

# Farm Advisory Service

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



**Farm  
Advisory  
Service**





# Farming business support in changeable times



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

In this edition, we share examples of how farmers and crofters have benefited from mentoring support and the difference this has made to their fledgling enterprises. There is information on support for new entrants and updates to specialist advice options, which now covers crofter's plans and carbon audit action planning. Also featured is case study content on resilience planning and the importance of making the most of accessible funding.

All support delivered through FAS is tailored to the business receiving it, providing your business with the support it needs to be successful and profitable amid changeable economic conditions.

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)

## One-to-one support for new entrants and Scottish farming businesses

Managing a farming or crofting business can be challenging. This is especially true when starting a new business. The [Farm Advisory Service \(FAS\)](#) offers support specific to new entrants, starting out for the first time, along with a range of wider one-to-one support services available to all farmers and crofters across Scotland.

### Support for new entrants

- [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)
- [New Entrants to Farming Programme](#): Providing access to a wealth of information, training and resources on building the skills and knowledge necessary to confidently develop successful businesses that are profitable and resilient to a changing economic environment.
- ['A new start' webinar series](#): Consisting of a collection of webinar videos exploring the various steps inherent in starting a new business. Topics include sourcing finance, acquiring land, building relationships and resilient systems and implementing changes for climate change.

### One-to-one support services

FAS can help Scottish farmers and crofters access grant support for the following one-to-one services:

- [Specialist advice](#), up to £1,000 available for expert specialist advice on up to two topics
- [Integrated Land Management Plans](#), up to £1,200 per plan, for up to two plans per applicant
- [Carbon Audits](#), fully funded up to £500 per audit, per annum

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** or email [advice@fas.scot](mailto:advice@fas.scot) or explore our [advice and grants pages](#) in more detail.

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

### How mentoring helped a new entrant realise crofting ambitions

In this [podcast](#), which highlights how helpful mentoring can be for people new to crofting without an agricultural background, Catherine Collins, a croft owner based near Fort William, shares how mentoring through the [Farm Advisory Service \(FAS\)](#) has given her the right start and helped her integrate into the crofting community. Catherine recalls how her long-term interest in creating species rich meadows has finally come to fruition and how mentoring helped her create a strategy for developing her own meadow, in addition to connecting her with the right people in the crofting community.

### Mentoring support is available to farmers and crofters who have set up business in the last five years.

An experienced mentor can help guide you through the early stages of running a business and share valuable skills and knowledge to help you build confidence in day-to-day tasks. Skills a mentor can offer include:

- Detailed knowledge and experience of agriculture and running a farm businesses
- Finance and business planning know-how
- Food and drink industry experience
- Forestry or woodland skills
- Knowledge of conservation and biodiversity
- Land based educational and skills background
- Mastery of traditional skills e.g. stone walling, hedge laying etc.
- Surveying and planning skills

For more information or to apply for mentoring support, visit

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

Or contact FAS by phone on 0300 323 0161 or email [advice@fas.scot](mailto:advice@fas.scot)



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

#### Tea farming in Tighnabruaich

In this Farm Advisory Service (FAS) [case study video](#), Islay Roberts from Glen Caladh Farm, Tighnabruaich, explains how valuable mentoring has been for her family as newcomers to farming. She describes the support they received and what recommendations were included in a report their mentor prepared following a visit. Islay also explains how the pairing process enabled them to be matched with a mentor who had specific knowledge of tea growing, which is a niche crop for Scotland. [Watch video for the full details.](#)

**Mentoring gave Islay and her family much needed confidence in knowing they were taking the right steps at the start of their journey. Could mentoring do the same for you?**

An experienced mentor can share valuable skills and knowledge to help guide you through the early stages of running a business.

Mentoring support is available to farmers and crofters who have setup business in the last five years.

For more information or to apply for mentoring support, visit [www.fas.scot/mentoring-new-farmers-crofters/](http://www.fas.scot/mentoring-new-farmers-crofters/). Or contact FAS by phone on 0300 323 0161 or email [advice@fas.scot](mailto:advice@fas.scot)



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

### Specialist advice for security and confidence

In the [case study video](#) by the [Farm Advisory Service \(FAS\)](#), Hamish Dykes, a livestock farmer from South Slipperfield Farm, West Linton, shares his thoughts on the importance of getting regular advice and making the most of funding available to farmers in Scotland. Specialist advice support through FAS gave him confidence that the changes he'd made to his business were the right ones, especially in helping to improve business security when it came to succession planning.



**Farmers and crofters can opt to receive advice on up to two specialist areas out of thirteen options.**

Options cover:

- Animal Welfare
- Archaeological and historic site advice
- Biodiversity, habitat and landscape management
- Carbon audit action plan (New)
- Climate change adaptation and mitigation
- Crofter's plan (New)
- Farm Business Efficiency
- Organics
- Resilience planning
- Soil and nutrient management
- Succession planning
- Water pollution prevention and control
- Woodland management and conservation



To apply or for more information, visit [www.fas.scot/specialist-advice/](http://www.fas.scot/specialist-advice/) or call 0300 323 0161 or email [advice@fas.scot](mailto:advice@fas.scot)



# Images to use with newsletter text/online



# Suggested Tweets to share



Farmers who have already had an Integrated Land Management Plan through @FASScot can now apply for a second if they want to reevaluate their business [www.fas.scot/integrated-land-management-plans-ilmps/](http://www.fas.scot/integrated-land-management-plans-ilmps/) #Scottishfarming #crofting



Assess the climate impact of your business and take action today with a @FASScot carbon audit followed by a carbon audit action plan [www.fas.scot/carbon-audits/](http://www.fas.scot/carbon-audits/) #carbonaudit #climatechange #farming #crofting



Mentoring is available to farmers and crofters who have already gained some experience. New entrants whose businesses are less than 5 years old can apply for support [www.fas.scot/mentoring-new-farmers-crofters/](http://www.fas.scot/mentoring-new-farmers-crofters/) #mentoring #farming #crofting



.@FASScot one-to-one services and funding is appropriate for crofters as well as farmers. In addition, a crofting plan is now available as a specialist advice option via [www.fas.scot/specialist-advice/](http://www.fas.scot/specialist-advice/) #crofting #FASScot



A wealth of advice is available to new entrants to farming and crofting through @FASScot. Find out more about mentoring support, specialist advice and more via our website [www.fas.scot/advice-grants/](http://www.fas.scot/advice-grants/) #farming #crofting



Plan for the future of your business with resilience planning, succession planning and business efficiency specialist advice through @FASScot [www.fas.scot/specialist-advice/](http://www.fas.scot/specialist-advice/) #farming #crofting #business





# Posts to share on LinkedIn and Facebook



## **Incorporating climate resilience into your farming business has never been easier**

Farmers and crofters can apply for a funded carbon audit and/or carbon audit action plan through @FASScot. Conducted by a professional adviser, £500 is available for carbon audits and £1000 for a carbon audit action plan. To find out more about the advice available and to apply, visit <https://www.fas.scot/specialist-advice/>

## **Funding and training support for new entrants to farming**

@FASScot offers a range of support services for new entrants. Free mentoring is available to support you with business setup and help with grant funding let's you bring in the expertise of an experienced advisor to provide tailored advice in areas of interest. Find out more or apply at [www.fas.scot/mentoring-new-farmers-crofters/](http://www.fas.scot/mentoring-new-farmers-crofters/)



## **Apply for a second ILMP through FAS**

Farming and crofting businesses that have already completed an Integrated Land Management Plan and two follow-on specialist advice reports through @FASScot can now apply for the same level of support for a second time round. Find out more: [www.fas.scot/news/scottish-government-expands-access-to-funding-support-for-ilmps-and-specialist-advice/](http://www.fas.scot/news/scottish-government-expands-access-to-funding-support-for-ilmps-and-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)**