The Big Issues for New Entrants

- Cash
- Capital & Collateral
- Competition
- CAP
- Capability & Confidence
New Entrants to Farming

• One To Many
  – Starter / Topic Specific Workshops
  – Guidance Notes
  – Case Studies
  – Newsletter
  – Website / Facebook
  – Conferences

• One To One
  – Mentoring for New Entrants
Wigtownshire New Entrants Group

- 3 meetings:
  - 5th October – Introduction to Financial Planning
  - 2nd November - Getting support from the bank
    - Campbell McCaig, RBS
    - Aim High – how to be in the Top Third
  - 7th December – Tenancies, Succession & Tax
    - Alastair Dale, Dale & Marshall Llp
    - Accountant TBC
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.

Settling 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:

https://www.fas.scot/
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

National advice facility
Phone: 0300 323 0161
Email: 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

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« AUG OCT »
Case Studies

The Scottish Government’s New Entrants to Farming Programme

Stewarded Wilson

Stewarded Wilson opened his farming partnership with his former girlfriend towards the end of 2019. Unusually, he has not been the owner of the business for very long. He bought the farm but the aim was to retain the farm as a family farm. He has been farming his land for 22 years and has grown from 80 acres to the current 324 acres.

He now farms 324 acres and grows his own potatoes and cereals. In addition to this, he also grows tomatoes, a crop of hay, and all the livestock he keeps on the farm.

His current ambition is to sell the farm to his son, Sam Wilson, who he believes will be able to run the farm successfully.

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

My biggest challenge has been finding work in the industry to earn a living and also to be able to farm in the area. I have worked for a number of establishments and have been able to pay a higher price to buy stock in the area.

The Scottish Government’s New Entrants to Farming Programme

Michael and Fiona Burns

Michael and Fiona are enjoying their first year farming their farm. They have been farming their farm for 10 years, working on it together.

Their farm currently has 120 acres of arable land, with 30 acres of mixed crops, 50 acres of hay, and 30 acres of livestock. They also run a small dairy herd of 30 cows and 10 suckler cows.

Since this time they have built up a flock of 200 Blackface and Cheviots and a small ram herd.

The farm is situated on the Northumberland coast, providing a beautiful view of the sea.

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

One of the biggest challenges we have faced is finding good quality stock. We have been able to buy good quality sheep from other farmers, but it has been difficult to find good quality stock for our dairy herd.

The Scottish Government

Riaghatts na h-Alba
gov.scot
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
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.

7,876 people reached

You, Joanna Foubister, John Scott and 22 others

16 shares
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: PBSTurriff@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. SC000372
SAC Consulting is a division of Scotland’s Rural College (SRUC)
sacconsulting.africa

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
One To One

• Integrated Land Management Plans
• Specialist Advice
• Carbon Audits
• Mentoring for New Entrants

• National Advice Facility
  – 0300 323 0161
  – 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
# Mentoring Support for New Entrants

**Application Form**

## Section 1: Business Details

1. Scottish Government Business Reference Number (SBRN)
   
   [ ] [ ] [ ] [ ]

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/solo 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 [ ]
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.

[ ] Less Favourable Areas (LFA) cattle and sheep  [ ] Pigs
[ ] Non-LFA cattle and sheep  [ ] Horticulture and permanent crops
[ ] Mixed holding  [ ] Cereals
[ ] Dairy  [ ] General cropping; Forage
[ ] Poultry  [ ] General cropping

If other, please state: ____________________________

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

[ ] Less than 20 hectares (ha)  [ ] 100 to less than 200 ha
[ ] 20 to less than 50 ha  [ ] 200 ha and over
[ ] 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).

[Space for text]

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: ____________________________

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

Name in Block Capitals

Data

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

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 PAI/RSI advisor you have selected and the Scottish Government. Further information on how we look after your information can be found at https://www.ruralpayments.org/publications/privacy-policy or in hardcopy from your local Scottish Government Area Office.

Please return this form to:
Scottish Farm Advisory Service, Ricardo Energy & Environment, 2nd Floor, 18 Blythswood Square, Glasgow, G2 4RD

Website: www.fas.scot
Email: advico@fas.scot

Postal address: Scottish Farm Advisory Service, Ricardo Energy & Environment, 2nd Floor, 18 Blythswood Square, Glasgow, G2 4RD

Website: www.fas.scot
Email: advico@fas.scot

Tel: 0300 332 0181
Young People in Agriculture

- Student numbers
- 85 clubs throughout Scotland
- Forestry Commission Starter Farms
- Scottish Government FAS
- NFUS Next Generation
## Funding / Scholarships

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<td>Scot Gov. Young Farmers Start Up Grant</td>
<td>Nuffield farming Scholarship</td>
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<td>Scot Gov. New Entrants Start Up Grant</td>
<td>Tesco Future Farmer Foundation</td>
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<td>Scot Gov. New Entrants Capital Grant</td>
<td>McDonalds Progressive Young Farmer</td>
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<td>Royal Highland &amp; Agricultural Society of Scotland</td>
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<td>Mains of Loirston Charitable Trust</td>
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<td>The Moredun Foundation Scholarship</td>
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CAP Reform
The Common Agricultural Policy (CAP) has been regularly updated and reformed since it began in 1957.

- UK joined in 1973 – 6 became 9 countries
- Now 28 member states

The main aims of the Common Agricultural Policy (CAP) are to
- Improve agricultural productivity so that consumers have a stable supply of affordable food
- Ensure that farmers can make a reasonable living – kept in business.
- Reduce risk of war!

To achieve these aims, the CAP operates in three areas:
- Market support
- Income support
- Rural development

Has it been successful?
Changes to CAP support

- **Market support**
  - Deficiency payments, export restitutions
- **Coupled support**
  - Headage payments, area payments
- **Decoupling of support**
  - Payments based on historic activity
- **Decoupled support**
  - Payments based on set rates for three regional classifications on an area basis
  - Linked to greening measures
The Simplified CAP!!!

New CAP - Pillar I (variable budget with €587 million in 2019) - overarching principles

Activity - Only "active farmers" will receive support - "sports estates" on negative list - minimum stocking density to be announced.

Capping & Degressivity (no labour cost off-setting): Basic Payment Scheme to be capped at €600,000 from 2018. Mandatory 5% reduction on payments over €150,000 from 2015.

Eligibility: Activated entitlement in 2013 or has other verifiable evidence of active farming.

Entitlements: Equivalent to smallest number of eligible hectares declared in 2013 or 2015.

Budget Allocations: Indicative only. Due to methods of budgetary calculation the % allocation is not reported proportion of the headline budget apart from Flexibility.

Example: 5 Year Transition from SFP to BPS

SFP reformation calculated per business (% of current budget paid calculated then similar % of new BPS paid allocated depending on transition %). SFP share of BPS budget paid diminishes over time.

Actual transition arrangements have yet to be announced.

Based on CAP announcement by Cabinet Secretary, Richard Lochhead, on 10 June 2014 and details provided in the accompanying briefing papers and subsequent details www.scotland.gov.uk/Topics/FarmingRuralLand/CAP. Figures are only indicative and should not be considered final. As SFP is work not implementation dates in reformed figures will become available to aid business planning.

This work is funded by Scottish Government's Rural and Environment Science and Analytical Services Division (RESAS) under Theme 4: rural economy resilient to global and local change of the Environmental Change Strategic Research Programme (2013-2016).

Created by Steven Thomas R SRUC, 2014

Success through Knowledge

The European Agricultural Fund for Rural Development: Investing in Rural Areas

Scottish Government Rianghattas na h-Alba gov.scot
Figure 5: Heading 2 ceilings: 2013 level compared to 2020 level (EUR billion in 2011 Prices)
Why is CAP Reform So Important?

FBI Per Unpaid FTE 2012/13

- FBI/FTE
- Subsidy/FTE

£

- Specialist Sheep (LFA)
- Specialist Beef (LFA)
- Cattle & Sheep (LFA)
- Cereals
- General Cropping
- Dairy
- Lowland Cattle & Sheep
- Mixed
- All Farm Types
CAP Support for New Entrants

• National Reserve BPS Entitlements
  – New Entrants - if you started an agricultural activity in 2013 or later and did not have activity in your own name or at your own risk in the five years preceding the start of the activity
  – Young Farmers - if you are less than 41 years of age on 31 December of the year you apply for an award and are setting up for the first time an agricultural holding as head of the holding.
  – Apply on-line with SAF
• Young Farmers Start Up Grant
  – Open to 16 – 40 year olds
  – 70,000 Euros
  – Limited budget
  – Must apply within 18 months of setting up as head of business
  – Must be supported by a business plan
  – NOT for successors
• New Entrants Capital Grants
  – Open to any one over 16
  – 15,000 Euros
  – Must apply within 12 months of setting up as head of business
  – Must be supported by a business plan
• New Entrants Capital Grant Scheme
  – 80% up to £25,000 for under 40’s
  – 60% up to £25,000 for over 40’s
  – Must have been head of business for no more than 5 years
  – Handling facilities, drainage, liming etc
  – Ongoing applications
  – Budget OK at the moment
Thank You