

# Farm Advisory Service

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

### Winter 2025



**Farm  
Advisory  
Service**



# Support for farmers, crofters and livestock in a changing climate



Happy New Year! We hope you have had a nice time over the holidays. In the Winter 2025 edition of the Farm Advisory Service (FAS) stakeholder pack, we highlight some upcoming events, including the FAS 2025 conference, which we hope you will join us for.

We are thrilled to share some statistics from our feedback surveys, which evidence the overwhelming satisfaction of the FAS Integrated Land Management Plan (ILMP) and Specialist Advice recipients.

Our articles contain information about the Whole Farm Plan and how we can support farmers in preparing for it, the funding available to support them in assessing their farm or croft, creating a business plan, and accessing specialist advice, the importance of succession planning and how we can help them through one of the hardest stages of running a business.

Look out for links to our short [stakeholder pack survey](#).

**Help spread the word by sharing this pack's contents with your networks and contacts!**

# Upcoming events:

## Understanding your farm carbon audit and what it means

January 23, 2025, 7:00 pm - 8:00 pm

Online webinar

[Book event](#)

This event will provide an overview of the reasons for carbon auditing and a better understanding of the process and benefits.



## FAS Conference 2025 – Farming for the Future

January 30, 2025, 10:30 am – 3:30 pm

Perth Racecourse, Scone Palace Park, Park Place, Perth PH2 6BB

[Book event](#)

Join us for an interactive industry conference with a focus on future-proofing your land and your people.



## Upcoming events:

### **"FAS at the Races" Stakeholder Session**

12:30 – 13:40pm Thursday 30th January

Perth Racecourse, Scone Palace Park, Park Place, Perth PH2 6BB

#### [Book event](#)

This year's FAS conference encompasses an element for all stakeholders, including the Scottish Government, Non-Governmental Organisations, farmers and crofters. A comprehensive demonstration of the Farm Advisory Service will be presented, featuring selected resources for display. Each of the FAS topics will be represented, and all attendees will be invited to provide feedback.

The Stakeholder Feedback Session will occur immediately following lunch, during which attendees will be invited to explore the various displays from both the Farm Advisory Service and other organisations, including the Scottish Land Management Society (SLMS) and Scottish Forestry. To showcase the breadth of the Service, a range of interactive displays from previous events will be featured, along with headphones for listening to excerpts from FAS Sounds and clips from FAS TV.

Additionally, organisations that have partnered with FAS will be present to demonstrate our collaborative efforts among numerous industry stakeholders. The full conference starts at 10.30 am with tea and bacon rolls; lunch is at 12.30 and the time allowance for the stakeholder session will be during lunch, until 13.40. Conference ends at 3.30 with coffee and cake before home.

Feedback will be gathered on cards and/or soundbites, and attendees asked whether they are farmers or from organisations. This is a more informal approach to collecting feedback, designed to engage all stakeholders in the process. We hope this will enhance the event's appeal, allowing you to experience a FAS event firsthand, explore the different areas of the Service, and provide valuable opportunities for networking.



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

## Whole Farm Plan - What do I need to do, and by when?

### By 15th May 2025:

Businesses will have to have in place at least two out of the five Whole Farm Plan Baselines. The five baselines and their review periods are:

- Baseline Plan/Audit
- Animal Health and Welfare Plan (reviewed annually)
- Integrated Pest Management Plan (reviewed annually)
- Biodiversity Audit (reviewed every five years)
- Carbon Audits (reviewed every five years)
- Soil Sampling and Analysis including soil carbon (Region 1 land) (reviewed every five years)

Businesses will need to indicate on their 2025 Single Application Form (SAF) what audits/plans they have and record any actions taken under each plan.

### By 15th May 2028:

All businesses will need to have a Biodiversity and a Carbon Audit.

Businesses with Region 1 land that apply artificial fertilisers and/or organic manures to it will need to have a Soil Analysis Plan.

All cattle, sheep, pig and poultry (350+) keepers will need an Animal Health and Welfare Plan.

All businesses that apply plant protection products (e.g. pesticides and herbicides) must have an Integrated Pest Management Plan.

There are also plans to introduce a Nutrient Management Plan which will provide recommendations for crop and grassland.

*By Christine Beaton, SAC Consulting*



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

### **The Scottish Government's Whole Farm Plan Biodiversity Audit**

The Whole Farm Plan (WFP) will be introduced in 2025, meaning farmers and crofters will need to start carrying out plans and audits relevant to their business to receive basic payments.

You will need to confirm by 15 May 2025 that you have undertaken at least two activities that align with Scotland's climate and nature targets. ✂

From 2026, approximately half of all funding will depend upon outcomes for biodiversity gain, climate mitigation, and adaptation. Choosing a WFP Biodiversity Audit as an activity will help you prepare for these changes while maintaining and restoring biodiversity on your land. The first step will be to baseline the biodiversity on your farm or croft by creating a habitat map and identifying specific habitats present.

This is the start of a learning journey to understand how managing biodiversity can complement agricultural production on your farm or croft. The Farm Advisory Service (FAS) can offer tailored advice to support you on this journey.

Up to £5,860 of Government funding is available for one-to-one advice through FAS, helping you increase your business's profitability and sustainability. Our ['preparing for the future'](#) page has resources to help you respond to the [Scottish Government's Whole Farm Plan](#).

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



#### **Funding support for business plan development**

Creating a business plan for your farm or croft is crucial for several reasons. A business plan helps you set financial and strategic plans to help guide your decisions and farming operations and ensure all aspects of your farming or crofting business are well organised. You can also use a business plan to track your performance and progression, as well as help you to anticipate and manage business risks more effectively.

The Scottish Government is offering up to 80% of funding (£2,000 maximum), through the Farm Advisory Service, to help cover the costs of producing an Integrated Land Management Plan (ILMP) for your farm or croft.

ILMPs allow business owners to call in an independent farm adviser to assess the current physical and financial production efficiency of a farming business by carrying out a thorough assessment of current business performance and review against expected performance levels. From this, the adviser can then provide you with options that build on strengths, eliminate weaknesses, explore opportunities, and reduce threats to your business.

To apply for funding or for more information, visit [www.fas.scot/integrated-land-management-plans-ilmps/](http://www.fas.scot/integrated-land-management-plans-ilmps/)  
Alternatively, call 0300 323 0161 or email [advice@fas.scot](mailto:advice@fas.scot).



208 words

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



### **Improve performance with funding for a highly-rated Integrated Land Management Plan**

Would your farm or croft benefit from an experienced advisor's support to ensure profitability and sustainability? Perhaps you are a new entrant wanting a strong start. Through the Farm Advisory Service (FAS), you can choose an expert consultant to carry out an integrated land management plan (ILMP). They will provide a full review, which assesses business strengths and weaknesses and provides a financial performance analysis, and a basic habitat, biodiversity, and conservation review.

An ILMP can drive real change. Last year, **99%** of farmers rated advisors' working practices as excellent or good, and **95%** rated the report quality similarly. They saw improvements in livestock and crop production, better profit margins, and improved planning and decision-making. **80%** said they planned to implement **all recommended actions**.

The Scottish Government funds up to £2,000 to cover up to 100% of costs for businesses under five years old, and up to 80% of the cost for more established businesses. All businesses registered with Scotland Rural Payments and Services with a Business Reference Number are eligible.

To learn more and apply for funding, visit [www.fas.scot/integrated-land-management-plans-ilmps](http://www.fas.scot/integrated-land-management-plans-ilmps). For further information and help choosing an advisor, contact FAS at [advice@fas.scot](mailto:advice@fas.scot) or 0300 323 0161.

205 words

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



### **Government-funded support for specialist advice**

Do you have specific areas of interest or concern on your farm or croft? The Farm Advisory Service (FAS) offers specialist advice to help identify business strengths and opportunities and is suitable for all types of farms and crofts, regardless of their size or your experience. You can choose from thirteen topics, including farm business efficiency, soil and nutrient management, animal welfare, and crofter's plans.

Last year, **98% of farmers rated the advisors' practices as either good or excellent**, and 97% rated the quality of the reports similarly. The benefits of receiving specialist advice reported by farmers include better planning and decision-making, financial improvements, and livestock and crop enhancements, among others. The service is invaluable, as evidenced by the **82% of farmers who plan to implement all recommended actions** after receiving specialist advice.

The Scottish Government funds two specialist advice options per business, with up to £3,200 available to help you address weaknesses or improve profitability, output, or sustainability

For more information on the available options and to apply for funding, visit [www.fas.scot/advice-grants](http://www.fas.scot/advice-grants) or contact FAS at [advice@fas.scot](mailto:advice@fas.scot) or 0300 323 0161.



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



### **Navigating succession planning and will writing with expert guidance**

Planning the future management of a farm or croft can be the elephant in the room at family dinner tables. Will writing is an essential part of owning a farming business. An up-to-date will can prevent family disputes and probate issues, protect non-farming heirs, help minimise estate taxes and ensure a smoother farm transfer.

If you are looking for support, funding of up to £1,600 is available for specialist advice on succession planning through the Farm Advisory Service (FAS).

With support from FAS, you can benefit from expert guidance through one of the hardest stages of running a business. By looking at your situation impartially and with clear eyes a professional, third-party consultant can help with the crucial stages of will planning and writing, guiding you through the decision-making process. This can include helping you to understand legal language, avoid common mistakes and navigate complex family dynamics.

You can apply for up to £3,200 worth of funding for two specialist advice options through FAS, meaning you can pair succession planning advice with another topic such as business efficiency. For more information and to apply visit the FAS website at [www.fas.scot/advice-grants/](http://www.fas.scot/advice-grants/) or contact FAS at [advice@fas.scot](mailto:advice@fas.scot) or 0300 323 0161.



199 words

# Images to use with newsletter text/online



## Suggested X post & image to share



#ScottishFarming is changing. With biodiversity audits becoming a mandatory part of the Whole Farm Plan, now is the time to prepare. 🐝

Get funding for @FASscot support to ensure biodiversity management supports agricultural production on your land → <https://www.fas.scot/preparing-for-the-future/>



## Suggested Tweet & image to share



A good business plan can help you build on strengths, eliminate weaknesses & explore opportunities to improve your #ScottishFarming business. 📄 📈

Apply to @FAS Scot to get up to £2K of funding for an Integrated Land Management Plan ➡

<http://www.fas.scot/integrated-land-management-plans-ilmps/>



## Suggested Tweet & image to share



82% of farmers will action all recommendations from @FASscot advisors. ✓

Get up to £3.2k of funding for specialist advice in areas of concern or interest for your #ScottishFarming business, including business efficiency, crofter's plans and 11 other topics → <https://www.fas.scot/specialist-advice/>



## Suggested Tweet & image to share



Will writing is essential for the future of your #ScottishFarming business. Get help to understand legal language, avoid mistakes and navigate complex family dynamics. 🧑🏻‍🤝‍🧑🏻

Up to £3.2k of funding is available for specialist advice through @FASScot [→ www.fas.scot/specialist-advice/](https://www.fas.scot/specialist-advice/)

# Posts to share on LinkedIn and Facebook



**#ScottishFarming is changing. With biodiversity audits becoming a mandatory part of the Whole Farm Plan, now is the time to prepare.** 🐝

Get funding for @Scotland's Farm Advisory Service - FAS support to ensure biodiversity management supports agricultural production on your land →

<https://www.fas.scot/preparing-for-the-future/>



**A good business plan can help you build on strengths, eliminate weaknesses & explore opportunities to improve your #ScottishFarming business.** 📄✅

Apply to @Scotland's Farm Advisory Service - FAS to get up to £2K of funding for an Integrated Land Management Plan →

<http://www.fas.scot/integrated-land-management-plans-ilmps/>



**Will writing is essential for the future of your #ScottishFarming business.** Get help to understand legal language, avoid mistakes and navigate complex family dynamics. 👨👩👧

Up to £3.2k of funding is available for specialist advice through @Scotland's Farm Advisory Service - FAS →

[www.fas.scot/specialist-advice/](http://www.fas.scot/specialist-advice/)



**82% of farmers will action all recommendations from @FAS Scot advisors.** ✅

Get up to £3.2k of funding for specialist advice in areas of concern or interest for your #ScottishFarming business, including business efficiency, crofter's plans and 11 other topics →

<https://www.fas.scot/specialist-advice/>



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For further information, please contact:

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