



**NEW ENTRANTS TO FARMING
GATHERING**

28TH FEBRUARY 2017

M & H Donald

Rhynaclach – The Journey of a Starter Farm



M&H Donald – Rhynaclach



- Personal Background
- Start of the Journey
- Tenders & Interviews
- Rhynaclach
- Building a business
- Present aims and direction
- Lessons Learned
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- Summing Up

Personal Background



- Agricultural background
- Education
- Experience
- Skills away from farming

Journey

Big
Things
often
have
small
beginnings



- 5 orphan lambs
- Seasonal grazings - no security
- Sheep had become an expensive hobby and had to change
- Looking at all the options

Tenders & Interviews



- January 2013 - 5 year business plan, projected cash flows with profit and loss, full interview - **failure**
- Feedback
- March 2013 - if at first you don't succeed, try again improved!

Rhynaclach

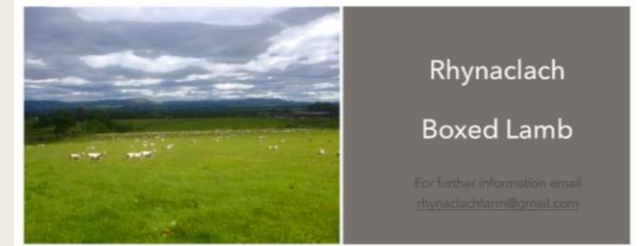


- 165 acres, permanent pasture
- Cattle court, machinery shed and steadings
- House
- Clay soils, west coast rainfall
- Running 450 ewes (Lleyens, NC Cheviots and cross commercials)
- Breed cross rams

Building a business

Year	Gimmers	Regular Aged Ewes	5+ Crop (Turnover flock)
1	120	60	240
2	110	160	130
3	75	250	185
4	90	360	0

Present aims and direction



We are a Quality Assured farm on the border of Loch Lomond and The Trossachs National Park to the west of Stirling.

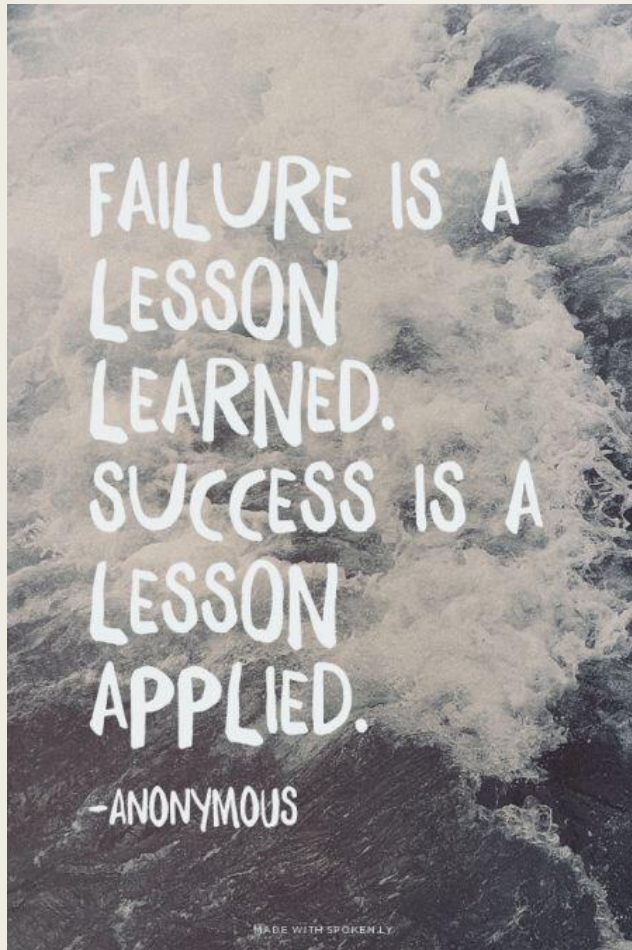
The lambs that we have selected for you have all been bred, born and reared on our farm fed off grass.

Our aim is to produce the tastiest product of the highest quality whilst maintaining and pushing forward high standards of breeding, welfare, traceability and environmental practices for which Scotch lamb is renowned making locally produced high quality lamb available direct to the consumer.

- Boxed, vacuum packed, labelled and freezer ready
- Alternative butchery requests available on request
- Free delivery to your door within a 50 mile radius
- Next day postal delivery available at cost
- Minimum weight of 17.5 kg carcass before butchery

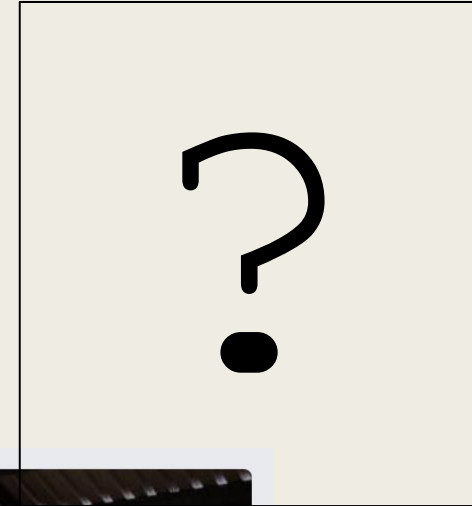
Cuts	Whole (Small) Option A £165	Whole (Large) Option B £165	Half (Small) Option C £85	Half (Large) Option D £85
Shoulder	2 half shoulders boned and rolled, half shoulder minced, half shoulder diced, 2 shanks.	1 shoulder boned and rolled, half shoulder minced, half shoulder diced, 2 shanks.	1 half shoulder boned and rolled, 1 half shoulder minced, 1 shank.	1 whole shoulder boned and rolled, 1 shank.
Leg	2 half legs on the bone, leg steaks, 2 shanks.	1 whole leg on the bone, 1 half leg on the bone, leg steaks, 1 shanks.	Half leg on the bone, leg steaks, 1 shank.	Whole leg on the bone.
Chops	Cutlets, double loin chops.	Cutlets, fillet of loin.	Cutlets; Loin chops	Cutlets; Loin chops
Breast	Mince	Mince	Mince	Mince
Neck	Mince	Fillets	Mince	Mince

Lessons learned



- Question
- Cost and time efficiencies
- Admit failures
- Don't be afraid to change!

Future



Summing up



- Ask questions
- Keep learning
- Gain additional skills
- Don't wait for the opportunity to come knocking
- Be flexible
- Sell yourself
- Put yourself out there!

Any questions?