



DEC HRAU FFERMIO START TO FARM

Innovation, inspiration and practical advice for entrepreneurs looking to start their own farming business.



Newbie



FARMING
connect
cyswllt
FFERMIO
08456 000 813

DECHRAU FFERMIQ START TO FARM



TIMETABLE

- 10:00 Arrival and Registration
- 10:20 Chairperson's Welcome and Introductions
- 10:30 Hannah Jackson
- 11:15 Cody Wood
- 12:00 Networking and Lunch
- 13:00 Budge Sisters
- 13:45 Workshop Session 1
- 14:30 Break
- 14:45 Workshop Session 2
- 15:30 Closing Remarks



Foreword

Newbie UK Steering Group



This conference is a partnership between the Newbie UK Steering Group and Farming Connect and is designed to bring together the farmers of the future from England, Northern Ireland, Scotland and Wales to share ideas, best practice and innovation and is open to everyone looking to start a farm business.

The main goal of the NEWBIE network is to increase innovation, entrepreneurship, and resilience in the European farming sector by enabling new entrants to successfully establish sustainable farm businesses in Europe.

New entrants across Europe face similar challenges of access to land, capital, markets, and information. But new entrant farm businesses are also a wellspring of innovation. Working within and across countries, NEWBIE aims to surface and support new entrant innovation by:

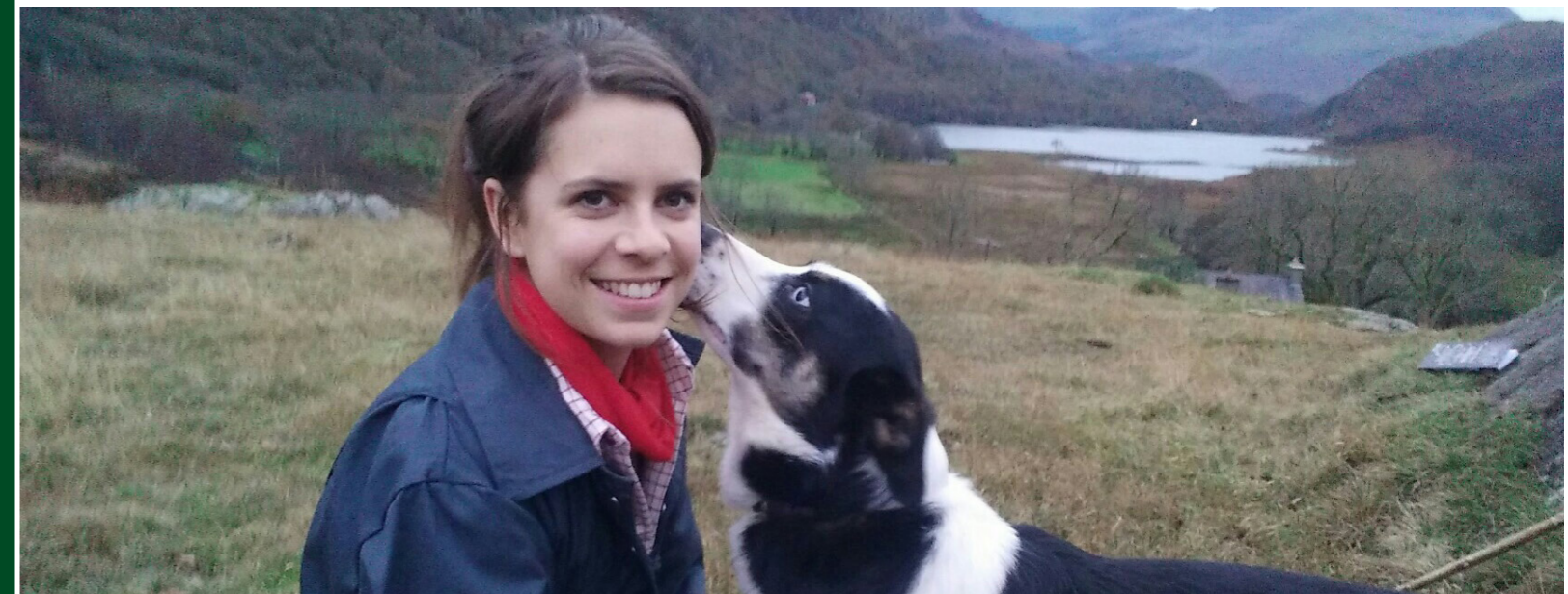
- Describing new entrant business and entry models
- Developing new entrant support networks which will identify, further develop, and promote innovative business models and entry models for new entrants.
- Producing practical tools and recommendations targeted at specific stakeholder groups.

By highlighting the challenges and efforts of new entrants across Europe, NEWBIE encourages the resilience of the agricultural sector. Join up with NEWBIE to stay informed as well as shape the outcome of the project.

Conference Chair

Teleri Fielden

First generation farmer / shepherdess, Llyndy Isaf Farm, Wales 28 year old Teleri is a 'first generation farmer' who, despite not growing up on a farm, has always wanted to be in agriculture - announcing to her Mum at the age of four that she wanted to be a 'lady farmer'! In September 2017, she took on the role of managing Llyndy Isaf, a 600 acre upland hill farm in Snowdonia with a strong emphasis on conservation farming, as part of a scholarship scheme. This scheme, run by the National Trust and Wales Young Farmers Club, was established to allow a young farmer a step onto the farming ladder. The trials and tribulations of her first year learning the ropes at Llyndy Isaf has been documented in 'Snowdonia Shepherdess' - a documentary on BBC One. Teleri's passion for agriculture has taken her to California to work at a food policy think tank, to France to study and work on a research farm in the Rhone Alps, and in various marketing and business roles in Wales for farming unions and the Welsh Government.



The Budge Sisters

Shetland, Scotland

Sisters Kirsty and Aimee Budge took over the running of Bigton Farm in Shetland in 2014, with family support. The Budge family have farmed at Bigton since 1860, initially as tenants before Kirsty and Aimee's great grandfather bought the farm in 1950. The family also own nearby Toab Farm with the two farms being run side by side. In total the farm comprises 300 hectares, most which is permanent pasture and intensive grassland. They have 240 Shetland cross Cheviot ewes which are kept on the stunning 80 hectares St Ninians Isle most of the year, which can be accessed from the farm by a sandy causeway. The sisters also have 70 spring calving Saler cross Shorthorn sucklers. Bigton farm is one of just a handful of farms on Shetland which is suited to growing barley. The family harvested approximately 60 tonnes of barley this year, and they are keen to increase their barley output in the future as they feel that there is a strong market opportunity to sell it on the islands.

NOTES: _____





VENTURE GET ON THE FARMING LADDER

Do you want to Venture into running your own farming business?

Venture matches new entrants with established landowners and provides business and legal guidance to set up a joint venture.



CEFNOGI MENTRAU AR Y CYD
SUPPORTING JOINT VENTURES

Are you a new entrant looking for a route into agriculture? Do you want to scale down or take a step back from the industry and provide an opportunity for a new entrant? Why not consider a joint venture?

Venture is designed to help match farmers and landowners who are looking to step back from the industry with new entrants looking for a way into farming.

HANDBOOK

Our handbook provides information on the key steps involved in setting up a new joint venture. Learn about;

- Taking stock and evaluating your assets
- Finding the right match
- Creating a balanced agreement
- Selecting a legal framework
- Thinking long term

For more information and to download a copy of the handbook, visit the Farming Connect website:

www.gov.wales/farmingconnect





Below is a summary of opportunities currently being advertised. If you are interested in viewing the full profiles of these Providers, speak to a member of the team to complete your Venture profile.

LOCATION	SIZE OF HOLDING (hectares)	SECTOR	VENTURE REFERENCE NUMBER
Llangadog	38	Sheep	47
Haverfordwest	2	Horticulture & Small Scale Poultry	87
Carmarthen	40	Sheep	105
Hay on Wye	60	Beef & Sheep	169
Abergele	100	Beef & Sheep	189
Llanfyllin	29	Forestry	220
St Davids	1.2	Horticulture	239
Carmarthen	36	Beef & Sheep	244
Denbigh	150	Beef & Sheep	273
Rhayader	80	Beef & Sheep	375
Aberystwyth	650	Sheep	265



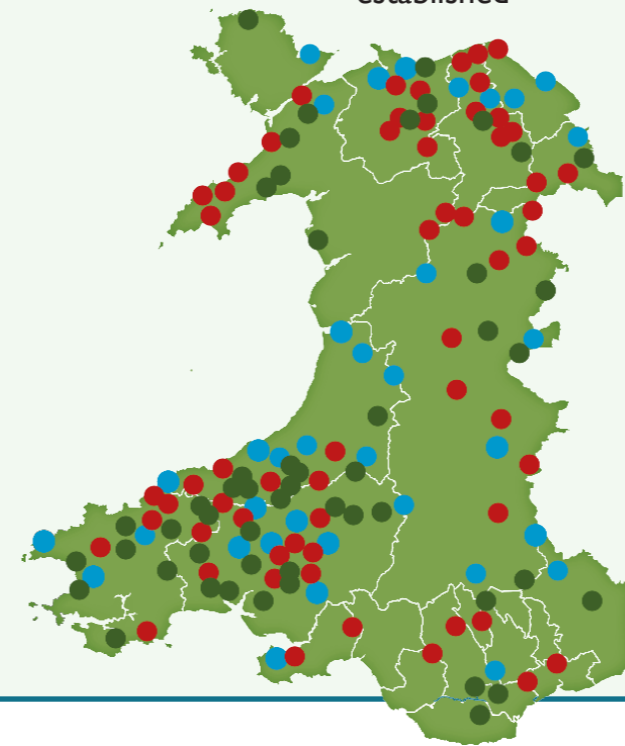
Update on our partnerships so far...

- Providers
- Seekers
- Matches



Currently working with **52** potential matches

20 new joint ventures have been established



VENTURE TEAM

Programme Manager

EINIR HAF DAVIES

01970 636 297

einir.davies@menterabusnes.co.uk

Venture Officer North Wales

GWYDION OWEN

01745 770 039

gwydion.owen@menterabusnes.co.uk

Works Mondays & Wednesdays

Venture Officer South Wales

DELYTH JONES

01970 631 422

delyth.jones@menterabusnes.co.uk

Works Mondays, Tuesdays, Thursdays



BUSINESS BOOTCAMP

GET ON THE FARMING LADDER

- Are you looking for a route into agriculture?
- Do you have what it takes to compete for the opportunities?
- What do you need to do to secure that dream tenancy or joint venture?

The Farming Connect Business Bootcamp is an intensive residential course designed to give new entrants into agriculture the confidence, skills and motivation to grasp opportunities, develop efficient businesses and build a successful career. Emphasis will be put on joint ventures and collaborative farming and those taking part will need to enrol with the Venture programme.

All elements of the Business Bootcamp are fully funded. Participants must ensure 100% commitment by attending both sessions in full.

SESSION 1

Wednesday 12 June – Friday 14 June | North Wales

SESSION 2

Thursday 5 September – Saturday 7 September | South Wales

To apply for a place on the Business Bootcamp, visit the Venture pages on the Farming Connect website and complete a Seeker profile. If you have already enrolled as a Seeker, speak to your Venture Officer.

North Wales Venture Officer

Gwydion Owen

gwydion.owen@menterabusnes.co.uk

01745 770039

South Wales Venture Officer

Delyth Jones

delyth.jones@menterabusnes.co.uk

01970 631422



Mentoring Programme

...one-to-one support to help your business achieve its potential

- confidential and impartial support and guidance
- sector-specific experience relevant to your business

Our Mentors have 'been there, done that' and can develop relationships based on mutual trust and respect. They will be able to share their knowledge, experience, and impartial views to help you identify your goals and fulfil your potential. You can access up to 22.5 hours to develop communication skills, to listen, learn and expand your viewpoints which in turn may help you find new ways to approach new situations and deal with challenges.



TRAINING

Could our short accredited training courses help you meet your business objectives?

Can we help you identify the training which would most benefit you, eligible family members and your workers?

The current application window is open until 17:00 Friday, 28 June 2019.

Visit our website for a full list of courses and more information.

www.gov.wales/farmingconnect

08456 000 813



EIP WALES

Cydweithio er ffyniant gwledig
Collaborating for rural success

The aim of **EIP Wales** is to solve common agricultural and forestry problems by bringing people from practical and scientific backgrounds together.

It's an opportunity for farmers and foresters to put their ideas into practice, test new technologies, products or techniques.



Each project can access up to **£40,000** and can run for a maximum of **3 years**.

How to contact us

E-mail: eipwales@menterabusnes.co.uk

Web: www.gov.wales/farmingconnect



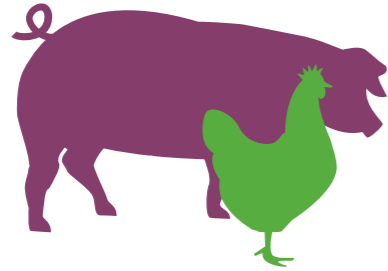


Menter Moch Cymru

Developing the pig sector in Wales
Datblygu'r sector moch yng Nghymru



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Digwyddiad
Moch a
Dofednod
Cymru | Wales'
Pig and
Poultry
Event

Thursday 13th June 2019

Welshpool Livestock Sales, Buttington Cross, Welshpool SY21 8SR

Join us for a session looking at the pig and poultry sectors.

- Learn from Nathan Ward, market expert from Kantar Worldpanel who will update you on the current market trends and potential future changes
 - Learn more about what services and support are available that can be of value to you and your business
 - Hear from industry experts and inspiring farmers who work within the pig and poultry sectors

You're welcome to join us for the entire day or for half of the day, depending on your sector of interest.

Poultry 09:30 – 14:00

Pigs 12:30 – 17:00

Lunch will be provided. To book, contact Farming Connect 08456 000 813 or email cath.price@menterabusnes.co.uk

www.gov.wales/farmingconnect
www.mentermochcymru.co.uk



INNOVATION AND DIVERSIFICATION WALES 26/09/2019

Are you looking to diversify your business?
Would you like to explore how to improve business sustainability and profitability through innovation and technology?

Come along to the first Innovation and Diversification Wales event, taking place in Builth Wells on the 26th September, 2019. Innovation and Diversification Wales will provide you with support, advice and guidance to improve your businesses and allow you to explore new ideas to improve profitability and sustainability.

The event aims to:

- ✓ Inspire you to realise the potential you have to add value to your business
- ✓ Support businesses to prepare for future challenges and become more profitable
- ✓ Provide ideas and information on a wide range of options to create new income streams
 - ✓ Showcase innovation in agriculture
- ✓ Encourage and support effective learning amongst farmers and foresters to adopt new technology to improve business profitability, and increase standard of living by creating a sustainable business.

For further information, visit the Farming Connect website



Farm Advisory Service – New Entrants to Farming Programme

The Farm Advisory Service – New Entrants to Farming Programme allows for potential and aspiring new entrants to agriculture to be aware of the opportunities that exist and develop the skills and knowledge needed to succeed in the industry.

Get with the programme

The programme is open to all, with many different methods of joining the network, including

- Regional Workshops (see map overleaf for a regional workshop near you) or contact kirsten.williams@sac.co.uk for more details
- Annual New Entrants to Farming Gathering
- A suite of information is available on www.fas.scot/new-entrants/
 - Case Studies - learning through the experiences of others
 - Guidance Notes - advice tailored to assist new entrants to farming
 - Fact Sheets - quick bites of tailored advice for new entrants
 - Newsletters - keep up to date with the network
- Dedicated Facebook page - find us [@NewEntrants](https://www.facebook.com/NewEntrants)
- Mentoring - access to an experienced mentor, matched to your business needs

Other sources of information

Other sources of information available through FAS to aid business planning includes, the farm management handbook, and tools for financial planning, benchmarking and market situation and prospects <https://www.fas.scot/rural-business/business-tools/>

National Advice Hub

T: 0300 323 0161

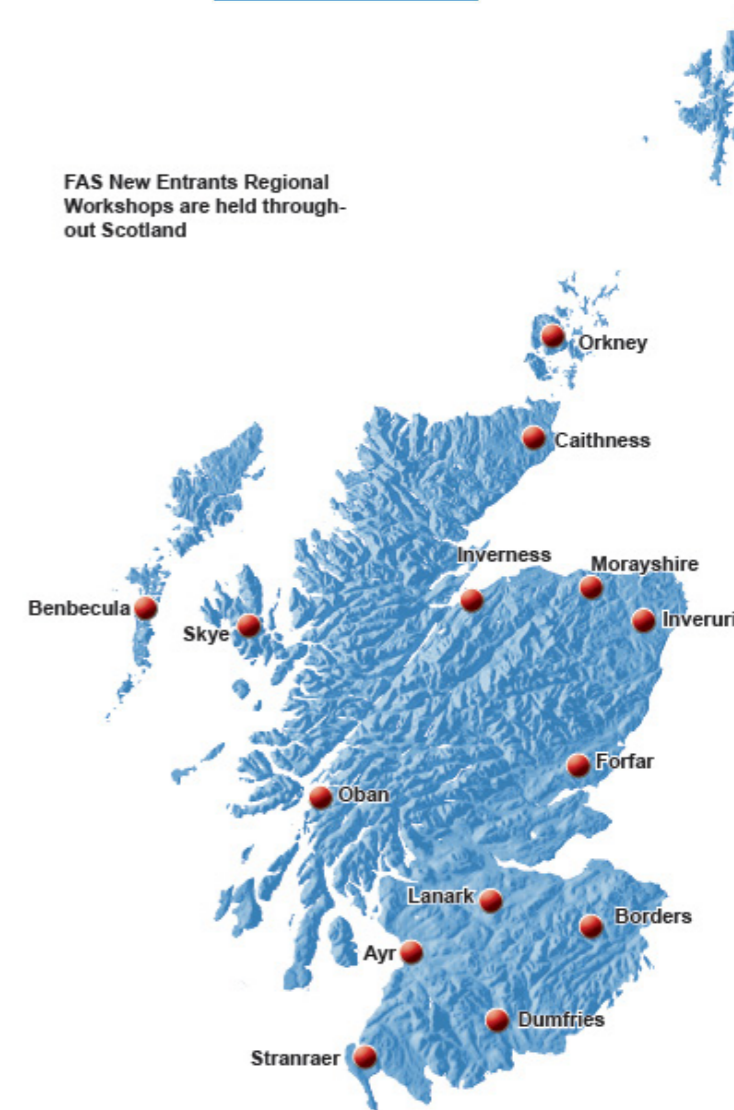
E: advice@fas.scot

W: www.fas.scot



Farm Advisory Service

FAS New Entrants Regional Workshops are held throughout Scotland



The European Agricultural Fund for Rural Development
Europe investing in rural areas



Scottish Government
Riaghaltas na h-Alba
gov.scot



@FASScot





Scottish Crofting Federation

Membership of the Scottish Crofting Federation is an investment in the future of crofting.

www.crofting.org



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For crofters. For crofting.



Croftwork keeps you grounded.

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Get a footing in skills like fencing, dry-stane dyking, bee-keeping, charcuterie and many more with the Scottish Crofting Federation.



Funding is being made available through the SRDP Knowledge Transfer and Innovation Fund, which is jointly funded by the Scottish Government and the European Union.



LAND MOBILITY SCHEME NORTHERN IRELAND

The fundamentals of the service are:

- To provide information
- To outline and explore options
- To act as an honest broker & fully respect all parties
- To provide a confidential service facilitating land mobility
- To work with farmers' existing professional advisers



The purpose of the service is to facilitate collaborative arrangements tailored to suit any specific situation. These arrangements may be as simple or as complex as desired. They must be workable for all parties involved and can be within or outside the family or a combination of both. In many cases it is envisaged that the arrangements will evolve overtime, to help develop dynamic, progressive and profitable farm businesses.



Contact Details
 Land Mobility Project Manager
 John McCallister
 Phone: 07833668602
 Email: landmobility@gmail.com



Fresh Start

LAND ENTERPRISE CENTRE

investing in the future

Fresh Start Land Enterprise Centre CIC encourages new thinking among land and business entrepreneurs by stimulating the uptake of training, the development of management and marketing skills and innovative ways of working together.

Our work is aimed at anyone 18 or over (no upper age limit!) from non-farming and farming backgrounds who are looking to start up or develop their farming business. We deliver this through our specialist business academies, mentoring and throughout Land Partnerships approach – “Using Land to Unlock Business Innovation”. We also developed and run the associated land matching service “Land Partnerships Service” for England.

So if you are new entrant looking to start up in business, established farmer looking for new ideas and skill development or are looking for or could offer land and are interested in working in joint ventures, then please do get in contact. You can also download our handbook from our website.



Contact Details:
Alison Rickett Tel: 07771 911 905
E-mail alison.rickett@freshstartlandenterprise.org.uk
Website: www.freshstartlandenterprise.org.uk





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