

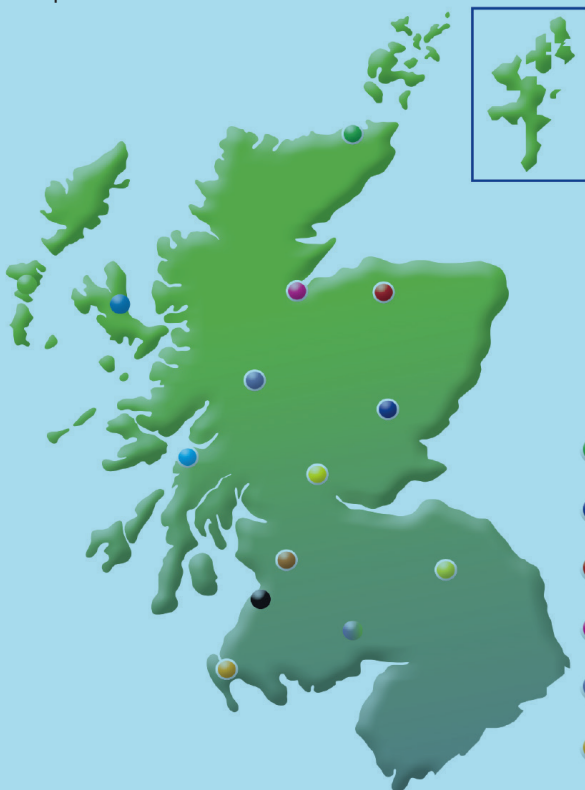
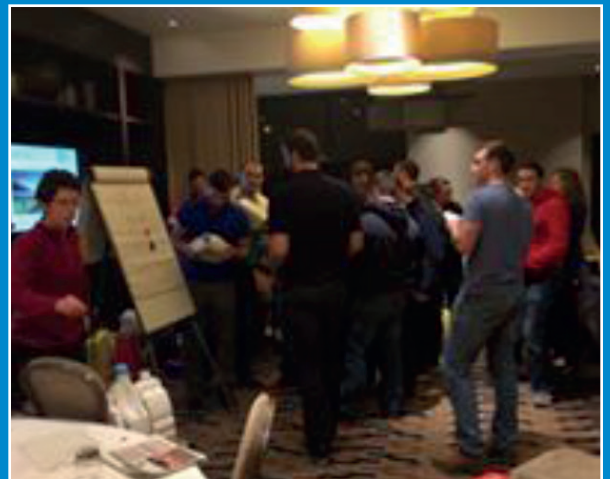
# New Entrants NEWS

The Farm Advisory Service was launched in September 2016 and includes many opportunities for New Entrants to network, learn, gain new skills, overcome barriers, be mentored by peers and create successful farming businesses.

SAC Consulting have delivered a range of workshops over the winter period which were designed to give new entrants to agriculture a flavour of what's involved when entering into a farming business. Whether people have been looking to get a start on the farming ladder or are a younger member of an existing farming business, the workshops covered a variety of relevant topics.

The facilitated workshops were run from the Western Isles down to Stranraer over 14 different locations (see map). The workshops were designed to increase business knowledge, aid succession decisions and increase technical skills.

Workshops will be run again over winter 2017/18, for further information on workshops in your area please contact [Robert.Logan@sac.co.uk](mailto:Robert.Logan@sac.co.uk)



- |                            |                            |
|----------------------------|----------------------------|
| ● Caithness - Thurso       | ● Argyll – Oban            |
| ● North East – Inverurie   | ● Central – Stirling       |
| ● Morayshire – Dufftown    | ● Borders – St Boswells    |
| ● Highland – Inverness     | ● Ayrshire – Ayr           |
| ● Angus – Forfar           | ● Dumfriesshire – Dumfries |
| ● Wigtownshire – Stranraer | ● Western Isles – Uist     |
| ● Lanarkshire – Lanark     | ● West Coast – Portree     |

## Fergus Ewing Addresses a Full House at New Entrants Conference

Rural Economy and Connectivity Cabinet Secretary Fergus Ewing has indicated he hopes to increase funding available to new entrants and young farmers.

Mr Ewing was the keynote speaker at this year's New Entrants to Farming Gathering held at Perth Racecourse. The event – organised as part of the Scottish Government's Farm Advisory Service – was aimed at Scotland's farmers of the future and attracted a sell-out attendance.

He told the audience: "We are determined to provide extra funding and I very much hope to have news about this fairly soon. It is clear that there is a greater appetite for support than we were able to satisfy with the original budget."

Robert Logan of SAC Consulting, who chaired the event, said: "It was great to have the support of Fergus Ewing. We shouldn't take the Scottish Government's commitment for granted, through direct or indirect support – and it is up to all of us to make best use of that, to nurture farming aspirations." Fergus Ewing's comment of "chart your own fate" was a common theme across other industry and farmer speakers – with Alan Laidlaw, Chief Executive of RHASS, posing the question to the audience: "Do you really know what you want?"

Young farmers looking to establish their own enterprise were urged to consider a move into pig production. Andy McGowan, chief executive of the Scottish Pig Producers, said there was

scope to produce more pigs in Scotland. Robert Logan added: "Supporting enthusiasm into the industry is a priority for Scottish Government but this should not mask the need for new, young or aspiring farmers to take control of their own destiny."

Each of the inspiring speakers touched on the need go that extra mile, know your market and have a business plan that accounts for risk and volatility. And they stressed key characteristics required, including the need for commitment; doing things differently; reacting to opportunities; and being adaptive to change.

Kirsten Williams, event organiser with SAC Consulting, said: "The feedback has been really positive. It says a lot about the appetite for new ideas when there is a full house at such an event. "Comments after the meeting and on social media noted 'a fantastic event with a wide range of speakers'; 'short informative topics'; and 'a very good day for new entrants' – that says it all!"







**Robert Logan**  
Chairman  
SAC Consulting



**Fergus Ewing**  
Cabinet Secretary for the Rural  
Economy and Connectivity



**Caroline Wood**  
Ricardo  
Programme Manager



**Ross & Anna Mitchell**  
Castleton  
Stonehaven



**Andy McGowan**  
CEO  
Scottish Pig Producers



**Alan Laidlaw**  
CEO  
RHASS



**Viktoria Wahle**  
Associate  
Stronachs



**Willie Harper**  
Gryffe Wraes  
Bridge of Weir



**Mark & Harriet Donald**  
Rhynaclach  
Port of Menteith





## Mentoring service for new entrants to farming launched as part of new Farm Advisory Service

New entrants to farming are being offered free one-on-one mentoring to overcome the financial and technical challenges of setting up a farm or croft as part of the new Farm Advisory Service, which was launched on the 20 September 2016.

The mentoring programme pairs new starters in farming or crofting with experienced farmers to share expertise in farm and business management. Mentors will support new farmers and crofters as they set up, develop and grow their businesses and will provide essential guidance to help achieve long-term success.

This support is available to you if the business was set up within the last five years. For more information on the mentor programme click <https://www.fas.scot/new-entrants/> or to find out how to receive funding to set up and develop a successful farm or croft visit <https://www.fas.scot/new-entrants/new-entrants-start-grants/>

Agriculture is a fundamental pillar of Scotland's economy, environment and rural communities. Encouraging and supporting new entrants to farming is a priority to meet the Scottish Government's goal of long-term sustainability in the Scottish farming industry. However, crofting and farming are challenging professions and the first five years of setting up an agricultural business are critical to long term success.

"No one is better placed to support new entrants to overcome the challenges of starting out in agriculture than experienced and successful farmers and crofters in Scotland", said Caroline Wood, one-to-one programme manager for the Farm Advisory Service.

That is why, in addition to providing financial support, we are building productive partnerships between young and experienced farmers to help new entrants lay the foundations for profitable and sustainable businesses. Only by combining the entrepreneurial spirit of new farmers with the skills and expertise of seasoned professionals will we secure long term sustainability for Scotland's agricultural sector."

An applicant to the mentoring scheme will be paired with a mentor whose skill set directly matches the new farmer's specific business needs and ambitions. Typical skills that mentors offer include:

- Detailed knowledge and experience of agriculture and running farm businesses
- A mastery of traditional skills such as stone walling and hedge laying
- Land based educational and skills background
- Food and drink industry experience
- Finance and business planning now-how
- Surveying and planning skills

For more information on the Farm Advisory Service, or to find out how Scottish Government funding and support programmes are helping young farmers and crofters to achieve business success, visit <https://www.fas.scot/new-entrants/>

**Caroline Wood**

*Programme Manager, Ricardo*



## Opportunities for New Entrants Wider assignation and succession rights become law

On 23rd December 2016 the legislation widening assignation and succession rights became active. The legislation has extended the category of near relatives who would be eligible to succeed or be assigned a tenancy to any of the persons who would be entitled to succeed to his (the tenants) estate on intestacy by virtue of the Succession (Scotland) Act 1964.

This change will allow any of the following to inherit or be assigned a secure tenancy or LDT: parent of the tenant; spouse or civil partner; child; grandchild; sibling; spouse or civil partner of sibling; nephew or niece; grandchild of sibling; brother or sister of tenant's spouse or civil partner and their spouse or civil partner or children or grandchildren.

The previous legislation only allowed a very narrow group of people to inherit a tenancy: the tenants spouse, child or grandchild. If the tenant

did not have a successor, the tenancy would come to an end and often be lost to the tenanted sector, with land being taken in-hand or entered into contract farming agreements.

Scottish Government hope that the widening of assignation and succession rights will help keep land in the tenanted sector and this gives opportunities to potential new entrants, who would have previously been unable to take on their relations tenancy.

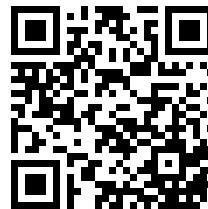
### **The Modern Limited Duration Tenancy (MLDT)**

The MLDT is expected to become active in "early 2017". It is broadly similar to the existing LDT, but some of the burden on the landlord in terms of fixed equipment has been lifted. Scottish Government hopes that the introduction of this new letting vehicle will encourage landowners to let land, thus providing more opportunities for new entrants.

**Mike Halliday**  
*SAC Consulting*



<https://www.facebook.com/NewEntrants/>



<https://www.fas.scot/new-entrants/>





# Grants and Scholarships

In addition to FAS support for New Entrants there are numerous grants and scholarships available. A number are noted below, this is by no means an exhaustive list.

## Farmers Apprentice

This is run through the Farmers Weekly, with the aim to recruit highly skilled individuals into agriculture. 10 people are selected annually through an application process and put through Farmers Apprentice Bootcamp. There is one person identified as the winner of Bootcamp and they receive a one year placement with UK Farmcare Ltd, with a remuneration package worth £25,000.

<https://www.fwi.co.uk/farmersapprentice/>



## Mains of Loirston Charitable Trust

The aim of the trust is for "the advancement of education in the fields of either the practice of agriculture or the science of agriculture in Scotland". Three types of grant can be applied for including scholarships for students studying in Scottish institutions, funding for applied research in an aspect of agriculture and facilitating the education of school children attending Scottish schools in agricultural practices and farming. Applications close 15th November and 15th May.

<http://www.mainsfloirston.org/>



## McDonald's Progressive Young Farmer

A year tracing every step of the supply chain. Mentoring by a host farmer and some of the UK's leading food supply companies. Beef, pork, potatoes, arable and dairy farming knowledge.

<https://people.mcdonalds.co.uk/early-career-opportunities/progressive-young-farmer/>



## Nuffield Farming Scholarships

There are 20 scholarships awarded annually, with an opportunity to research topics in farming, food, horticulture and the rural sector. Successful scholars can travel anywhere in the world to further knowledge and understanding of the chosen subject. Applications close 31st July.

<http://www.nuffieldscholar.org/>



## Price's Trust

Assistance to help people aged 13 – 30 with jobs, education and training. Support to start up businesses for people aged 18-30 who are unemployed or work under 16 hours per week. This includes training, mentoring and funding.

<https://www.princes-trust.org.uk/help-for-young-people>



## Grants and Scholarships *continued*

### **Royal Highland Agricultural Society For Scotland (RHASS)**

There are numerous awards and grants available through the RHASS. There are some aimed at supporting new talent by means of supporting young people and students to advance their careers. Numerous awards are available including educational awards and food awards.

<https://rhass.org.uk/awards-and-grants/>



### **SAYFC**

SAYFC has links between other young farmers clubs around the world, there is a fund through the SAYFC International Programme, which allows support for this travel. This is competitive and must be applied for.

<http://www.sayfc.org/international-travel>



### **Tesco Future Farmer Foundation**

The programme is made up of five key elements including a mixture of workshops, supply chain, training, mentoring and scholarship. Aimed at personal, business and technical skills.

<http://www.tescofuturefarmerfoundation.com/>



### **The Henry Plumb Foundation**

The Foundation funds young people with interests, business ideas and study plans that will lead to a career in the agricultural or food industry. This may be assistance with starting up in business, internships, travelling overseas or courses or events. Applications close 30th November.

<http://www.thehenryplumbfoundation.org.uk/>



### **The Moredun Foundation Scholarship**

An award scheme was developed to provide an opportunity for individuals to engage in a short term project to broaden their education and experience in areas relating to livestock health and welfare and the agricultural industry.

<http://www.moredun.org.uk/charitable-work/the-moredun-foundation/moredun-foundation-award>

