

New Entrants to Farming Gathering 2018

“It’s nae what ye hae but whit ye dae wi whit ye hae”

“Land of Opportunities”

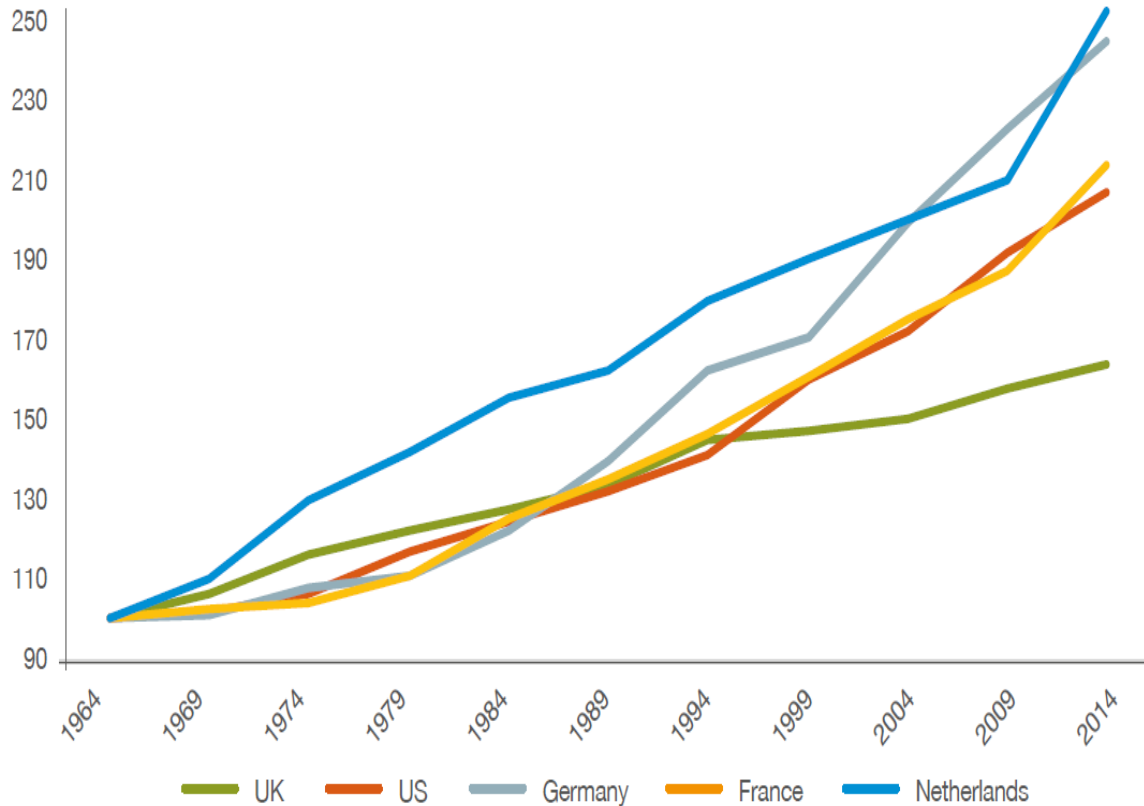
Henry Graham Chair of ‘FONE’

Farming Opportunities for New Entrants

Productivity growth – the defining challenge of our age



**FARM
ADVISORY
SERVICE**



Agricultural Total Factor Productivity growth 1964-2014



What do we mean by productivity?

- The rate at which we convert inputs (labour, land, water and energy) into outputs
- Not about how much we produce but how efficiently we produce it
- Higher productivity means producing the same or greater output from fewer inputs



Scottish Government's suite of measures to support New Entrants and Young farmers become successfully established

The Starter Farmers



Starter Farms



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Living the dream

– meet some of our tenants



"We had been looking for a tenancy for seven years. **It's important not to give up.** Stay focused and if at first you don't succeed try, try, try again."

"Ten years will allow us to build on our experience and balance sheet to enable us to compete on a level footing with other established farmers."

Ross & Kirsty Williams, Upper Tullochbeg, Huntly



Forestry Commission Scotland
Coimisean na Coilltearachd Alba

For further information about
Forestry Commission Scotland's
starter farm initiative visit
www.forestry.gov.uk/starterfarms

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Coimisean na Coilltearachd Alba

Starter Farms

Supporting Scotland's Future



 **natural
scotland**
SCOTTISH GOVERNMENT



The European Agricultural Fund
for Rural Development
Europe investing in rural areas



Scottish Government
Riaghaltas na h-Alba
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Farming Opportunities for New Entrants programme

- Starter Farms with SDLTs for 10 years
- Grazing opportunities
- Publically owned land - Forest Enterprise & Scottish Government

<http://www.gov.scot/Topics/farmingrural/Agriculture/NewEntrantsToFarming/meeting5a>

On top of the 9 STARTER FARM TENANTS (+1 on RPID land)



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Spring 2016 -

7 units offered, 6 went to New Entrants.

West Argyll - 1

Cowal and Trossachs - 1

Scottish Lowlands - 4

Spring 2017 -

**19 units offered, 14 went to new entrants (2 had no offers,
3 went to established neighbours)**

West Argyll - 3

Cowal and Trossachs - 2

Scottish Lowlands - 3

Dumfries and Galloway 3

Borders 3

**6 lettings also went coincidentally to New Entrants prior to the
implementation of the current weighting application process.**

This is a total of 35

Total 1349.31 ha (3334.15 ac). on the National Forest Estate.

FONE Video Clip

- **Video clip - FONE clip**
- **Link:**
- <https://www.youtube.com/watch?v=kVLh2QYO6j8&sns=em>

FONE: NEW ENTRANT CONTINUES TO PROGRESS



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Two new entrants get a step up

By Claire Taylor

TWO NEW entrant farmers have been given a tentative step on to the farming ladder on a Renfrewshire estate.

Elderslie Estates, in Houston, Renfrewshire, extends to 4000 acres and is mostly farmed in hand, but recently offered 170 acres of land to be split jointly between two new entrant farmers.

The two chosen were local boys, Archie Paterson and Allan Gordon, who were keen to develop their individual farming businesses.

Both young farmers stood out from a strong field of candidates and Archie Paterson commented: "I'm delighted to have been offered this agreement with the estate.

"I currently keep 600 sheep and hope to now be able to increase this significantly thanks to the additional 94 acres of land



ELDERSLIE ESTATES welcomes its new entrant farmers, left to right: tenant farmer Allan Gordon, Mark Crichton Maitland, owner of Elderslie Estates, and 'new' farmer, Archie Paterson

granted to me by the estate. I'm local to the area, so this was the ideal location for me to expand my business into."

Charlotte Maclean, of Galbraith, which is the estate's managing agents, said: "Archie and Allan were both new entrants

to farming, but having come from agricultural backgrounds, they have some solid experience under their belts, but each

had recently established their own farming businesses and were seeking more ground to increase their stock numbers."

Mark Crichton Maitland, owner of Elderslie Estates, added: "We were delighted to be able to offer this opportunity to two young and enthusiastic farmers. I'm acutely aware of the importance of ensuring the younger generation are given the opportunity to be involved in business decision making from an early stage and am delighted that the estate can help to be a part in building the careers of these two young farmers."

Allan Gordon, who manages a hill farm at Kilmacolm, also knows of the challenges faced by young entrants, he commented: "I'm grateful for this opportunity from Elderslie to gain this grazing as this allows me now to

build up my own stock of cattle.

"One of the biggest issues young entrants are facing is security on their land, this ground became available on annual agistment agreement which works for both landowners and farmers but offers no security for long term planning, which is difficult for young farmers without a main holding."

However, Ms McLean pointed out that the ageing demographic of farming is a growing concern and attracting fresh, young talent in to farming is vital to the long-term survival of the industry.

Currently, only 9% of Scottish farms are occupied by farmers under the age of 40 and figures like these are drivers behind why estates like Elderslie have said they are so keen to welcome young entrant farmers on to the farming ladder.



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JOINT VENTURES



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Joint Ventures for Landowners and New Farmers



Farm
Advisory
Service

National Advice Hub
T: 0300 323 0161
E: advice@fas.scot
W: www.fas.scot

Case Study Stephen Withers and Neil Sandilands



"Compromise - the right personalities, trust, and being fair are the main ingredients to share farming.

Get that right and the farm business can be in a better place."

Share Farming - A Different Approach for Owner and Operator

A short biog...

Share Farming is not common in Scotland but two farmers explain how it works for them.

Stephen Withers owns a farm near Jedburgh in the Scottish Borders. It is a mixed holding of arable, cattle and sheep. Different labour sources had been used in the past to assist with sheep work but Stephen retained day-to-day responsibility and management control.

It was not a favoured enterprise and he felt jobs were always being tackled reactively, having competing priorities across enterprises. Meanwhile Neil Sandilands had been providing casual labour at busy times, primarily for sheep work, whilst also trying to build-up his own small flock on seasonal grazings.

With no family wanting to take on the farm, there came a point

in time when Stephen either needed to employ a full-time shepherd or seriously review the whole business operation.

"There was a temptation to knocked the business into neutral and let it coast along" explained Stephen

"but I didn't want to see the farm in decline. I thought that if I had family interested in farming, letting them take responsibility for some of the business would naturally happen, so why not with someone else, provided you are happy to go into partnership with them?"

How does it work?

From the outset, Stephen set up a separate business partnership agreement with Neil to run the sheep enterprise as a joint venture.

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THE FUTURE

- **Over 1,000 hectares available;**
- **Forestry Enterprise Scotland, Scottish Water, Highlands & Islands Enterprise, East Lothian and Highland Councils will all release land this Spring 2018 for around 50 new farmers;**
- **FONE – Land Opportunities webpage for advertising publications – Link:**

<http://www.gov.scot/Topics/farmingrural/Agriculture/NewEntrantsToFarming/InformationforLettingOrganisations>

Thank You

