

# DEVELOP YOUR BUSINESS

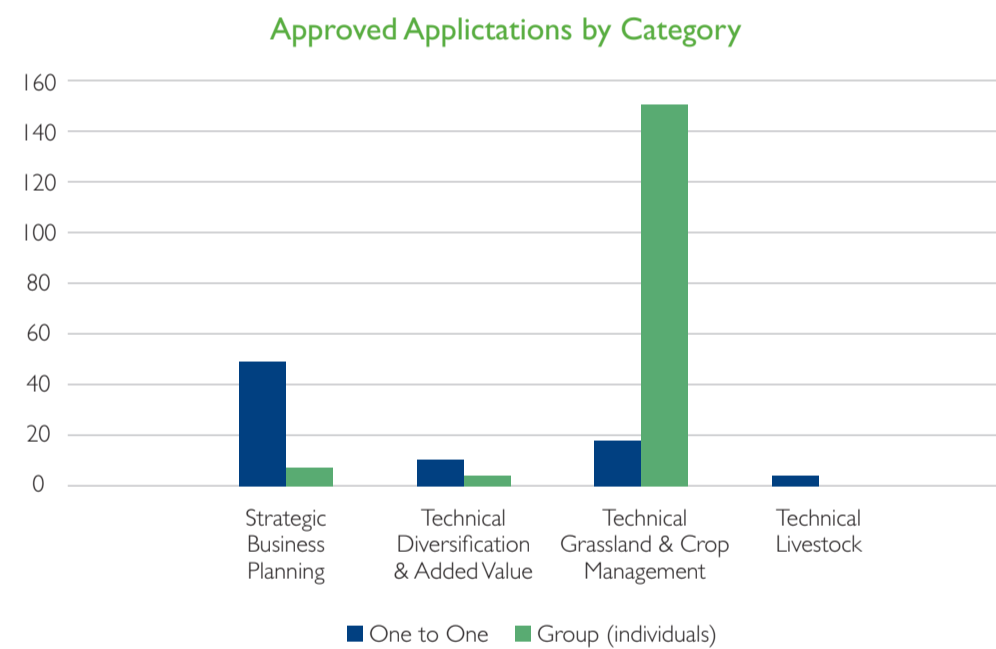
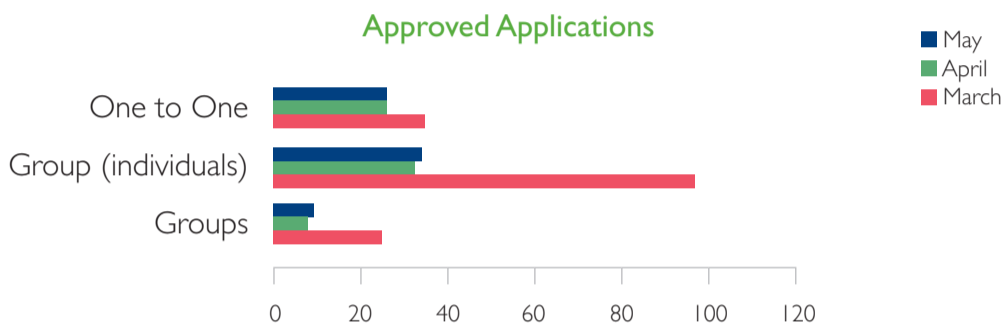
## March – May 2018

### RAG Status

■ Red: Behind with target ■ Amber: Nearly achieved target ■ Green: Target on track



### Advisory Service

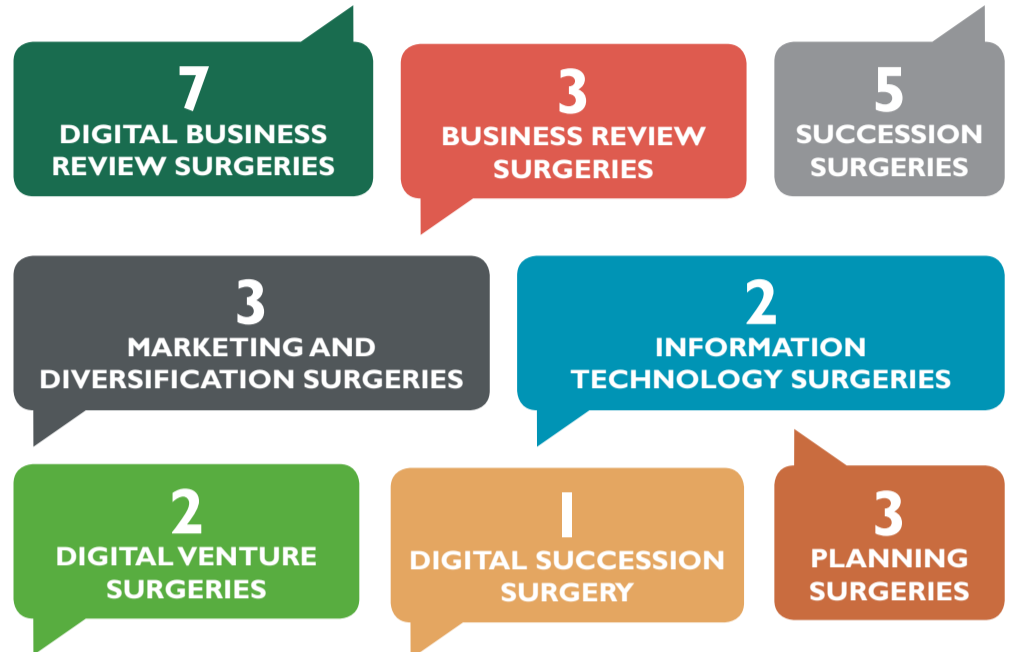


### One to one surgeries

Surgeries are one hour one-to-one advice with a consultant at designated venues.



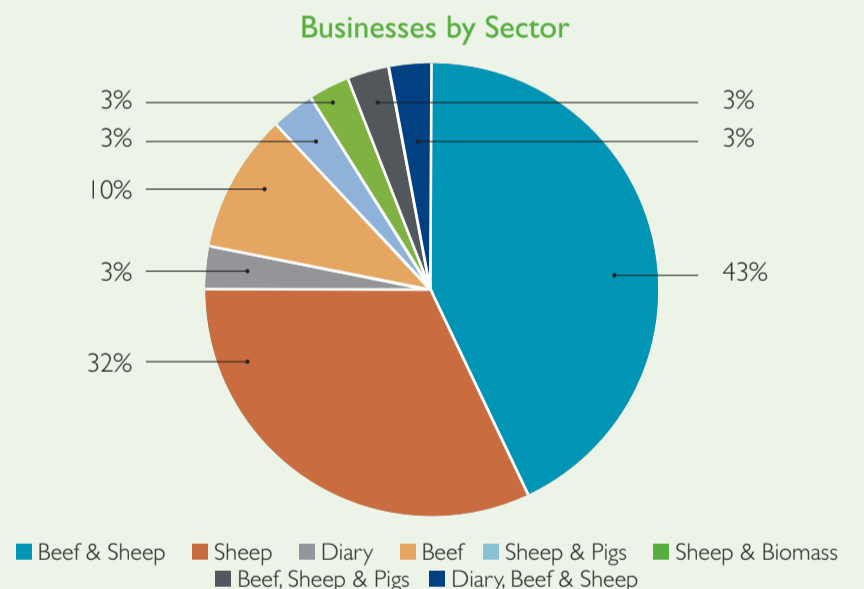
Annual target = 60 Target achieved = 26



### Succession Surgeries



Succession surgeries provide attendees with the opportunity to discuss putting forward a succession plan for the future.



### Case Study

#### Farmers take action to address agricultural pollution in Wales

Over 1000 farmers have applied for funding for a Nutrient Management Plan (NMP) prepared through Farming Connect's Advisory Service. These plans provide farmers with bespoke advice tailored to their individual farms which will benefit the environment, improve farm soils and reduce expenditure on inputs.

Farmers registered with Farming Connect can receive up to 80% funding for NMPs or these can be fully-funded as group advice for Farming Connect registered businesses.

Many of the farms which requested NMPs are now tapping into another level of technical support provided by the Advisory Service, for example infrastructure advice and grassland management advice among other topics.

[Click here](#) to learn more.

### Type of enquiries received:





### Case Study

#### Succession Surgery

Succession surgeries can provide guidance on retirement plans, distribution of assets, rules and taxes, and land transfers in order to make a smooth transition to the next generation of farmers.

**Location:** Dolgellau

**Month:** May

**Consultant:** Caryl Vaughan, Swayne Johnson Solicitors

**Businesses present:** 7

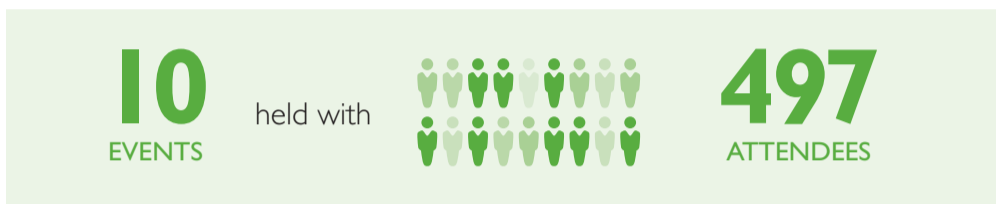
**Feedback:** 100% rated the surgery as good or excellent

**Feedback from beneficiary:**  
"This surgery made me realize that I really need to look further into this important issue."

### Strategic Awareness Events ■

...Sector specific roadshows, drop in events and workshops.

**Annual target = 70    Targets achieved = 10**



### Discussion Groups ■

Farming Connect discussion groups allow businesses to learn from each other, discuss challenges, consider opportunities and potentially find new and improved ways of doing things.



### Case Study

Dr David Davies of Silage Solutions recently visited a South West Dairy Group with the aim of providing individuals with information on good silage making and ensiling principles to ensure they have the knowledge and understanding to make better quality silage, and awareness of what causes wastage and how to minimise this.

Specific discussion was had regarding best practices when making silage, which included:

- the need to bring grass down to the desired DM of approx. 30%
- how it should be ensiled as soon as possible, ideally in 24 hours
- that cutting height is vitally important depending on conditions
- that the mower should spread the grass out into a wide swath straight after cutting to help with drying
- when raking, ideally the swath should be as wide as possible again to help with drying and to prevent the grass from heating out in the field

During the meeting fresh grass samples were mixed with water and tested for N levels which were discussed with members in terms of fertiliser applications and cutting dates.



### Case Study



#### Farming Connect tackling water pollution near Pendine

The first out of a series of meetings aimed at tackling water pollution was held by Farming Connect near Pendine on the Carmarthenshire and Pembrokeshire border.

Twenty-eight waterbodies in Wales have been identified as not reaching the required standards. These meetings are part of a wider, national campaign aimed at generating an industry commitment to eliminating pollution to demonstrate the high standards and reputation of Welsh farming.

Those who attended the meeting learnt about the ways Farming Connect can support Welsh farmers to make positive changes. The Farming Connect Advisory Service can provide 80% funding for expert, independent, confidential and bespoke advice on soil and nutrient management planning, slurry and farmyard manure management and storage and farm infrastructure. Eligible businesses registered with Farming Connect can also access 100% funding (up to a maximum of €1500) as part of a group of 3 or more.

"We are delighted with the response from the farming community", said Carys Thomas, Farming Connect Regional Manager. "It shows that farmers are taking the issue seriously and are committed to improving the water quality in this area. This meeting was in addition to the existing Agrisgôp group that has been established to create and implement an approach to protect and improve water quality and benefit farm businesses."

[Click here](#) to read more.

**Feedback from attendees:**

"There is fabulous help and support available for farmers to make simple, cost effective improvements."

"It's important to ask for advice"

"I now have a better understanding of the agri pollution problem"

"I've learnt how much water effects slurry storage capacity"

"I need to get up to speed with legislations"

### Farming Connect Website and Social Media ■

Number of unique page views (March – May 2018)	79,257
Average time spent on website	00:01:33
Number of followers on Twitter as of 31.05.18	4,140
Number of likes on Facebook as of 31.05.18	7,210

