

# NEW ENTRANTS TO FARMING

Meeting 1

25 October 2016



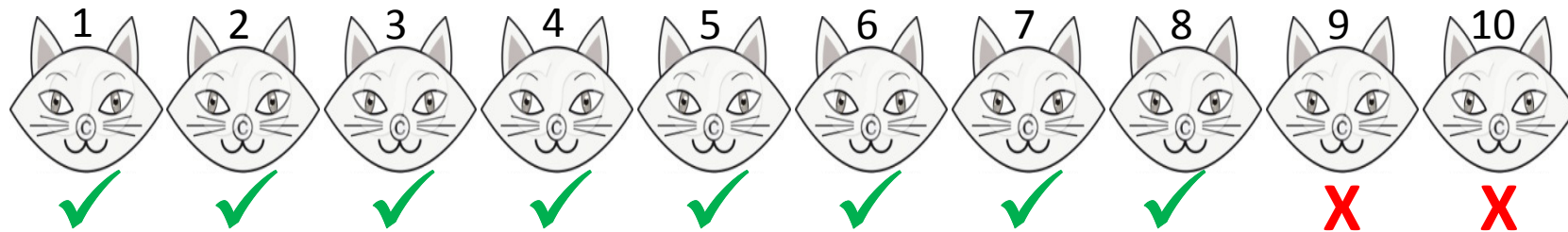
Raymond Crerar, Senior Consultant &  
Area Manager, FRBS Ayr



Programme:	
7.30 pm	Introductions
	New Entrants to Farming: FAS
	Making Money from Figures!
	Tea/coffee
9.30 pm ish	Close



# Does Scottish Agriculture Have a New Entrant Issue?



# The Big “C” Issues

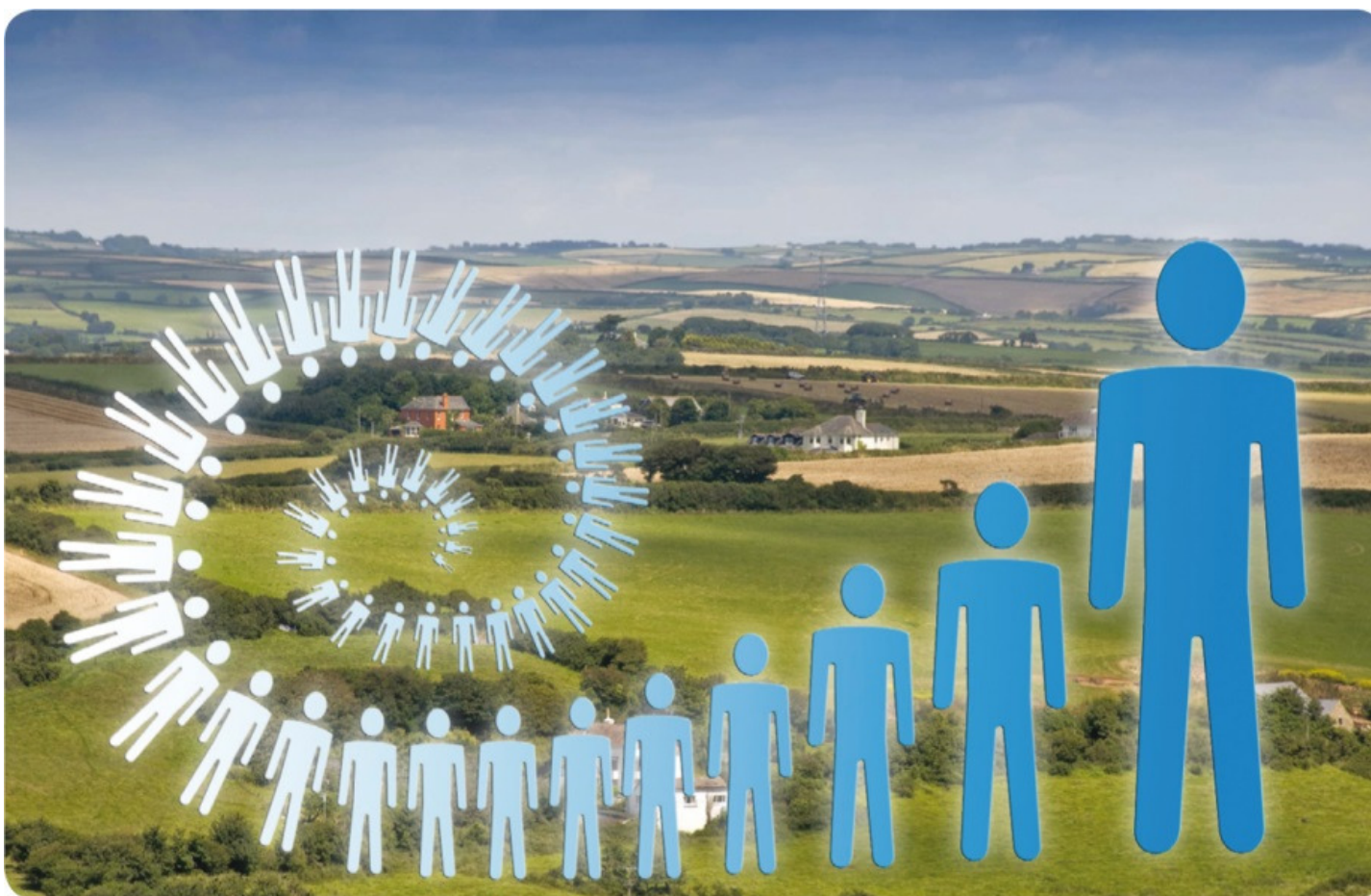
- **C**ash
- **C**apital & **C**ollateral
- **C**ompetition
- **C**AP
- **C**apability & **C**onfidence







**FARM  
ADVISORY  
SERVICE**



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



**Scottish Government**  
Riaghaltas na h-Alba  
[gov.scot](http://gov.scot)

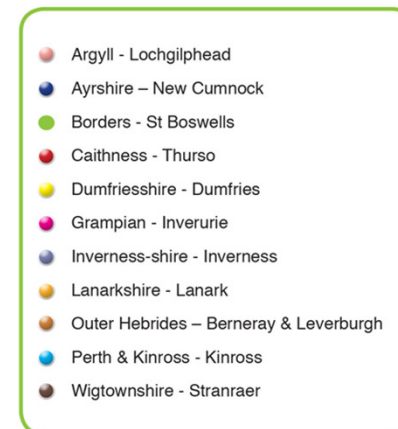
# New Entrants to Farming



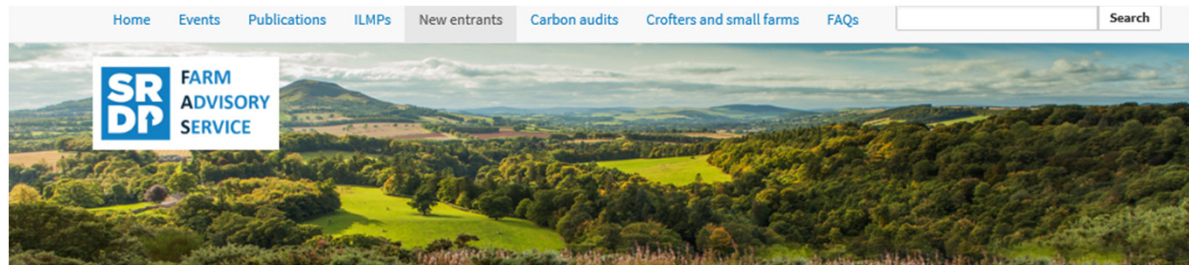
- One To Many
  - Starter / Topic Specific Workshops (3 Ayr Area)
  - Guidance Notes
  - Case Studies
  - Newsletter
  - Website / Facebook
  - Conferences
- One To One
  - Mentoring for New Entrants

# Groups

- 12 New Entrants to Farming Groups
  - Forfar
  - Inverness
  - Oban
  - Skye
  - Morayshire
  - Lanark
  - Stranraer
  - Thurso
  - Ayr
  - Borders
  - Dumfries
  - Western Isles



# <https://www.fas.scot/>



[Home](#) > [New entrants](#)

## New entrants

### Pages in this section

- [Guidance notes](#)
- [Case studies](#)

#### New farmer or crofter? Take advantage of free mentoring support to grow your business.

If you are considering becoming a farmer or crofter, or have set up business in the last five years, then you are entitled to free support through the Farm Advisory Service's mentoring programme.

Setting up any business is challenging, farming and crofting is no different. Because the success of new entrants to the farming industry is critical to the industry's overall long term sustainability, the Scottish Government is funding the Farm Advisory Service's mentoring programme.

As a new entrant, the programme gives you access to the valuable skills and knowledge of an experienced mentor, matched to your business's needs, who can guide you through the vital set-up and early growth-years of your business.

Typical skills that mentors offer you include:

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

### Who can apply?

Mentoring is available to all successful applicants to Young Farmers and New Entrants Start-Up Grant Schemes. There are two schemes available:

- [The Young Farmers Start-Up Grant Scheme](#) is aimed at those who are starting an agricultural business for the first time or who are taking over an existing agricultural business.
- [The New Entrant Start-Up Grant Scheme](#) is aimed at those who started their agricultural business in the last 12 months.

### Find out more and apply

For further information and to apply for free mentoring support please telephone the Farm Advisory Service advice line on 0300 323 0161.

### Why this programme is so important to the industry

## National advice facility

Phone: 0300 323 0161

Email: [advice@fas.scot](mailto:advice@fas.scot)

## Topics

- [Animal welfare](#)
- [Biodiversity and conservation](#)
- [Climate change](#)
- [Crop and plant health](#)
- [Cross compliance](#)
- [Farm business](#)
- [New entrants](#)
- [Pollution prevention](#)
- [Woodlands](#)

## Events

September 2016

M	T	W	T	F	S	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		
◀ AUG			OCT ▶			



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# FARM ADVISORY SERVICE

[Home](#) > [Topics](#) > [New entrants](#)

## New entrants

### [Case study: William Boyd](#)

William grew up on the Lanarkshire family dairy farm.

Topics: [New entrants](#)

### [Case study: Stuart Rutherford](#)

Stuart graduated from the Scottish Agricultural Colleges Auchincruive campus in 2005, with an HND in Poultry Production and Management.

Topics: [New entrants](#)

### [Case study: Stewart Wilson](#)

Stewart has a farming background, with his grandparents being tenant farmers.

Topics: [New entrants](#)

### [Case study: Sandy, Kirsteen and Alexander Douglas](#)

The local Caithness family were successfully awarded a 10 year Limited Duration Tenancy on the Forest Enterprise Scotland Starter Farm on the 1st April 2015 at Achnamoine Farm, near Spittal in Caithness.

Topics: [New entrants](#)

### [Case study: Neil McKinnel](#)

Neil and his family farm Garrarie in the south west of Scotland, near Stranraer.

Topics: [New entrants](#)

### [Case study: Katie Francis](#)

Katie Francis was raised on the family farm of Whitmuir in Selkirk.

Topics: [New entrants](#)

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# Case Studies



**FARM  
ADVISORY  
SERVICE**

## The Scottish Government's New Entrants to Farming Programme



**Stewart Wilson**

Stewart has a farming background, with his grandparents being tenant farmers. Unfortunately he has not been the successor of this tenancy. To fulfil his dream of having his own agricultural business, he has had to venture off on his own, with drive and enthusiasm he did this at the age of 20.

Four years later he now rents 47 acres of grassland for grazing his 35 pedigree Simmental and cross cows. In addition to this, he also cuts a crop of haylage on an annual basis from the land.

He is a busy man, beginning the day as a relief milker, then feeding his own cattle before going to his full time employment of a pure stockman for a 120 head of pure Simmental cows. After this he then attends to his own cattle which he turns out for shows in the summer months.

Due to the fact that he does not have a tenancy or a permanent holding, he lives in the town of Kilmarnock which is some 15 minute drive from his cattle, this can be especially tricky at labour intensive times such as calving the high value stock.

Stewart's ultimate goal is to gain a tenancy to run his own sustainable business, which would allow him to work for himself.

**What has been the biggest challenge you have faced as a new entrant?**

My biggest challenge has been affordable land to rent. It is very difficult as a new entrant to be able to compete against more established farmers who can afford to pay a higher price for land.

Case Studies  
Learn from the experiences of other new entrants in a series of case studies.

Guidance notes are also available which are tailored specifically to assist new entrants to farming, with their business needs.

Find further information, including links to other case studies and the guidance notes, at [www.sruc.ac.uk/newentrants](http://www.sruc.ac.uk/newentrants)

## The Scottish Government's New Entrants to Farming Programme



**Michael and Fiona Burns**

Michael and Fiona are enjoying their first year farming their 114 hectare tenancy at Glenside Farm (plus 52ha seasonal let), with their two young children, Katie and Robert.

Since this time they have built up a flock of 250 Blackface and Cheviot cross breeding ewes, along with 8 Limousin and 18 Galloway cattle on the grassland unit.

It has been a juggling act with the farm, a young family and Michael keeping on his full time job. Both Michael and Fiona work part-time on the farm and work in unison, taking on appropriate tasks to enable the farm to run smoothly.

**What has been the biggest challenge you have faced as a new entrant?**

There have been a few challenges ranging from the lack of additional Scottish Government funding for new entrants, to competing with established farmers to buy stock in the auction ring.

Case Studies

Learn from the experiences of other new entrants in a series of case studies.

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This programme is funded by the Scottish Government as part of its New Entrants to Farming Advisory Activity.



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# Guidance Notes



## Current Suite of 9

- Business Planning & Financial Management
- Business Structure & Taxation of Agricultural Business
- Employing People
- Foundations for Success
- Marketing & Negotiating
- Renewable Energy
- Starting up in Business
- Starting Up An Agricultural Business
- Joint Venture Farming

The Scottish Government's  
New Entrants to Farming  
Programme



Guidance Note:  
Starting Up In Business



This programme is funded by the Scottish Government  
as part of its New Entrants to Farming Advisory Activity.

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# Facebook Page



**FAS New Entrants to Farming**  
@NewEntrants

- Home
- About
- Photos
- Events
- Likes
- Videos
- Posts
- Manage Tabs

Promote

Liked Message More Add a Button

Status Photo / Video Offer, Event +

**This Week** See All

295↑ Post Reach	0 Website Clicks	38↑ Post Engagement
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**Boost Your Page for £5**  
Reach even more people in United Kingdom

Promote Page

**FAS New Entrants to Farming** shared SAC Consulting Ayr's photo.  
Published by Kirsty Williams [?] · September 22 at 1:01pm · €

Exciting workshops coming in Ayr and Dumfries areas. 2 days to help you build/start your flocks/herds. Booking essential.

**Small Scale Cattle & Sheep – Building a Viable Enterprise**

Are you already a small-scale cattle or sheep keeper, or would you like to have your own herd or flock?

Delivered by experts and tailored to the needs of the less experienced keeper, this event will give you confidence in the future, as well as providing access to specialist advice and further events (if a fine touch).

For keepers in Scotland this event is paid for by the Scottish Government, and travel is provided.

<p><b>Part 1</b></p> <p>Date: Saturday 5 November 2016</p> <p>Time: 9.30am – 4.30pm</p> <p>Location: School of Management, SAC</p>	<p><b>Part 2</b></p> <p>Date: Saturday 11 November 2016</p> <p>Time: 9.30am – 4.30pm</p> <p>Location: Northfield Farm, SAC</p>
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**ABOUT**

- Supporting Scotland's next generation of farmers and crofters
- Funded through the FAS
- <https://www.fas.scot/>

Promote Website

**PAGE TIPS**

- Know Friends Who Might Like Your Page?
- Invite friends to like FAS New Entrants to Farming and help you connect with more people.
- How to Create Effective Posts

## Scottish Governments New Entrants to Farming Programme

Published by Kirsty Williams [?] · February 10 ·

Announced yesterday at the "gathering".



### John Campbell hatches plan to help new farm entrants

There was both good news and bad news yesterday for those aspiring to a future in the farming industry at a major conference aimed at new entrants.

SCOTSMAN.COM

7,876 people reached

Boost Post

Like Comment Share

You, Joanna Foubister, John Scott and 22 others

Top Comments

16 shares





# Conferences



**FARM  
ADVISORY  
SERVICE**

You are invited to attend

## New Entrants to Farming Gathering 2016



### Opportunities for Growth

**Tuesday 9th February, 2016**  
**Coffee and registration 10.45am**  
**Perth Racecourse, Scone Palace Park,**  
**Perth, PH2 6BB**

**Lunch will be provided**

**To book a place please contact**  
**SAC Consulting, Turriff 01888 563333**  
**or email: FBSTurriff@sac.co.uk**

This free event is aimed at Scotland's farmers of the future and has been organised as part of the Scottish Government's New Entrants to Farming Programme.

Industry experts and inspirational speakers will challenge and stimulate the audience to overcome barriers, embrace change and create successful farming businesses.

Following feedback from last year's successful conferences this event is structured around three key barriers perceived by new entrants and young farmers. These themes include gaining finance, accessing land and harnessing opportunities.



*Leading the way in Agriculture and Rural Research, Education and Consulting*

SRUC is a charity registered in Scotland, No. SC003712  
SAC Consulting is a Division of Scotland's Rural College (SRUC)  
279526ADg.1.2016



Funded through the Scottish  
Government New Entrants  
Programme

## New Entrants to Farming Gathering 2016



**9 February 2016 Perth Racecourse, Scone Palace Park, Perth, PH2 6BB**

### Opportunities for Growth

#### Programme

- 10.45 Tea/Coffee and Registration
- 11.00 Welcome and Introduction  
Kirsten Williams, SAC Consulting
- 11.05 Basic Payment Update  
Scottish Government
- 11.25 A Different 'Route/Root'  
Gordon Caldwell, GC Growers
- 11.45 New Tenant and Contract Farmer  
Andrew Tullie, young farmer
- 12.05 The Glenrath Story  
John Campbell, Glenrath
- 12.35 Lunch
- 13.30 Building a Resilient Business – Soil, Opportunities & Technology  
Gavin Dick, AHDB Cereal & Oilseeds, Scotland Manager
- 14.00 Industry Outlook, Risk and My Business Plan  
Jimmy McLean, RBS Chairman, Agriculture
- 14.30 Three Years In – Making a Small Farm Work  
Rupert Shaw, Gledpark
- 14.50 Summary and Close



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# One To One



- Integrated Land Management Plans
  - Specialist Advice
  - Carbon Audits
  - Mentoring for New Entrants
- 
- National Advice Facility
    - 0300 323 0161
    - [advice@fas.scot](mailto:advice@fas.scot)

# Mentoring New Entrants



- Access to valuable skills and knowledge of an experienced mentor
- Matched to YOUR needs
- Mentees
  - 60 per year
  - Scot Gov. definition of New Entrant (head of business in last 5 years)
  - Up to 4 days support between 2016 – 2020



Application is OPEN



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# Mentoring support for new entrants

Application Form

for Rural Development  
Europe investing in rural areas



Scottish Government  
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gov.scot



## MENTORING SUPPORT FOR NEW ENTRANTS – APPLICATION FORM

Please complete this form in **black ink** and **CAPITAL LETTERS**

### Section 1: Business Details

1. Scottish Government Business Reference Number (BRN)

2. County Parish Holding Number (CPH)

3. Business name

4. Contact name (if different to above)

5. Business address

Postcode

Landline number

Mobile number

Email address

6. Type of business (e.g. limited company/sole trader/partnership. If other, please specify)

7. To qualify for mentoring support (that is 100% funded) you must be a new entrant to farming (farmers or crofters who have been head of an agricultural business for up to five years). Please confirm that you meet these criteria?

Yes ☐

No ☐



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8. Mentees are eligible to receive up to 4 days of mentoring support from the Scottish Farm Advisory Service (between 2016-2020), please state if you have previously received support via this service and confirm the number of days of support received to date

☐ None ☐ One ☐ Two ☐ Three ☐ Four

9. Please put an X against the type of enterprise that you consider to be the main enterprise of the business

<input type="checkbox"/> Less Favourable Areas (LFA) cattle and sheep	<input type="checkbox"/> Pigs
<input type="checkbox"/> Non-LFA cattle and sheep	<input type="checkbox"/> Horticulture and permanent crops
<input type="checkbox"/> Mixed holding	<input type="checkbox"/> Cereals
<input type="checkbox"/> Dairy	<input type="checkbox"/> General cropping; Forage
<input type="checkbox"/> Poultry	<input type="checkbox"/> General cropping

If other, please state

10. Please indicate your holding size (place an X in the relevant box).

<input type="checkbox"/> Less than 20 hectares (ha)	<input type="checkbox"/> 100 to less than 200 ha
<input type="checkbox"/> 20 to less than 50 ha	<input type="checkbox"/> 200 ha and over
<input type="checkbox"/> 50 to less than 100 ha	

11. Please provide details or background to your requirement for mentoring support, including details of any particular specialist areas in which you require support, this information will help us to identify a suitable mentor (we may contact you to discuss this further)



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## Section 2: Declaration

- The answers given in this form are correct and I accept full responsibility for them.
- I confirm that I am authorised to make this application on behalf of the business detailed in Section 1.

Signature

If signing as a partner, give name of farming partnership

Name in Block Capitals

If signing as a company secretary/director, give name of limited company

Date

If signing as an agent (e.g. farm manager), give name of your principal

If an agent (including a farm manager or land agent) is signing this form, please submit evidence with this form to confirm authorisation to do so (for example appointment letter, extract from board meeting.) When evidence is not available, the participant must be the signatory.

Information that you share with us will be used only in the delivery of the Farm Advisory Service by Ricardo Energy and Environment, SAC Consulting, the FBAASS adviser you have selected and the Scottish Government. Further information on how we look after your information can be found at <https://www.ruralpayments.org/publicsite/futures/privacy-policy/> or in hardcopy from your local Scottish Government Area Office.

Please return  
this form to:

**Postal address:**  
Scottish Farm Advisory Service,  
Ricardo Energy & Environment,  
2<sup>nd</sup> Floor, 18 Blythswood Square,  
Glasgow, G2 4BG

**Website:**  
[www.fas.scot](http://www.fas.scot)  
**Email:**  
[advice@fas.scot](mailto:advice@fas.scot)

**Tel:**  
0300 323 0161

# Funding / Scholarships



Grants (must have at least 25% of capital)	Scholarships
<b>Scot Gov. Young Farmers Start Up Grant</b>	<b>Nuffield farming Scholarship</b>
Up to 70,000 euro, 16-41 years, <18 months start up.	<b>Tesco Future Farmer Foundation</b>
<b>Scot Gov. New Entrants Start Up Grant</b>	<b>McDonalds Progressive Young Farmer</b>
Up to 15,000 euro, no age limit	<b>Royal Highland &amp; Agricultural Society of Scotland</b>
<b>Scot Gov. New Entrants Capital Grant</b>	<b>Mains of Loirston Charitable Trust</b>
<41 years, up to £25,000, 80% LFA, 60% NLFA, <5 years <u>or</u> Over 41, 60% LFA, 40% NLFA	<b>The Moredun Foundation Scholarship</b>

# Dates for your diary



- 22<sup>nd</sup> November 2016
  - Joint Venture Opportunities, Sandy Ramsay, SAC Consulting
- 20<sup>th</sup> December 2016
  - Succession Planning, Alistair Dale (agri law) and agricultural accountant.

**Meetings held at SAC Auchincruive at 7.30 pm**



# Thank you Questions?

