

Farm Advisory Service

One-to-one advice and funding stakeholder pack: Spring 2022



**Farm
Advisory
Service**



Farming business support in challenging times



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

In this edition, we are excited to highlight details of Scottish Government's recent expansion to grant funding that makes it easier for farming and crofting businesses to access expert support and advice on business resilience planning to improve performance. The latest expansion in accessibility is intended to streamline routes to support, ensuring businesses can now directly access the support they need at a time that suits them, in the simplest way possible.

This pack also includes information on the value of mentoring for new entrants in need of practical help and guidance.

In addition, look out for links and information on our short [stakeholder pack survey](#) – gathering 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)

Resilience planning for 2022 and beyond

The start of a new year is the perfect time to reflect on what you want to get out of your farm or croft. Many agri-businesses will want to maximise their current financial performance and identify opportunities to improve climate resilience, and/or take advantage of new grants or schemes on offer in 2022. The [Farm Advisory Service \(FAS\)](#) exists to support you to realise your farm or croft's full potential. It can help you to access grant support and expert advice on a range of topics to help your business grow.

Understanding how your farm or croft is performing now is essential to identifying opportunities for improvement and optimising performance. A business resilience plan provided through FAS can help Scottish farmers, crofters and land managers develop a clear understanding of their business and where to go next.

Up to £1,000 worth of funding is available through FAS to help secure an approved adviser to develop a business resilience plan. The adviser will:

- assess the ability of your business to deal with changes in the supply chain and/or wider market.
- establish key performance indicators for financial resilience.
- analyse business exposure to risk.
- assess profitability and cash flow.
- review the 'health' of the balance sheet.

This specialist advice option works best in conjunction with, or followed up by, an Integrated Land Management Plan (ILMP). A farming business ILMP will provide a step-by-step guide on how a farm or croft can achieve its financial and environmental goals.

For more information or to apply for business resilience support, visit www.fas.scot/specialist-advice. Contact FAS by phone on **0300 323 0161** or email advice@fas.scot



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

Scottish Government expands access to specialist advice and funding support for ILMPs

The Scottish Government has announced a series of changes to funding requirements for [Integrated Land Management Plans \(ILMP\)](#) and [specialist advice](#) for farmers, crofters and land managers. The latest updates cover:

Specialist advice funding available without need for prior ILMP

Access to specialist advice no longer requires applicants to apply for, or have completed, an ILMP, prior to accessing funding. Farming and crofting businesses can now apply directly for up to £1,000 for [specialist advice](#) on a [range of topics](#), including new areas covering:

- Carbon audit action plan – follow-up support for businesses who have received a carbon audit and need further advice and support to implement their action plan.
- Crofter's plan – a thorough and impartial business review by an experienced crofting adviser, resulting in a flexible, tailored advice plan.

Free ILMPs for new entrants

As part of the changes to funding, new entrants (businesses operating for five years or less), can now apply for up to £1,200 of Government funding to cover the full costs of an ILMP. The participating business will only need to pay the VAT. [More info](#)

Reset of applications cap per business

From 1 April, restrictions on the number of [ILMPs](#) and [specialist advice](#) reports a single business can undertake was reset. Farming and crofting businesses that have already completed an ILMP and two follow-on specialist advice reports can apply for the same level of support for a second time.

To apply for support or for more information about FAS services, visit www.fas.scot. Alternatively, call **0300 323 0161** or email advice@fas.scot

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

Let a farming mentor help you manage your business challenges this spring

We can all benefit from a little help from time to time, especially when we're tackling something new. A guiding hand from someone with experience can give us reassurance and help us make the right decisions.

So, if you are approaching your first spring on the farm or croft with a little trepidation, or even your fourth or fifth, the good news is that support is available to help with business development and practical skills growth. If you are new to the industry or have been farming/crofting for five years or less, you are eligible for the [Farm Advisory Services' \(FAS\)](#) mentoring programme.

Each farm or croft is individual and the beauty of this scheme is that the help you receive will be tailored to your specific needs. Each new entrant will have issues they want guidance with, from understanding how to run a business to technical skills like surveying and planning. Support is also available to those with a farming background who have recently become head of a farming business.

Mentors can help new business owners to develop skills and knowledge in a range of areas and practical topics, relevant to the day-to-day operation of a farming or crofting business. Typical skills that mentors offer include experience of running a farming business, finance and business planning, knowledge of agriculture and the food and drink industry, and practical skills such as animal husbandry or hedge laying. The mentor's time is fully subsidised by FAS, so there is no cost to you.



Applicants can nominate someone they know already from their local area or who has been recommended to them by others to be their mentor. Once granted mentor status through FAS (following a short review of the application), the mentorship can begin. For those who haven't identified a mentor, FAS can help find an experienced farmer or crofter who has thorough understanding of the areas you need help with. New entrants can access up to four days of free, one-to-one time with their mentor. How that time is spent is up to you. Some people choose to work with their mentor intensively over successive days to shadow their work processes and build practical skills quickly, while others adopt a more flexible schedule – allocating time for training over several weeks throughout the year, depending on what works best for both parties.

Mentoring is different to receiving other sorts of professional advice as it provides an opportunity to build a relationship and network that will benefit you for years to come.

New entrants are an important part of the agriculture industry and FAS is here to make sure you are as successful as you can possibly be. View our case studies to find out how others have benefitted. To apply or for more information, visit www.fas.scot/mentoring-new-farmers-crofters or call 0300 323 0161 or email advice@fas.scot

Stakeholder pack survey

– *tell us what you think...*

Help us to make the stakeholder pack more useful for you and your contacts

- Are there elements of this stakeholder pack you find more useful than others?
- Are there specific topics or areas of support you would like to receive more information on in future?
- Is there more we could be doing to make sharing content easier?

As a key stakeholder, we are keen to hear your thoughts on the content of this pack and where we can make improvements so that it is more useful to your organisation, networks and/or members.

To help us understand how the pack is used, what content you find of value and where changes can be made, we would be grateful if you would spare a few moments to complete a [short stakeholder survey](#).

[Complete stakeholder survey](#)

(The survey has 11 questions and will take no longer than five minutes to complete)

The feedback you provide is invaluable to helping us make improvements that will ultimately make the pack more useful for yourself and your networks. We appreciate you taking the time to respond to this survey and thank you in advance for your participation.



[Complete survey](#)



**WE
WANT
YOUR
FEEDBACK**

Images to use with newsletter text/online



Suggested Tweets to share



You can now apply for all specialist advice through @FASScot without having an Integrated Land Management Plan. Find more information about the options here: <https://www.fas.scot/specialist-advice/> #farming #crofting #scotland



If you've benefited from an ILMP before, you can now apply for a second through @FASScot. Apply and find out more here: <https://www.fas.scot/integrated-land-management-plans-ilmps/> #farming #crofting #Scotland



The crofter's plan is one of the new specialist advice options available through @FASScot. For help and support aimed specifically at crofters, click here: <https://www.fas.scot/specialist-advice/> #crofting #scotland



If you want advice on what action to take after your carbon audit, you can now apply for one of the new specialist advice options, the carbon audit action plan: <https://www.fas.scot/specialist-advice/> #carbonaudit #climatechange #SpecialistAdvice



New entrants to farming or crofting within the last 5 years can get help to find an experienced mentor who can provide support and guidance where they need it most: <https://www.fas.scot/mentoring-new-farmers-crofters/> #mentoring #farming #crofting



Make sure you're tracking the progress of your carbon footprint by getting your carbon audit done yearly. Apply for funding here: <https://www.fas.scot/carbon-audits/> #carbonaudit #climatechange #farming #crofting



Posts to share on LinkedIn and Facebook




Specialist advice funding available without need for prior ILMP

Farmers and crofters can now apply for specialist advice options through FAS Scotland without having had an ILMP. This means up to £1,000 of funding is now available to people looking for immediate support. To find out more about the advice available and to apply, visit the FAS website: <https://www.fas.scot/specialist-advice/>

New specialist advice options available through FAS Scotland

Up to £1,000 in funding is available for a crofter's plan, specifically aimed at helping crofters get the most out of their business, and a carbon audit action plan, which gives advice on what action to take based on your carbon audit. Both can be accessed without having received an ILMP. <https://www.fas.scot/specialist-advice/>



Reset of funding applications cap for farming and crofting businesses

From 1 April, restrictions on the number of ILMPs and specialist advice reports a single business can undertake were reset. Farming and crofting businesses that have already completed an ILMP and two follow-on specialist advice reports can apply for the same level of support for a second time. <https://www.fas.scot/news/scottish-government-expands-access-to-funding-support-for-ilmps-and-specialist-advice/>

Take our stakeholder pack survey

Help us improve the content brought to you in this pack

**For all the latest updates
to share with your network...**



**Follow us on
Twitter:**
[https://twitter.com/
FASScot](https://twitter.com/FASScot)



**Follow us on
Facebook:**
[https://www.facebo
ok.com/FASScot](https://www.facebook.com/FASScot)



Follow us on YouTube:
[https://www.youtube.com/
channel/UCKuK1UOD-
A4eBxAue_MR_Q](https://www.youtube.com/channel/UCKuK1UOD-A4eBxAue_MR_Q)



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

For further information, please contact:

0300 323 0161

advice@fas.scot