
- Drive collaboration between the agri-food sector and wider UK research and innovation expertise

Farming Innovation Programme Projects



ARWAC (Feasibility)

This project lays the foundation for next-generation robotic vehicles powered by renewable energy and tooled to control blackgrass. It drives productivity by increasing yield through weed eradication.

This project will push the technology from laboratory stage to full testing in multiple farm environments.



Dancing with Daffodils (Small R&D Partnerships)

This project seeks to develop a naturally sourced nutritional additive to reduce methane emissions from ruminants. The project is based on greater use of locally available plant-based compounds called alkaloids, which can be extracted from daffodils.



Muddy Machines - Robotic Courgette Harvester (Feasibility)

Developing a novel class of agricultural machine that can reliably replace manual labour. Building from their autonomous asparagus harvester, Muddy Machines are focussing on Courgettes, which present more complex challenges for imaging, software, and gripping.



Develop a new farming product or service

→ Small R&D Partnership

Summary

Total budget



9.8
Million

Total project costs

£1-3
Million

Duration

Up to **36**
months

If you have **primary producers** receiving grant funding, a **min of 50%** of those funds, **must be allocated** to primary producers **based in England**



For **UK registered businesses** wishing to **collaborate** with other UK organisations



Businesses within a supply chain, are encouraged to come together as a partnership to solve major challenges or opportunities

Competition opens
14 August 2023

Competition deadline 25 Oct 2023
11:00 am

Projects to start by
1 June 2024



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for Environment
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Develop a new farming product or service

→ Small R&D Partnership

- Develop commercially relevant solutions/outputs for major on-farm or immediate post farmgate challenges or opportunities
- Look to improve productivity, sustainability and resilience of farming.
- Collaborate within UK communities for better R&D agricultural solutions
- Accelerate adoption by ensuring knowledge exchange with the wider sector and other stakeholders



Scope



In Scope

Address major on-farm or immediate post farmgate challenges or opportunities.

Solutions **must** significantly **improve**:

- ✓ productivity
- ✓ sustainability and environmental impact
- ✓ progression towards net zero emissions
- ✓ resilience

Out of Scope: we will not fund projects that

- × do not benefit farmers, growers or foresters in **England**
- × are equine specific
- × involve wild caught fisheries
- × involve aquaculture, **for fish production or human consumption**
- × involve cellular expression of proteins or cultivated meat or acellular production systems
- × are for the production of crops or plants for medicinal or pharmaceutical use

Specific Themes



Address a significant **industry challenge or opportunity** in at least one of the below:

- ✓ livestock
- ✓ plants
- ✓ novel food production systems
- ✓ bioeconomy and agroforestry



Panel Session

Jen Bromley, Vertical Future
Tom Allen-Stevens, BOFIN

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Q&A

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Partnership and Collaboration Top Tips

Simon Baty, Knowledge Transfer Manager Agrifood

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Networking is normal

- How do you find a plumber or a restaurant?

**“Networking is more about
farming than it is about hunting”**

Ivan Misner - BNI

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Collaboration is encouraged

- Read the competition brief, collaboration is required
- Projects with partners that cover a supply chain are generally stronger
- Think about how you will engage English farmers

You have a great consortium – what could go wrong?

- Who owns what? You will need a consortium agreement, so start early
<https://www.gov.uk/guidance/university-and-business-collaboration-agreements-lambert-toolkit>
- Collaborate in all aspects of the bid. No passengers, use tools and functionality of IFS – check everyone knows what they get and how much they have to contribute
- Check the number of bids you can be part of
- Too many or too few partners
- Subcontracts

Consortia Building Session

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LinkedIn – Transforming Food Production Consortia Building Group

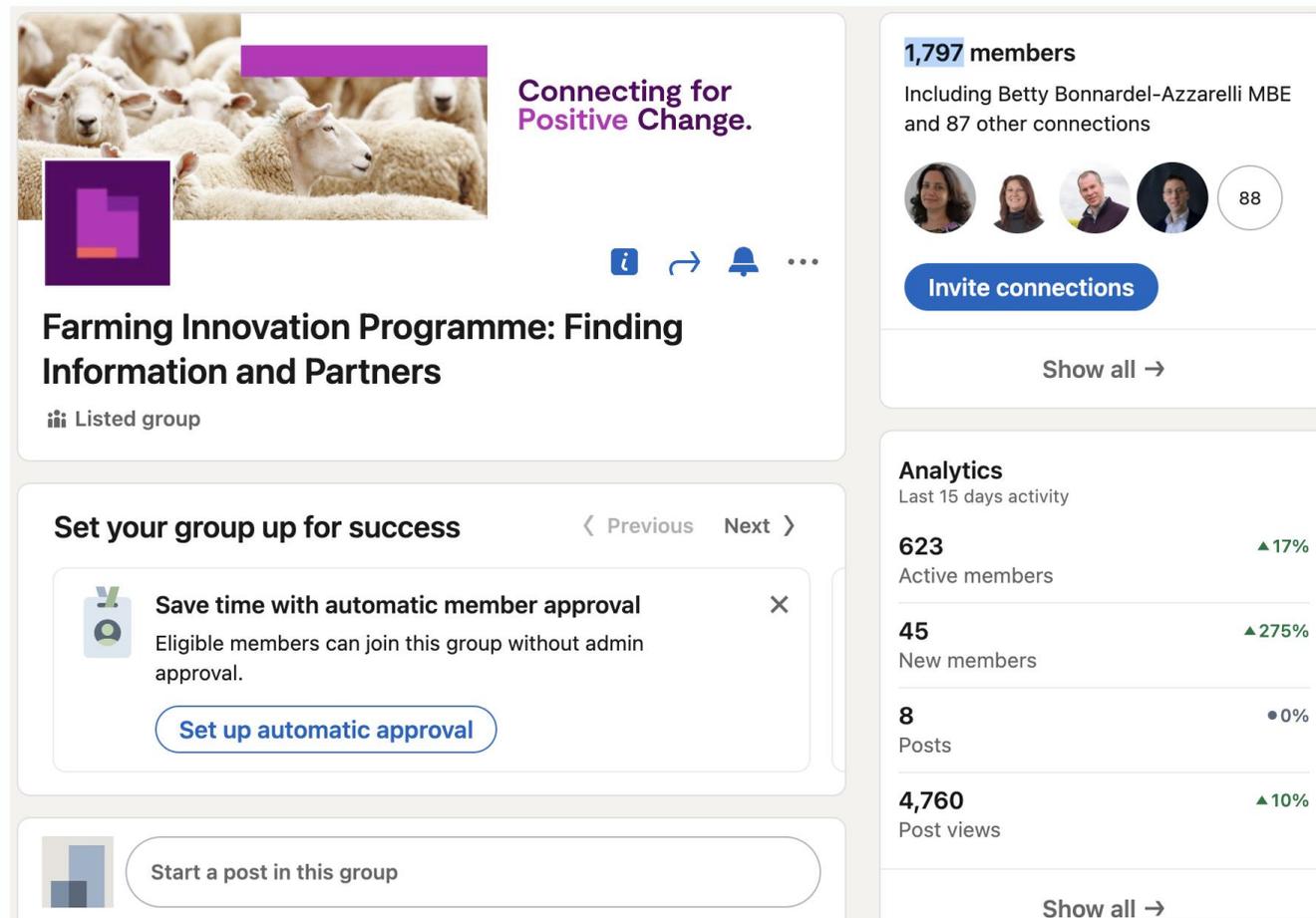
Innovate UK KTN have an established managed LinkedIn group:

<https://www.linkedin.com/groups/13773250/>

Please join this group and use it to build consortia as per the group rules.

Currently nearly 1800 members

Be clear on what you want or can offer



The screenshot shows the LinkedIn group page for 'Farming Innovation Programme: Finding Information and Partners'. The group is listed and has 1,797 members. The page features a banner image of sheep and a purple square logo. A navigation bar includes icons for information, share, notifications, and a menu. Below the banner, there is a section titled 'Set your group up for success' with a 'Save time with automatic member approval' card. The card states that eligible members can join without admin approval and includes a 'Set up automatic approval' button. To the right, an 'Analytics' section shows activity for the last 15 days: 623 active members (up 17%), 45 new members (up 275%), 8 posts (0% change), and 4,760 post views (up 10%).

Connecting for Positive Change.

1,797 members
Including Betty Bonnardel-Azzarelli MBE and 87 other connections

88

Invite connections

Show all →

Set your group up for success < Previous Next >

Save time with automatic member approval ✕
Eligible members can join this group without admin approval.
Set up automatic approval

Analytics
Last 15 days activity

623 Active members	▲17%
45 New members	▲275%
8 Posts	●0%
4,760 Post views	▲10%

Show all →

Start a post in this group

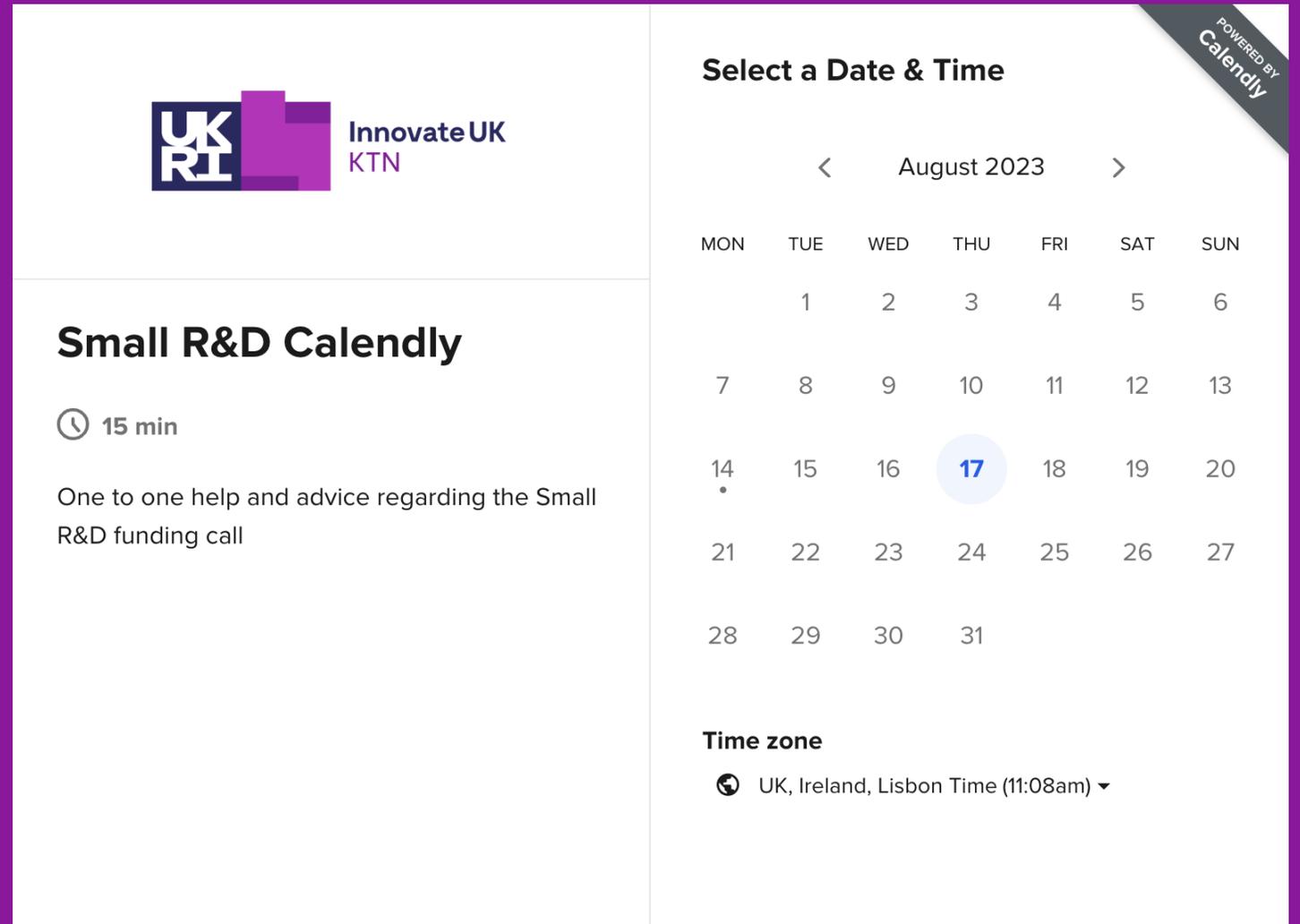
Calendly 1:1 Clinic

15 minute clinics

Kaeli Johnson & Caroline Griffin

Thursday 17th August 2023

<https://calendly.com/d/2rj-27b-cvv/small-r-d-calendly>



The screenshot shows a Calendly booking interface. At the top left, there is a logo for 'UKRI InnovateUK KTN'. The main title of the event is 'Small R&D Calendly', with a duration of '15 min'. The description reads: 'One to one help and advice regarding the Small R&D funding call'. On the right side, there is a calendar for 'August 2023' with the date '17' selected. Below the calendar, the 'Time zone' is set to 'UK, Ireland, Lisbon Time (11:08am)'. A 'POWERED BY Calendly' logo is in the top right corner.

UKRI InnovateUK KTN

Small R&D Calendly

🕒 15 min

One to one help and advice regarding the Small R&D funding call

Select a Date & Time

< August 2023 >

MON	TUE	WED	THU	FRI	SAT	SUN
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Time zone

🌐 UK, Ireland, Lisbon Time (11:08am) ▾

POWERED BY Calendly



Breakout Rooms

Click on “Breakout Rooms” on your Zoom bar at bottom of screen and scroll down to choose from the following themes

- **Livestock – Caroline Griffin**
- **Plants – Kaeli Johnson**
- **Novel food production systems – Simon Baty**
- **Bioeconomy and agroforestry – Joanna Scales**

Do please introduce yourself and the organization you are from

What Makes a Strong Application

Caroline Griffin, Knowledge Transfer Manager Agrifood

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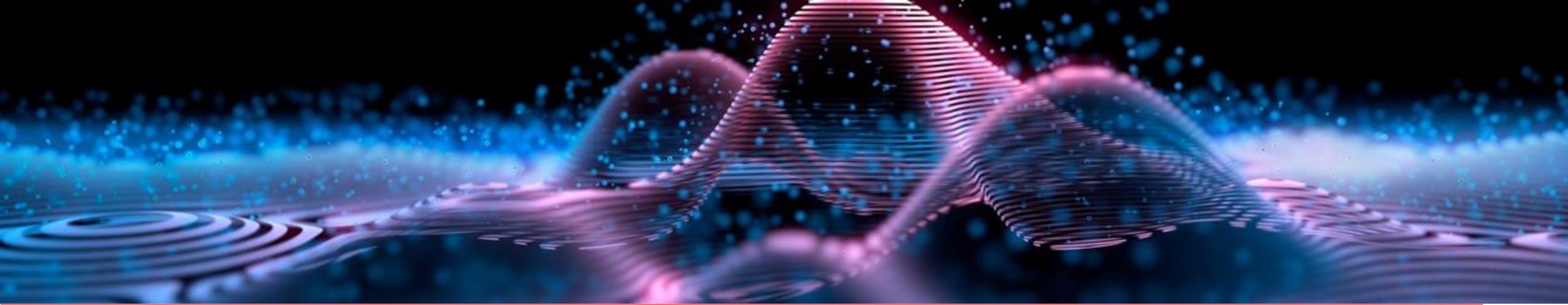
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From start to finish be prepared

It's a long process from today to winning in this competition:

- Closes 25th October
- Interview notification 8th December
- Interview between 15th – 29th January
- Notification 20th February



Start preparing now

Your written application needs all the usual hallmarks of great bid but please think about success of that written bid, so you are prepared for the interview stage.



Eight Hallmarks of a Good Application

1. Alignment to the competition scope
2. Innovation
3. Strong business case
4. Convincing value proposition
5. Credible R&D plan
6. Right consortium
7. Clear need for support
8. The right kind of risk

Tops tips – part one



**Agree key points
of the
collaboration
EARLY**



**Explicitly
answer all sub-
questions**



**Use appendices
where available**



**Don't assume
assessors are
experts in your
area**

Top tips – part 2



Quantify and justify assertions



Check all deadlines and event dates



Start discussing, planning and writing ASAP



Remember risk and innovation – you need both

Interview prep

- **Research your interview panel – you should be told (not long in advance) of your interview who they are.**
- **Be familiar with the format – Zoom.**
- **Great set of slides (to read or to talk to?).**
- **Address the deficiencies highlighted by the original assessors.**
- **Ensure key project members are available**
- **Practice as much as you can**



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Interview day

- **Don't be late.**
- **Bring the right people and share the presenting – no passengers.**
- **Be slick, use as much of the time to present the project.**
- **Use the opportunity to show you are already working well as a team.**
- **Prepare answers to questions you anticipate.**



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Interview tips

- **Demonstrate end user need.**
- **Ensure you fully meet the scope.**
- **Know your finances and be ready to justify them.**
- **Convincing exploitation and adoption plan.**

**Write and present an
exciting compelling
bid.**

**Get in touch if you want our
help**

www.ktn-uk.org



Thank you

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Find out more

<https://ktn-uk.org/>
<https://ktn-uk.org/agrifood/>

Why not get the KTN [AgriFood Newsletter](#) each month?

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