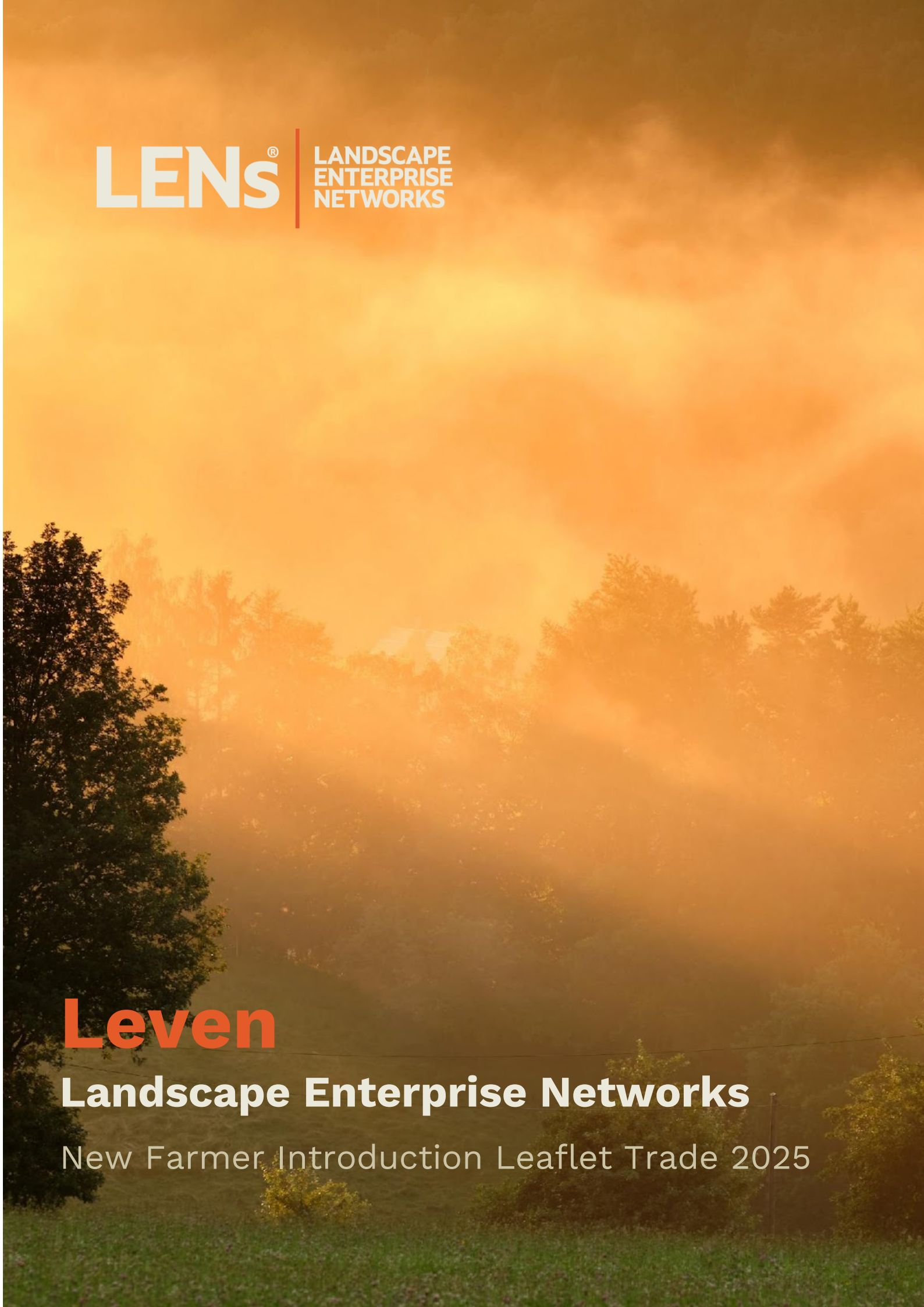




LENS[®]

**LANDSCAPE
ENTERPRISE
NETWORKS**

Leven

Landscape Enterprise Networks

New Farmer Introduction Leaflet Trade 2025

Document purpose

This document is primarily aimed at farmers that are new into LENSs, or that are returning to LENSs after one or more Trade away from it. It sets out to provide a brief overview about:

- What is LENSs?
- How it works?
- Who is involved?
- How to put forward a LENSs Proposal?
- What is required of the farmer?
- Timescale
- Who to contact for additional support and information?

What is LENSs?

Landscape Enterprise Networks (LENSs) is a system for organising the buying and selling of ecosystem-service outcomes such as water quality improvement and flood risk management as well as resilient supply of ingredients, carbon reduction in supply chains, carbon sequestration or biodiversity. The parties who seek and co-fund the delivery of these ecosystem-service outcomes is called 'demand' side organisations.

Outcomes are delivered through the implementation of land management measures. Typically, it is farmers (the 'supply' side) who can implement these measures and deliver the outcomes sought by the demand side.

LENSs has been active in the UK since 2016 and within Europe since 2022, and has active networks in East of England, Hungary, Italy, Poland and Yorkshire (UK), as well as new LENSs starting up in this region, the Leven catchment, in Scotland.

Who is involved in LENSs?

Demand Partners

Each region varies in the demand partners involved, based on the specific interests in either cropping or nature-based solutions.

Supply Aggregators

Supply Aggregators assist in meeting the requirements of new farmers into LENSs alongside a LENS Operator or to manage the whole process around farmer recruitment, training and support. It's also possible they will support with the contracting and following series of Monitoring, Reporting & Evaluation (MRV) visits. Some supply aggregators are grain merchants and some maybe other groups or organisations with an interest in your specific landscape or crop. In Leven LENSs, Frontier Agriculture and GrainCo are the two supply aggregators.

LENSs Operator

Forth Rivers Trust is the organisation that co-ordinates and runs LENSs in your region on a day-to-day basis, contract issuing, manages Verification of Delivery processes, liaises with different stakeholders, supports the MRV process and organises region level in-person events.

LENSs Central

The central organisation, part of 3Keel Group, which oversees all aspects of LENSs, including processes, documentation, stakeholder management and supporting the establishment of new LENSs.

Monitoring, Reporting and Verification (MRV) Team

Monitoring, reporting and verification is the part of LENS that evidences the impact that the LENS programme is having – at individual farm level, supply shed level and landscape level. We do this by collecting data from farms participating in LENS. This requirement is part of the project agreements that participating farm businesses will enter.

MRV Contractor

Within each region the MRV Team works with specific contractors to gather the data required for the reporting process, these contractors will usually visit your farm via mutual arrangement within a given time period. In your first year in LENS this will include soil sampling to obtain a baseline.

How does LENS work?

Fundamentally, the LENS demand parties wish to procure ecosystem service outcomes by funding the delivery or maintenance of key 'measures' or practices. Farmers put forward proposals of practices and innovations that they wish to deploy on their farm, these are collated and assessed using the Demand Partners specifications by LENS Central. From here the farmer is informed of the funding allocation and, if they choose to proceed with delivering these measures, will be required to sign a contract and participate in the relevant MRV processes. MRV reports on the outcomes of the measures implemented.

The measures fall within the below categories, and are organised as such in the Technical Guidance:

1. Maximise plant and crop diversity
2. Keeping soils covered & maintain living roots in soil
3. Minimise soil disturbance
4. Reduce use of synthetic inputs
5. Planting & managing hedgerows & woodlands
6. Water management & resilience
7. Innovation

See the **Technical Guidance** for an overview of the measures included in this trade of Leven LENS.

How to put forward a LENS Proposal?

Having engaged with Frontier Agriculture or GrainCo and reviewed the Technical Guidance provided, you will need to complete the LENS Application, which collates key information about your farm.

Please read the [Completing the LENS Application section](#), and all following sections in the **Technical Guidance** before commencing applications. Successful applicants will be required to sign a contract that binds them to delivering the successfully funded measures. Putting in a proposal does not guarantee funding and neither does it mean that all of the proposal will be funded either.

What is required of the farmer?

Depending on the requirements of Demand Partners, this may vary region to region, but in general:

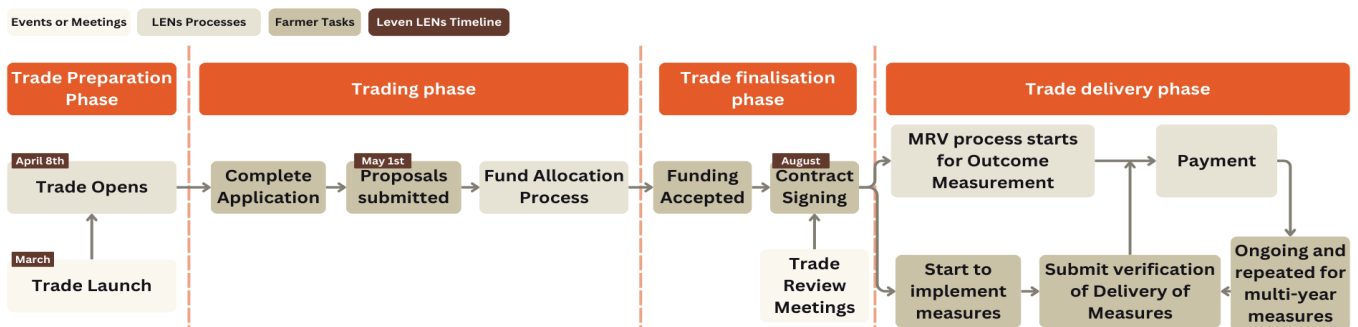
- Submit accurate and fairly priced proposals for measures with your farm application materials;
- Sign and return the contract with LENS in a timely manner;

- Deliver those measures for the time period of the agreement
- Provide Verification of Delivery evidence via the Supply Aggregators (Frontier Agriculture or GrainCo) at the intervals agreed;
- Keep your Supply Aggregators informed of any issues that may lead to changes to agreements;
- Participate in the MRV process - including engagement with MRV Contractors as required.

Farmers are paid following the implementation of their measures within the relevant Trade year, and then, for measures with multiyear agreements, upon presentation of the relevant Verification of Delivery evidence for each year's ongoing delivery of that measure. Payments are also dependent on engagement with the MRV process.

Timescale

The below timescale gives a broad overview of the LENS process:



The dates provided for the Leven LENS trade are indicative. These timings are based on a projection, but exact timings might be subject to change. Your Supply Aggregator will keep you informed if any changes occur.

Below is an overview of the timelines and key dates specific to the Leven LENS Trade 2025:

- Applications will remain open through April 2025 – during this period you will complete the application with support from your Supply Aggregator.
- By Friday 1st May – proposals to be submitted, with all supporting documentation either online at the link provided to you or by submitting your application documents to levenlens@forthriverstrust.org.
- **Please ensure that all of your application documents contain your reference number.**
- You will be contacted directly by your Supply Aggregator once proposals have been reviewed to receive an outcome.

Who to contact for additional support and information?

For information about proceeding with a proposal to Leven LENS, speak to your Supply Aggregator (Frontier Agriculture or GrainCo) the first instance. The **Technical Guidance** provides a significant amount of detail and the specifics of each measure in your region.

You can also find more general information on <https://landscapeenterprisenetworks.com/>. If you have any additional questions, then reach out to levenlens@forthriverstrust.org

Webpage: <https://landscapeenterprisenetworks.com/>
Leven LENSs Email: levenlens@forthrivetrust.org
LENs Co Email: lens@3keel.com

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