



## New Entrants to Farming: Benchmarking with one-to-one grant support

### One-to-one grant support and advisory services



The Farm Advisory Service (FAS) aims to help farmers and crofters across Scotland to increase the **profitability** and **sustainability** of their businesses through **Government grant support** that can be used to fund a range of **one-to-one support services**.

Regardless of farm size or business stage, through FAS, new and experienced farmers can access a range of expert consultancy and specialist advice to help them achieve their business aspirations.

#### One-to-one support services and funding\* available:

- Integrated Land Management Plans (ILMP) - Up to £1,200 per plan
- Specialist advice - Up to £1,000 funding for public good advice and £500 for business efficiency advice
- Carbon audits - Up to £500 per audit, per annum
- Mentoring for new entrants to farming - Up to 4 days one-to-one consultancy time with a personal mentor

\* Terms and conditions apply. See [www.fas.scot](http://www.fas.scot) for full details.

## Integrated Land Management Plans (ILMPs)

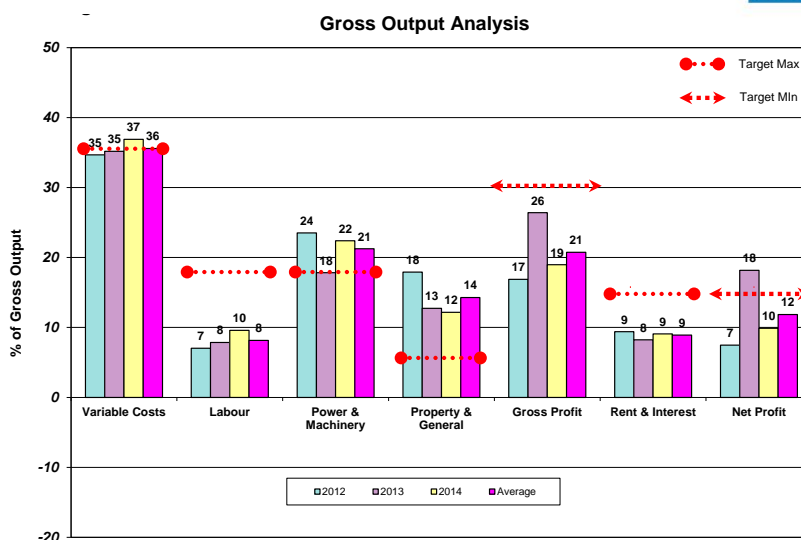


ILMPs provide a clear, achievable, step-by-step action plan to help you achieve your business goals.

- Available to all farmers/crofters who have registered their business in Scotland and hold a Business Reference Number (BRN) regardless of farm size or the stage in the business
- The start point for an ILMP is your vision for the business, so this can centre on your growth plans
- ILMPs look at the full spectrum of business sustainability. This includes assessing the natural resources upon which the business relies; conducting a financial review; and identifying strengths, weaknesses and opportunities for the business
- Up to **£1,200 worth of funding per plan**, to cover a maximum of 80% of the costs. Farmer to pay any costs above this threshold, plus VAT.
  - Most plans are delivered for £1,500. With £1,200 of funding from FAS, the farmer pays a subsidised rate of £300 plus VAT.

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## ILMP – Financial Benchmarking

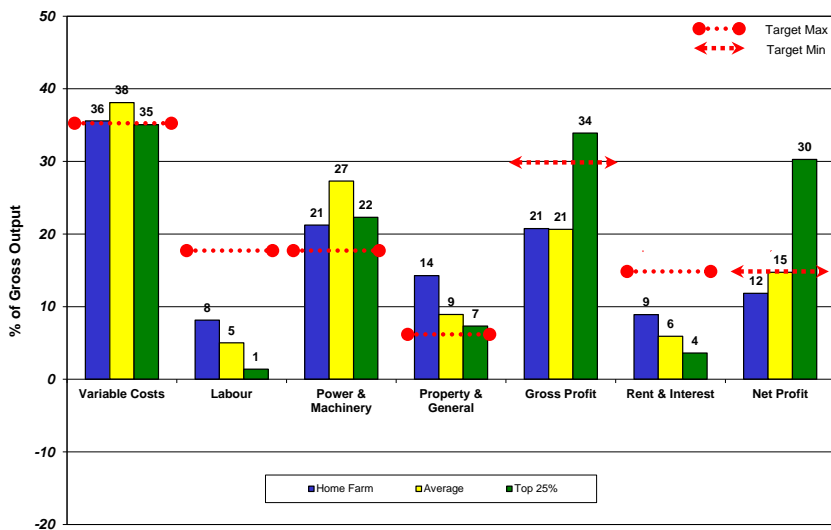


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## ILMP – Financial Benchmarking



Gross Output Analysis - Average of Crop Years 2011-2013

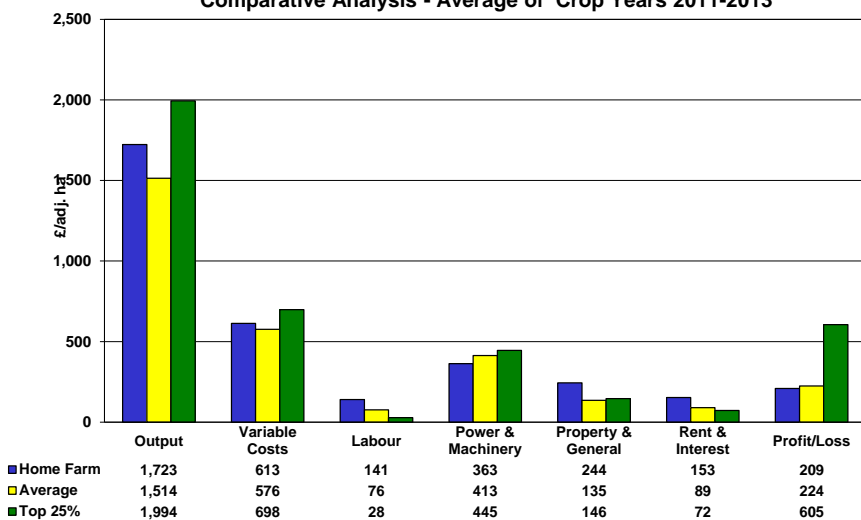


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## ILMP – Financial Benchmarking



Comparative Analysis - Average of Crop Years 2011-2013



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## Specialist Advice



Specialist Advice provides advisory support to help you take a deeper look at specific issues of concern or interest to your business.

As part of an ILMP, you can also choose to benefit from up to two further specialist advice plans, covering:

- climate change, adaptation & mitigation
- soil & nutrient management
- biodiversity, habitat & landscape management
- woodland management & conservation
- water pollution, prevention & control
- organics
- archaeological & historic site advice

- Each farmer is eligible for 2 specialist advice visits
- Up to **£1,000 funding\*** for **public good advice** and **£500 for business efficiency advice**. (Farmer to pay any costs above this threshold, plus VAT)

\*Funding relates to advisory costs, not capital.

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## Carbon Audits



Request a fully funded carbon audit of your farm or croft to see where performance improvements and savings can be made.

- Up to **£500 of funding available** for an experienced advisor to undertake a Carbon Audit of your business
- Identify the efficiency with which resources are used.
- Benchmark your farm's performance so that it can be compared with that of similar enterprises.
- Identify the most promising areas for improvement and receive a tailored action plan of steps you can take to improve the future efficiency of your business.
- Farmers are encouraged to have an annual Carbon Audit so you can see how changes made have impacted on the business performance and identify the next steps to make further gains.

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## Carbon Audits - Benchmarking



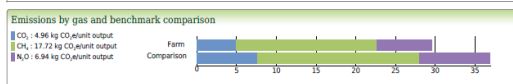
### AgRE Report - Agricultural Resource Efficiency

Sector: Beef  
Enterprise type: Spring calving lowland suckler cows  
System: Breeder/finisher  
Group:  
Producer:  
Farm: Rumbletonig

Region: Borders  
Year: calc relate: End May 2017  
Reporting date: 15th Feb 2018  
Report reference: Rumbletonig May 2017 Compared to: Beef Enterprises  
(system specific): 2014 to 2018 (170) reports

Quick glance enterprise emissions				Physical performance of enterprise			
	* kg CO <sub>2</sub> e/ kg fact	Opportunity Level	Comparison		Value	Comparison	
Enteric fermentation	16.11	Low	19.44	Area of land utilised (ha)	192	147	
Manure management	6.64	Low	7.13	Female breeding stock (no)	303	112	
Fertiliser	3.75	Low	5.30	Heifer sale weight (kg lw/head)	611	501	
Purchased feed	0.76	Low	1.65	Steer sale weight (kg lw/head)	685	513	
Purchased bedding	0.92	Medium	0.81	Young bulls sale weight (kg lw)	714	659	
Fuel	0.91	Low	1.47	Purchased feed use (kg/cow)	799	1,235	
Electricity	0.09	Low	0.14	Homegrown fodder use (kg/cow)	5,701	11,356	
Other	0.45	Low	0.94	Live weight gain (kg/day)	1.12	1.00	
Total emissions **	29.62	Low	36.88	Mortality (%)	1	3	
Other: crop residues, lime, transport and waste				Calving percentage (%)	92	92	
				Cow cull rate (%)	20	15	
				Enterprise net output (kgs)	104,934	31,447	

Whole farm sustainability indicators					
Nitrogen Use	122.87	kg/ha	Water use	-	litres
Phosphate Use	33.61	kg/ha	Stocking density	1.69	LU/ha
Potash Use	44.97	kg/ha	Sequestration	147.34	tCO <sub>2</sub> e
Waste	2,000.00	kg	Renewable energy used	-	kWh



## Carbon Audits – Technical Performance Benchmarking



- Potential to use carbon audits for much more than just establishing your carbon footprint
- Can be used to undertake technical performance benchmarking of individual enterprises
- Example below of comparative data for spring calving lowland suckler herds from the Borders Beef Group

report id	farm	holding no	farmer	Area of land utilised (ha)	Female breeding stock (no)	Heifer sale weight (kg lw/head)	Steer sale weight (kg lw/head)	Young bulls sale weight (kg lw)	Purchased feed use (kg/cow)	Homegrown fodder use (kg/cow)	Live weight gain (kg/day)	Mortality (%)	Calving percentage (%)	Cow cull rate (%)
1366	-----	-----	-----	132	160	625.00	750.00	667.00	412.50	6,564.38	1.07	1.77%	90.00%	12.50%
842	-----	-----	-----	192	303	611.00	685.00	714.00	798.68	5,701.39	1.12	0.93%	92.00%	19.80%
1510	-----	-----	-----	209	187	550.67	635.00	680.00	37.43	10,855.61	1.33	1.01%	91.00%	14.97%

## Claim the support you are entitled to



Take advantage of government funding to create a more sustainable and profitable future for your farm or croft.

FAS can help you benefit from:

- **Expert advice** tailored to the specific **needs of your business**
- **Save on the cost** of private audits and reviews
- Access secure, **subsidised funding** for specialist consultancy
- **Identify future growth areas** for your business
- Understand of how you are **performing compared with similar enterprises**
- **Safeguard against** potential **risks** to income

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## Farm Accounts Scheme – Whole Farm Benchmarks



- Information for 2015 cropping / calving / lambing is available on the FAS website
- Information for 2016 will be available in the next few weeks
- SAC collect the data for the Farm Accounts Scheme and are looking for more farms willing to take part!
- You will get a report breaking down your physical and financial data

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## Farm Accounts Scheme – Whole Farm Benchmarks



2015 Crop Year  
Mixed Cattle and Sheep Farms

### CROP YIELDS

	% of Rough Grazing			Upper 25%*
	Under 25 %	25 - 80 %	Over 80 %	
Number of farms	21	23	20	16
Tonnes per hectare				
<b>Crop yield:</b>				
Wheat		7.4		
Barley	5.9	4.9	4.6	5.0
Oats and mixed cereals	5.0	7.1		
Potatoes	24.6			24.6
Oil seed rape				
£ per hectare				
<b>Crop output:</b>				
Wheat		778		
Barley	676	468	440	477
Oats and mixed cereals	453	671		
Potatoes	11,304			11,304
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
£ per tonne				
<b>Average prices (current crop year sales):</b>				
Wheat				
Barley	217	100		90
Oats and mixed cereals	111	104		
Potatoes	520			520
Oil seed rape				

\* Upper 25% based on Profit as a % of Output

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## Farm Accounts Scheme – Whole Farm Benchmarks



2015 Crop Year  
Specialist Beef with Sheep

### FINANCIAL PERFORMANCE

Profit as a % of output

	Physical Farm Size			Upper 25%*
	Under 80 ha	80 - 120 ha	Over 120 ha	
Number of farms	22	33	53	27
Size in hectares (adjusted)	55.4	99.6	216.5	167.3
Proportion of rough grazing	19	21	24	24
% of output				
<b>Farm Output from:</b>				
Milk				
Cattle	52	53	51	53
Sheep and wool	6	8	13	13
Other livestock	0	0	0	0
Cereals	1	2	2	1
Other crops	1	1	1	1
BPS & coupled payments--	19	23	22	21
LFASS	5	7	6	6
Sundry farm income	11	6	5	4
Diversification surplus	6	1	0	3
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Variable Costs:</b>				
Concentrates	11	12	13	9
Roughages	3	2	2	2
Keep taken	2	1	1	1
Vet and medicine	4	4	4	3
Sundry livestock expenses	5	6	6	5
Seeds:	1	1	1	1
Fertiliser and lime	7	8	8	7
Crop sprays	0	1	0	0
Other crop expenses	1	1	1	1
<b>Total Variable Costs</b>	<b>34</b>	<b>37</b>	<b>36</b>	<b>29</b>
<b>Farm Gross Margin*</b>	<b>66</b>	<b>63</b>	<b>64</b>	<b>71</b>
<b>Fixed Costs:</b>				
Paid labour	1	4	6	5
Power and machinery	14	15	12	10
Overheads	15	13	10	9
Depreciation	18	17	14	11
Rent and interest	7	4	5	3
<b>Total Fixed Costs</b>	<b>54</b>	<b>52</b>	<b>47</b>	<b>38</b>
<b>Profit**</b>	<b>12</b>	<b>11</b>	<b>17</b>	<b>33</b>

\* Upper 25% based on Profit as a % of Output

\*\* Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

\*\* If a positive FGM or Profit is not achieved, a zero is recorded in the above table

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## QMS Costings – Financial Benchmarking



### LFA upland ewe flocks – financial performance measures

	Bottom Third	Average	Top Third
Number in sample	11	34	11
Flock size	582	496	436
	<b>£ per ewe</b>		
Lamb sales	98.68	104.54	113.32
Wool	2.53	2.86	2.95
<b>Gross Output</b>	<b>101.21</b>	<b>107.41</b>	<b>116.26</b>
Less replacement costs	13.57	13.59	14.02
<b>Net Output</b>	<b>87.64</b>	<b>93.82</b>	<b>102.24</b>
<b>Variable Costs</b>			
Purchased concentrates	14.51	11.72	10.87
Home-grown concentrates	0.42	0.35	0.45
Other feeds	4.89	3.31	2.65
Forage	6.06	5.50	3.00
<b>Total feed and forage</b>	<b>25.88</b>	<b>20.88</b>	<b>16.97</b>
Veterinary	9.28	9.03	8.64
Bedding	1.77	1.19	0.56
Other costs	8.44	7.77	5.92
<b>Total Variable Costs</b>	<b>45.37</b>	<b>38.87</b>	<b>32.09</b>
<b>Gross Margin</b>	<b>42.27</b>	<b>54.94</b>	<b>70.15</b>
<b>Fixed Costs</b>			
Labour	9.78	9.35	9.84
Contractors	4.48	4.19	3.38
Power and machinery	9.40	8.49	8.84
Property maintenance and rent	11.34	12.24	12.80
Depreciation	8.23	9.23	9.81
Finance	2.71	3.04	4.04
Administration	4.60	3.87	4.05
<b>Total Fixed Costs</b>	<b>50.54</b>	<b>50.41</b>	<b>52.76</b>
<b>Net Margin</b>	<b>(-)8.27</b>	<b>4.53</b>	<b>17.39</b>
Flock replacements – pence per kg lamb produced	25	23	22
Variable cost – pence per kg lamb produced	83	65	49
Fixed cost – pence per kg lamb produced	92	84	81
Unpaid family labour hours	1hr	1hr 25min	1hr 25min

Notes may not add due to rounding

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## QMS Costings



- SAC collect the data for the QMS costings and we are looking for more farms locally to take part!
- Roughly 2-3 hours of your time is needed to complete the information (similar to a carbon audit) but that is the only cost to you
- Again, you will receive a copy of your own costings, compared to the average and top 25% figures from similar enterprises

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