

Farm Advisory Service

One-to-one advice and funding stakeholder pack: Autumn 2021



**Farm
Advisory
Service**



Farming business support for a sustainable and profitable future



Welcome to the autumn 2021 edition of the Farm Advisory Service (FAS) stakeholder pack. In this issue, we highlight the importance of sustainability in farming and future-proofing to adapt to a changing world.

From 31 October until 12 November, Glasgow will host the 26th United Nations Climate Change Conference of the Parties (COP26) – a topic that is not often perceived as being linked to farming. Yet, agriculture is a significant contributor to greenhouse gas emissions in Scotland, which means farmers and crofters have a vital role to play in tackling climate change.

To support agri businesses in meeting this challenge, this pack includes information on grant funding to improve sustainability and reduce emissions, advice on resilience through succession planning and Integrated Land Management Plan (ILMP) support to map out an action plan to get your business to where it needs to be.

Please share this pack's contents with your networks and contacts

UPDATE: The current FAS programme has been extended to the end of March 2022. To make the best use of this extension, please encourage your farming and crofting contacts to submit applications now.

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

Set your business in the right direction with an Integrated Land Management Plan

Not sure how to get the most out of your farming or crofting business? Want to increase production and financial efficiency, but can't work out how? Deciding how to do this by yourself can be difficult.

An [Integrated Land Management Plan \(ILMP\)](#) is an excellent advisory tool. Undertaken by a professional farm adviser, a business ILMP provides a holistic review of the business to identify what is achievable and provides a step-by-step plan to take your business where you want it to go. Whether it's a conservation review or a cross compliance assessment to highlight where there may be risk areas for your business, or just finding the right work/life balance – an ILMP can help you plot out how best to achieve your goals.

Through the [Farm Advisory Service \(FAS\)](#), farming businesses can access grant funding from the Scottish Government for up to 80% of the total cost of producing an ILMP (the remaining 20% would be covered by the participating business). As part of the review process, your expert adviser can assess the current physical and financial production efficiency of your farming business, allowing you to get the most out of what you've got.

After working with an adviser to complete an ILMP through FAS, landowner Fergus Laing of Glenbeg Estate said 'It helps you understand what business opportunities are available to you and how best to go about developing your business'.

Applications can be made by all farming and crofting businesses that are registered with the Scotland Rural Payments and Services, and have a Business Reference Number (BRN).

Having received an ILMP, Daye Tucker, partner of Carbeth Home Farm said 'It was simple and straightforward. Help was just a phone call or email away. It was worlds apart from what I've experienced in the past. Much more straightforward and efficient.'

To set your business in the right direction, [apply here](#). To find out more information about FAS services, please visit www.fas.scot. Alternatively, call **0300 323 0161** or email advice@fas.scot

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

Grant funding to help Scottish agri businesses reduce emissions and improve sustainability

According to the Scottish Government's [2018-2032 Climate Change Plan](#), approximately 73% of Scotland's land area is designated as agricultural. This means Scottish farming businesses have a vitally important role to play in helping the Government to achieve its climate change ambitions.

The Scottish Government provides grant funding for a number of initiatives designed to help farming businesses adapt or improve their practices to become more sustainable and have less of an impact on the environment. Of particular focus is helping agri businesses to better understand and reduce their greenhouse gas (GHG) emissions.

The Scottish Government's Climate Change Plan highlights various actions farming businesses can take to improve their GHG emissions. These include: taking a holistic approach to protecting and enhancing soil, optimising land use, tackling livestock disease, using the best technology available, maximising input efficiency, turning wastes into a resource (such as establishing renewable energy sources), and sequestering carbon in woodlands and soil.

Adopting such actions not only helps agri businesses to reduce their GHG emissions, but it can also help to improve animal health and welfare, provide cleaner water and air, benefit biodiversity, improve soil quality and increase the financial security of a business.

Through the [Farm Advisory Service \(FAS\)](#), Scottish farming businesses can access up to a total of **£3,700 in funding** to secure expert business development advice to help improve performance in one or more of the Government's recommended areas.

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

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

Funding for succession planning advice can help agri businesses to cover some legal and financial costs

Are you seeking professional support on legal, financial or mediation matters related to your agri business?

If so, the [Farm Advisory Service \(FAS\)](#) can help you access up to £1,000 of Government funding for succession planning [specialist advice](#), which can be put toward professional fees.

The Scottish Government is keen to support the ability of agri businesses to look ahead and plan for the future. Whether that relates to starting a new business or planning to retire, it is vital that agri businesses are encouraged to access relevant professional support to initiate the decision-making process and enable a smooth transition throughout any changes as the business evolves.

Due to the nature of succession planning, many agri businesses may need to seek support for a range of professional services (such as legal, financial and mediation services) to adequately cover all aspects of planning.

Specialist advice delivery is not restricted to just providers in the agricultural sector. Non-agri service providers can also support farming businesses to deliver their succession plans.

The Scottish Government provides up to £1,000 in funding through the [FAS](#) for agri businesses to access professional specialist advice services on succession planning.

Agri business owners can select their own service provider to deliver the work. All FAS has to do is verify that the provider put forward has professional qualifications and experience in the desired field.

To access funding, agri businesses must [apply](#) to FAS for specialist advice support on succession planning and confirm their choice of service provider. For more information, please phone FAS on 0300 323 0161, email advice@fas.scot or visit <https://www.fas.scot/specialist-advice/>

4. 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.

[Watch clip](#) to see Danny explaining 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](#)



Images to use with newsletter text/online



Suggested Tweets to share



Are you seeking professional support on legal, financial or mediation matters related to your #farming business? @FASScot funding for succession planning advice can help you cover some legal & financial costs <http://ow.ly/eTcM50Gk1Nf> #ScottishFarming #farmadvice #farm #croft



Through @FASScot, Scottish farming businesses can access up to £3,700 in funding for expert business development advice to improve operational performance in one or more areas. Find out more <http://ow.ly/AKhG50Gk1RI> #NewFarmers #ScottishFarming #farmadvice #farm #croft



Integrated Land Management Plans can help identify cost savings and weaknesses on your #Farm or #Croft. @scotgov can fund up to 80% of your consultancy support. Contact @FASScot for more info <http://ow.ly/VxxF50Gk1UG> #ScottishFarming #farmadvice #farm #croft



Did you know, #Farm owners can now access up to £1,000 in funding via @FASScot for succession planning without a prior ILMP? Start planning for your future now <http://ow.ly/66fm50Gk1Zb> #Scottishfarming #farmadvice #farm #croft



Set your #farming business in the right direction with an Integrated Land Management Plan. A @FASScot expert adviser can help you identify cost savings and areas for improvement. Find out more here <http://ow.ly/QOM450Gk221> #ScottishFarming #farmadvice #farm #croft



You can apply for funding through @FASScot to get specialist advice on lowering your carbon emissions on your #farm or #croft <http://ow.ly/jFjm50Gk27r> #ScottishFarming #farmadvice #farm #croft

Posts to share on LinkedIn and Facebook



Grant funding to help Scottish agri businesses reduce emissions and improve sustainability

The Scottish Government provides grant funding, through the Farm Advisory Service, for a number of initiatives designed to help farming businesses adapt or improve their practices to become more sustainable and have less of an impact on the environment. Find out more <http://ow.ly/jbdq50Gk0BD>



Set your business in the right direction with an Integrated Land Management Plan

An Integrated Land Management Plan, through the Farm Advisory Service, can provide a holistic review of your business to identify what is achievable and map out a step-by-step plan to take your business where you want it to go. Find out more <http://ow.ly/mtoT50Gk0zc>



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Are you seeking professional support on legal, financial or mediation matters related to your agri business? If so, the Farm Advisory Service (FAS) can help you to access up to £1,000 in Government funding for succession planning specialist advice that can be put toward professional fees. <http://ow.ly/op5P50Gk0F2>

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