

# Farm Advisory Service

## One-to-one advice and funding stakeholder pack: Autumn 2022



**Farm  
Advisory  
Service**



# Supporting farmers and crofters to reduce costs



Welcome to the Autumn 2022 edition of the FAS stakeholder pack.

As the colder weather draws in, the price of energy and fertiliser is still adversely affecting the farming community. In this edition, we share ways farmers and crofters can use grant-funded advice through FAS to bring down business costs. One option is the new carbon audit action plan specialist advice option, which delivers tangible ways to reduce carbon footprints, often tackling energy consumption and fertiliser efficiency in the process.

All support options can be combined and tailored in different ways to address the unique needs of each business, meaning they are suitable for new entrants and experienced farmers and crofters alike.

Also, look out for links to our short [stakeholder pack survey](#) – designed to gather your feedback on what you'd like to see more, or less of, in future.

## Help spread the word by sharing this pack's contents with your networks and contacts

# 1. Text for your newsletter: (Funding support information)

## Advice for reducing costs for farmers and crofters

The soaring prices of energy and fertiliser have increased the financial pressure on the farming community. While it's difficult to influence the prices themselves, there are ways to bring costs down for farming and crofting businesses. This article looks at ways FAS grant funding can do that.

### Specialist advice

FAS recently introduced the [carbon audit action plan](#), which is further support to businesses who have undertaken a carbon audit and now need help to implement the actions identified. It's an easy way for business to make significant savings and emissions reductions by turning the advice given in the audit into a reality. [Soil and nutrient management](#) is another specialist advice option that has the potential to save businesses money. This option looks at ways to improve soil health and make nutrient use more efficient, reducing emissions from soil and improving water quality while driving down costs for the farm or croft. Some farming and crofting businesses may be considering going beyond changing practices and weighing up whether they should make bigger changes to their business models. [Resilience planning](#) specialist advice looks at ways to make businesses sustainable for the long term. [Farm business efficiency](#) specialist advice can be used to review current management practice and offer advice on diversification options.

### ILMPs

For a full SWOT (strengths, weaknesses, opportunities and threats) assessment, biodiversity and habitats review, financial analysis and cross compliance assessment, [Integrated Land Management Plans](#) (ILMPs) are the best option. They are an excellent tool for new farmers or crofters, or businesses who want to take stock and make a change.

### Carbon audits

These are designed to reduce the emissions of a farming or crofting business by identifying sources of emissions. Climate friendly farms are often some of the most efficient; reducing emissions can serve a dual purpose of saving the business money. £500 in funding is available for carbon audits through the [National Test Programme](#).

For support making business improvements or developing a clear plan for the future, contact the FAS advice line on **0300 323 0161** or email [advice@fas.scot](mailto:advice@fas.scot) or explore our [advice and grants pages](#) in more detail.

**334 words**

## 2. Text for your newsletter: (Funding support information)

### **Support options for new entrants**

All FAS grant options are available to new farmers and crofters, who have had their business for less than five years. Each business can choose the options that work best for them, but some are particularly useful for new entrants to the industry. Getting regular advice and taking advantage of funded advice is an essential part of growing and developing as a business, especially in financially difficult times.

#### **Mentoring**

Available to anyone within their first five years of setup. FAS's mentoring scheme will pair you with an experienced peer in your sector who is available to support with issues specific to your business. Common skills mentors are able to help with include business finance, navigating the food and drink industry, organics, soil management, hedge laying and forestry (see website for full list of topics). Watch our recent case study [here](#).

#### **Integrated Land Management Plans**

Up to £1,200 is available per plan which goes towards 100% of the costs for new entrants. These provide a comprehensive analysis of a business's financials, opportunities for development, potential weaknesses, biodiversity and conservation opportunities. This is an excellent option for businesses that want to take stock of their current position in order to plan for change. Listen to a recent podcast case study [here](#).

#### **Specialist advice**

Two topics are available per business, with up to £1,000 available per topic. These include animal welfare, climate change adaption and mitigation, a crofter's plan, business efficiency, soil and nutrient management and woodland management and conservation. For a full list, visit the FAS website. Watch our recent resilience planning case study [here](#).

For help and support on starting out, making business improvements or developing a clear plan for the future, contact the FAS advice line on **0300 323 0161**, email **[advice@fas.scot](mailto:advice@fas.scot)** or explore our [advice and grants pages](#) in more detail.

### 3. Text for your newsletter: (Funding support information)

#### **Carbon audits through the National Test Programme**

Carbon audits are no longer available through FAS, due to unprecedented high demand from farmers and crofters. However, funding for carbon audits is available through the [National Test Programme](#) (NTP). The NTP aims to help farmers and crofters understand the impact of their work on climate and nature and includes financial support for carbon audits along with nutrient management plans.

£500 in funding is available for carbon audits through the NTP. The audit must be done using a tool that aligns with PAS 2050 standards such as AgRE Calc, Farm Carbon Calculator or the Cool Farm Tool. It can be done by either an adviser or the business owner, but either way must be checked by an [FBAASS accredited adviser](#) who will provide recommendations for actions your business can take.

It is only available for businesses who do not already have a carbon audit, or whose audit is more than 3 years old or not aligned to PAS 2050 standard. Businesses must have a Business Reference Number (BRN) and be registered online with Rural Payments and Services. More information about applications can be found [here](#).



#### **Support available through FAS**

While FAS is no longer providing carbon audits, funding is still available for all other services. Please do not hesitate to get in touch with questions about previous carbon audits through FAS and advice on what to do after you have had your audit. £1,000 in grant funding is available for carbon audit action plans, which will help turn the recommendations made in a carbon audit into tangible actions to reduce farming and crofting carbon footprints.

For support making business improvements or developing a clear plan for the future, contact the FAS advice line on **0300 323 0161** or email [advice@fas.scot](mailto:advice@fas.scot) or explore our [advice and grants pages](#) in more detail.

# Images to use with newsletter text/online



# Suggested Tweets to share



If you're planning a change in your business model, an ILMP through @FASScot will help you assess your finances, land and strategy. Up to £1,200 available for up to 80% of the cost #scottishfarming <https://www.fas.scot/integrated-land-management-plans-ilmps/>



FAS has a range of options to help farmers and crofters tackle the effects of climate change. Explore the carbon audit action plan, climate change specialist advice and ILMPs #scottishfarming #climateaction <https://www.fas.scot/advice-grants/>



High energy and fertiliser prices are affecting farmers and crofters across Scotland. Business efficiency and carbon audit action plan specialist advice can help you keep costs down #scottishfarming #energycrisis <https://www.fas.scot/specialist-advice/>



Guidance and advice from a mentor can help farmers or crofters in their first 5 years, no matter how specific their needs are. @FASScot can provide funding to make this possible #mentoring #scottishfarming <https://www.fas.scot/mentoring-new-farmers-crofters/>



Carbon audit action plans are available for farmers and crofters who have had a carbon audit done through @FASScot or the National Test Programme. Apply today #carbonaudit <https://www.fas.scot/specialist-advice/>



Soil and nutrient management plans are available through @FASScot for farmers and crofters who want to increase productivity and decrease their environmental impact #scottishfarming #soil <https://www.fas.scot/specialist-advice/>



# Posts to share on LinkedIn and Facebook



## **Reduce energy bills with specialist advice through FAS**

Grant funding is available for advice on reducing energy bills through the Scottish Farm Advisory Service

<https://www.fas.scot/advice-grants/>

Options that can help farmers reduce costs include carbon audit action plans, business efficiency and resilience planning. Two specialist advice options are available per business with up to £1,000 in funding available for each.



## **Grant funding available for financial reviews**

Integrated Land Management Plans provide a SWOT analysis, a financial review, and identify opportunities for savings or diversification. Up to £1,200 is available for ILMPs to cover up to 80% of the cost, or 100% for businesses less than 5 years old. Visit

<https://www.fas.scot/advice-grants/>  
to find out more



## **Get personalised, one-on-one advice from an experienced mentor**

Mentoring is a service available to farming and crofting businesses in their first five years. An experienced mentor, who will be compensated by FAS for their time, will visit the new business and provide the tailored support and advice that's needed. Their time can be spread over the course of a whole year or used in one go. To find about more about accessing mentoring or becoming a mentor, visit

<https://www.fas.scot/mentoring-new-farmers-crofters/>



## **Increase soil quality and nutrient efficiency with specialist advice through FAS**

Up to £1,000 in funding is available for soil and nutrient management specialist advice through FAS. This option includes to co-benefits of increase fertiliser efficiency and water quality at the same time as improving soil health. Find out more here:

<https://www.fas.scot/specialist-advice/>



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**Visit our website:**  
<https://www.fas.scot/>

For further information, please contact:

**0300 323 0161**

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