



Farm  
Advisory  
Service

# Farm Advisory Service

**Caroline Wood, Programme Manager**

**(Information correct as at 28 Feb 2017)**

## Farm Advisory Service

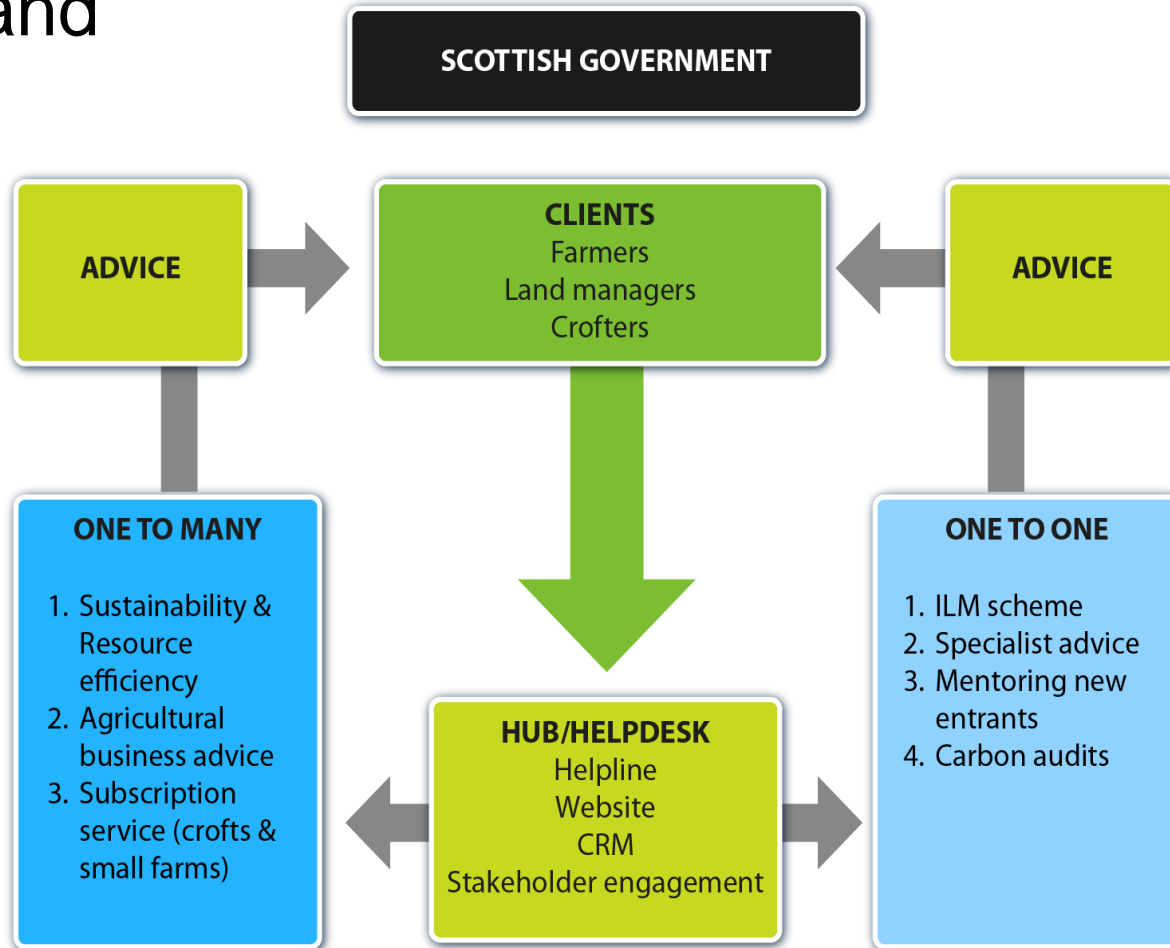
- Funded by the European Union and Scottish Government to support farmers and crofters access the latest information to improve financial and environmental performance.

The programme encompasses:

- One-to-Many Service, providing a series of workshops, seminars and discussion groups, and
- One-to-One Contract delivering
  - Integrated land management plans (ILMPs)
  - Specialist advice
  - Carbon audits
  - mentoring for new entrants

# Advisory Service – Progress update

- Two elements integrated and delivered under the one brand





## 20<sup>th</sup> September First launch of the new service



# Advisory Service – Access

Website- [www.fas.scot/](http://www.fas.scot/)



Home

## Scotland's Farm Advisory Service

For advice, information and resources, all aimed at increasing the profitability and sustainability of **farms** and **crofts** throughout Scotland.

## Forthcoming events

- Don't throw your money down the drain on October 29, 2016 11:00 am

## Previous events

- New entrants to farming gathering on February 9, 2016 10:45 am

**Important:** If you want to attend an event, please register your interest online or via the telephone advice line. To access this service, keep your business reference number (BRN) to hand.

## National advice facility

**Phone:** 0300 323 0161

**Email:** [advice@fas.scot](mailto:advice@fas.scot)

## Topics

- Animal welfare
- Biodiversity and conservation
- Climate change
- Crop and plant health
- Cross compliance
- Farm business
- New entrants
- Pollution prevention
- Woodlands

## Events

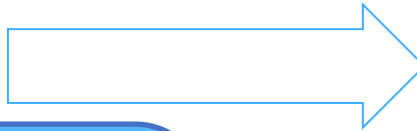
# Advisory Service – Progress update

## National advice facility

- **Phone:** 0300 323 0161    **Email:** [advice@fas.scot](mailto:advice@fas.scot)

### Helpdesk operator

- First contact providing:
- signposting as required
- direct transfer of calls to relevant agencies
- Response to queries regarding scheme applications
- Response to queries that can be answered by reference to available publications



### Technical Advisor

- Technical queries requiring the skills of a specialist





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# Farm Advisory Service

## One-to-one Delivery

## Caroline Wood, Programme Manager

## Integrated Land Management Plans

- Available to all farmers/crofters with a BRN
- Replace Whole Farm Reviews
- Greater focus on public good
- Programme delivers 300 per annum
- Funding £1,200 per plan- farmer to pay any costs above this threshold and the full vat





## Specialist Advice

- ILMP will signpost to specialist advice for more in-depth support
- Each farmer is eligible for 2 specialist advice visits
- Programme will deliver 100 specialist advice visits per annum
- Variable intervention rate up to £1,000 funding for public good advice and £500 for business efficiency advice
- Farmer to pay any costs above this threshold and the full vat

£500 - Improves business efficiency & effectiveness

£1,000- Delivers public benefit, areas such as:

- Climate change and adaptation
- Biodiversity, habitat and landscape management
- Woodland management and conservation
- Water pollutions prevention and control
- Archaeological and historical site advice
- Soil management and nutrient management
- Organics

## Carbon Audits

- Measure of resource efficiency and benchmarks against similar enterprises
- Utilising SAC's Agricultural Resource Efficiency Calculator (AgRE Calc).
- 250 carbon audits annually.
- £500 per audit – farmer to pay costs above this full vat
- Encouraged to update annually





## Mentoring for new entrants to farming

### Why mentoring?

- Peer-to-peer relationship
- So new entrants can access to the valuable skills and knowledge of an experienced peer.
- Matched to the business's needs
- A mentor can guide a new entrant through the set-up & early years.



## Mentees

- Must be a new entrant to farming (farmers or crofters who have been head of an agricultural business for up to five years)
- Programme to support 60 mentees per year
- Mentees up to 4 days support between 2016-2020

## Mentors

- Experienced farmers with skills or knowledge matched to the mentee
- Mentors paid an honorarium- £250 per day
- No mentor to exceed £2K per annum (ie 4 days mentoring per annum)
- Per mentor max of 2 mentees



## Typical skills that mentors offer include:

- Detailed knowledge and experience of agriculture and running farm businesses
- A mastery of traditional skills such as stone walling, hedge laying etc.
- Land based educational and skills background
- Food and drink industry experience
- Finance and business planning now-how
- Surveying and planning skills

## To apply

- Application form may be:
  - Downloaded from the website;
  - Requested by telephone; or
  - E-mail
- Any queries please contact the advice line

# The SFAS One-to-One Programme



<https://www.fas.scot/new-entrants/>

Home > New entrants

## New entrants

### Pages in this section

- Guidance notes
- Case studies

#### New farmer or crofter? Take advantage of free mentoring support to grow your business.

If you are considering becoming a farmer or crofter, or have set up business in the last five years, then you are entitled to free support through the Farm Advisory Service's mentoring programme.

Setting up any business is challenging, farming and crofting is no different. Because the success of new entrants to the farming industry is critical to the industry's overall long term sustainability, the Scottish Government is funding the Farms Advisory Service's mentoring programme.

As a new entrant, the programme gives you access to the valuable skills and knowledge of an experienced mentor, matched to your business's needs, who can guide you through the vital set-up and early growth-years of your business.

Typical skills that mentors offer you include:

- Detailed knowledge and experience of agriculture and running farm businesses
- A mastery of traditional skills such as stone walling, hedge laying etc.
- Land based educational and skills background
- Food and drink industry experience
- Finance and business planning now-how
- Surveying and planning skills

### Who can apply?

Mentoring is available to all successful applicants to Young Farmers and New Entrants Start-Up Grant Schemes. There are two schemes available:

- The Young Farmers Start-Up Grant Scheme is aimed at those who are starting an agricultural business for the first time or who are taking over an existing agricultural business.
- The New Entrant Start-Up Grant Scheme is aimed at those who started their agricultural business in the last 12 months.

### Find out more and apply

[Download your mentoring application form today.](#)

Should you need further information, or require a hard copy of this form, please telephone the Farm Advisory Service advice line on 0300 323 0161.

### Why this programme is so important to the industry

## National advice facility

Phone: 0300 323 0161

Email: [advice@fas.scot](mailto:advice@fas.scot)

## Topics

- Animal welfare
- Biodiversity and conservation
- Climate change
- Crop and plant health
- Cross compliance
- Farm business
- New entrants
- Pollution prevention
- Woodlands

## Events

September 2016

| M  | T  | W  | T  | F  | S  | S  |
|----|----|----|----|----|----|----|
|    |    |    | 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 |    |    |

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# Mentoring support for new entrants

Application Form



Scottish Government  
Riaghaidh na h-Alba  
gov.scot



Scottish Government  
Riaghaidh na h-Alba  
gov.scot

## MENTORING SUPPORT FOR NEW ENTRANTS – APPLICATION FORM

Please complete this form in **black ink** and **CAPITAL LETTERS**

### Section 1: Business Details

1. Scottish Government Business Reference Number (BRN)

2. County Parish Holding Number (CPH)

3. Business name

4. Contact name (if different to above)

5. Business address

Postcode

Landline number

Mobile number

Email address

6. Type of business (e.g. limited company/sole trader/partnership. If other, please specify)

7. To qualify for mentoring support (that is 100% funded) you must be a new entrant to farming (farmers or crofters who have been head of an agricultural business for up to five years). Please confirm that you meet these criteria?

Yes ☐

No ☐

8. Mentees are eligible to receive up to 4 days of mentoring support from the Scottish Farm Advisory Service (between 2016-2020), please state if you have previously received support via this service and confirm the number of days of support received to date

☐ None ☐ One ☐ Two ☐ Three ☐ Four

9. Please put an X against the type of enterprise that you consider to be the main enterprise of the business

|   |   |
|---|---|
| <input type="checkbox"/> Less Favourable Areas (LFA) cattle and sheep | <input type="checkbox"/> Pigs                             |
| <input type="checkbox"/> Non-LFA cattle and sheep                     | <input type="checkbox"/> Horticulture and permanent crops |
| <input type="checkbox"/> Mixed holding                                | <input type="checkbox"/> Cereals                          |
| <input type="checkbox"/> Dairy  | <input type="checkbox"/> General cropping; Forage         |
| <input type="checkbox"/> Poultry                                      | <input type="checkbox"/> General cropping                 |

If other, please state

10. Please indicate your holding size (place an X in the relevant box).

|   |  |
|---|--|
| <input type="checkbox"/> Less than 20 hectares (ha) | <input type="checkbox"/> 100 to less than 200 ha |
| <input type="checkbox"/> 20 to less than 50 ha      | <input type="checkbox"/> 200 ha and over         |
| <input type="checkbox"/> 50 to less than 100 ha     |  |

11. Please provide details or background to your requirement for mentoring support, including details of any particular specialist areas in which you require support, this information will help us to identify a suitable mentor (we may contact you to discuss this further)

## Section 2: Declaration

- The answers given in this form are correct and I accept full responsibility for them.
- I confirm that I am authorised to make this application on behalf of the business detailed in Section 1.

Signature

If signing as a partner, give name of farming partnership

Name in Block Capitals

If signing as a company secretary/director, give name of limited company

Date

If signing as an agent (e.g. farm manager), give name of your principal

If an agent (including a farm manager or land agent) is signing this form, please submit evidence with this form to confirm authorisation to do so (for example appointment letter, extract from board meeting.) When evidence is not available, the participant must be the signatory.

Information that you share with us will be used only in the delivery of the Farm Advisory Service by Ricardo Energy and Environment, SAC Consulting, the FBAASS adviser you have selected and the Scottish Government. Further information on how we look after your information can be found at <https://www.ruralpayments.org/publicsite/futures/privacy-policy/> or in hardcopy from your local Scottish Government Area Office.

Please return  
this form to:

**Postal address:**  
Scottish Farm Advisory Service,  
Ricardo Energy & Environment,  
2nd Floor, 18 Blythswood Square,  
Glasgow, G2 4BG

**Website:**  
[www.fas.scot](http://www.fas.scot)  
**Email:**  
[advice@fas.scot](mailto:advice@fas.scot)

**Tel:**  
0300 323 0161



Scottish Government  
Riaghaltas na h-Alba  
[gov.scot](http://gov.scot)



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# The SFAS One-to-One Programme



**For any queries please contact:**

## **Farm Advisory Service**

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Advice Line: 0300 323 0161

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Thank you