



**3 years in - making a small farm  
work**

[www.gledpark.co.uk](http://www.gledpark.co.uk)

# Background and experience !

– the advantage of a consistent long held aspiration

## What drives me

- I **really** enjoy being outside and being my own boss
- Knowing it can be done
- Farming is a wonderful lifestyle : time with my family, space, independence, the opportunity to produce something of real value, no commute etc etc etc

# Choosing my enterprises

- The absolute requirement to make a profit
- Understanding my farm – being realistic about what it can support
- Understanding myself
- Reading widely – especially non farming papers
- Looking to be an early adopter of agricultural best practise
- I'm very interested in FOOD



# Business planning

- Understand that there will be less money available from EU funds and that there will be increasing pressure on commodities
- Get your structure right
- Limit machinery
- Keep doing the maths have a margin and stick to it
- Ruthless control of costs: cooperate
- Keep looking ahead at cash flow in particular
- Be flexible – ‘everything is for sale’



# The Hurdle and solutions

Looking to borrow money for an activity that you have no track record in

- Always think net worth
- Don't give up what your currently doing straightway
- Recognise that the primary requirement is to make money from the farm - don't turn down unexpected opportunities
- Put everything through the books
- Try to build a team of professional supporters that want you to succeed

# Where Gledpark is now

- 1 of 640 'eligible' new agricultural businesses started since 2005 - farming until now without Single Farm Payment or grant support
- UKs first SFQC/BDFPA Assured Park Venison producer
- 2015 host unit for Deer Farm and Park Demonstration Project
- Selling Assured Scottish Red Deer and Whitebred Shorthorn breeding stock
- Fully diversified small farm: generating electricity (wind & solar - RDI demo farm 6) capturing carbon, selling stone, hosting pollinators - as well as talking.....

# Aspirations.....

- Growing more grass
- Continuing professional development (NFUS, QMS grazing group, Monitor Farm, etc)
- Further co operation with like minded businesses
- Identifying, engaging with and responding to 'the right' customers.....
- Engaging with the community.....
- Being SACs reference point for Deer matters!



**Questions ?**



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