



Farm
Advisory
Service

Farm Advisory Service One-to-one advice and support services

Stakeholder pack: September 2019

Resilience planning for Scottish farmers and crofters



Welcome to the September 2019 edition of the Farm Advisory Service (FAS) stakeholder pack.

In this issue we echo the Scottish Government's call to encourage farmers and crofters across Scotland to invest in resilience planning to safeguard the future sustainability of their farming businesses.

From 30 September 2019 to 31 March 2020, Scottish farming businesses will be able to claim grant funding for a specialist advice review, without needing to have a prior or ongoing Integrated Land Management Plan. The relaxation of the application criteria for specialist advice means that Scottish farmers, crofters and landowners will be eligible to access crucial business resilience planning support at a time of ongoing market uncertainty.

In addition to the resilience planning update, we also feature the latest information on our one-to-one services and videos for you to share.

Please share with your networks

1. Text for your newsletter: (FAS programme information)

Specialist advice: an essential component to farm resilience planning

Ongoing uncertainty over future subsidies and an ever-changing economic and political landscape mean that now, more than ever, it is important that Scottish farmers, crofters and landowners have a clear understanding of the strength of their business resilience.

The Scottish Government is encouraging farming business owners and land managers to take advantage of the funding support available to them via the [Farm Advisory Service \(FAS\)](#) to bring in an expert adviser to help them review the strengths and weaknesses of their business and develop a resilience action plan.

Support available:

- Up to £1,000 available to fund a business specialist advice report.
- No requirement for a prior Integrated Land management Plan (ILMP).
- Funding available until 31 March 2020.

The adviser will work with a participating business to establish key performance indicators for financial resilience, analyse enterprise exposure, assess profitability and cash flow, and inspect the 'health' of the balance sheet. In consultation with a business owner or representative, the adviser will identify appropriate resilience action measures that can be taken and develop a practical implementation plan for the business.

Farming businesses can apply for FAS support online at www.fas.scot/specialist-advice. Applications will be accepted from 30 September 2019 until 31 March 2020.

Prior to the application opening date, anyone interested in applying is encouraged to register with FAS by calling 0300 323 0161 or emailing advice@fas.scot to receive an application pack in preparation of the submission window.



2. Text for your newsletter: (FAS programme information)

Grow your farming business and improve technical skills through free mentoring support

A programme-wide survey found that 100% of farmers and crofters who have used the [Farm Advisory Service \(FAS\)](#) mentoring service would recommend it to others.

In addition, over two-thirds of respondents reported benefiting from the following improvements as a result of receiving mentoring support:

- Livestock/crop improvements.
- Improved soil management.
- Better business planning/decision-making.
- Financial benefit from reduced costs/overheads.
- Improved profit margin.
- More awareness of how to comply with agricultural legislation.

Through FAS, new entrants to farming can access up to 4 days of one-to-one time with a personal mentor for help and support with issues specific to their business.

Mentoring is a great way to access the tools and knowledge you need to successfully navigate those vital early growth years and, more importantly, avoid the common pitfalls to success. Typical skills that mentors offer include experience of running a farming business, knowledge of agriculture and the food and drink industry, and practical skills that can help new farmers and business owners develop capacity in new areas (e.g. dry stone walling, hedge laying, drenching, shearing and lambing).

A mentor's time is fully subsidised by FAS, so there is no cost to the participating farmer or crofter.

To apply or for more information, please click [here](#). Alternatively, call 0300 323 0161 or email advice@fas.scot.

3. Text and image for your newsletter: (video content)

ILMP helps beef farmer identify ways to reduce costs and improve profitability

Find out how an Integrated Land Management Plan (ILMP) helped farmer, Danny Miller, set out a path towards reducing business costs, improving profitability and achieving a better work/life balance.

The clip features comments from Danny on his motivations for seeking professional adviser support through the [Farm Advisory Service \(FAS\)](#) and comments from Danny's adviser, Michael Blanche, on what issues the ILMP looked to address.

When asked about his advice to others interested in seeking help with an ILMP, Danny remarked 'I would say, frankly, you'd be an idiot not to because there is a source of funding available to help you make your business better.'

[Watch video for full details](#)

Curious to find out how expert business efficiency support could benefit your business? Contact advice@fas.scot, call 0300 323 0161 or visit www.fas.scot to find out how FAS can help.



[Watch video](#)



4. Text and image for your newsletter: (video content)

Not sure how FAS can help your farming business?

Check out the latest video from the [Farm Advisory Service \(FAS\)](#), which provides an overview of the one-to-one business development support services available to all farmers and crofters across Scotland.

Regardless of farm size or business stage, FAS can help you to identify ways of increasing the profitability and sustainability of your farming business through Government funding for one-to-one advice – **worth up to a total of £3,700** – that can be used to fund a range of business development services.

Benefit from:

- Expert advice tailored to the specific needs of your business.
- Savings on the cost of private audits and reviews.
- Accessing secure, subsidised funding for specialist support.
- Identifying future growth areas for your business.
- Safeguarding against potential risks to income.

[Watch video for full details](#)

For more information, please visit www.fas.scot/advice-grants-2-2. Alternatively, call 0300 323 0161 or email advice@fas.scot



[Watch video](#)



Images to use with newsletter text/online



Suggested Tweets to share



#SpecialistAdvice is essential to #farm resilience planning. Via @FASScot Scottish #farmers & #crofters can access £1,000 of funding to commission an expert review of their business strengths & weaknesses, and develop a resilience action plan. <http://ow.ly/Ridh50w43wf> #farmingadvice



Concerns over #Brexit means that it is now more important than ever for #Scottish farmers & crofters to have a clear understanding of their business resilience. @FASScot can help #farmers access funding worth up to a total of £3,700 for business development support. <http://ow.ly/Ridh50w43wf>



Not sure how FAS can help your farming business? Check out new @FASScot video for an overview of the 1-2-1 business development services available to all farmers & crofters across Scotland. <http://ow.ly/K5Iy50w6AIJ> #newfarmer #farmingadvice



Find out how a @FASScot funded #ILMP helped Scottish #beefarmer identify ways to reduce costs & improve profitability. Watch case study video here <http://ow.ly/W3CC50w43wO> #newfarmer #farmingadvice



When asked about his advice to others interested in seeking @FASScot help with an #ILMP, #beefarmer, Danny said: 'I would say, frankly, you'd be an idiot not to because there is a source of funding available to help you make your business better.' Watch full case study video at <http://ow.ly/W3CC50w43wO>



'The purpose of @FASScot is to deliver value for the #farmer, first & foremost. It exists to make sure that those businesses we are working with are sustainable for the future.' FAS Programme Director. Watch video on FAS services at <http://ow.ly/K5Iy50w6AIJ> #farmingadvice #farming

Posts to share on LinkedIn and Facebook



Not sure how FAS can help your farming business?

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Watch now: <http://ow.ly/K5Iy50w6AIJ>



ILMP helps beef farmer identify ways to reduce costs and improve profitability

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Specialist advice – essential to farm resilience planning

Concerns over the impact of Brexit mean that it is now more important than ever for Scottish farmers and crofters to have a clear understanding of their business resilience. The Farm Advisory Service (FAS) can help Scottish farming businesses access grant funding worth up to a total of £3,700.

To apply or for more info, please visit <http://ow.ly/Ridh50w43wf>

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to share with your network...**



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

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