

Venture is designed to help match farmers and landowners who are looking to step back from the industry with new entrants looking for a way into farming. It guides people on both sides through the key steps required to find a potential business partner. An integrated package of training, mentoring, specialist advice and business support equips participants with the skills, knowledge and confidence needed to help them achieve their goals.

The key steps in the **Venture journey** could include...



RAG Score

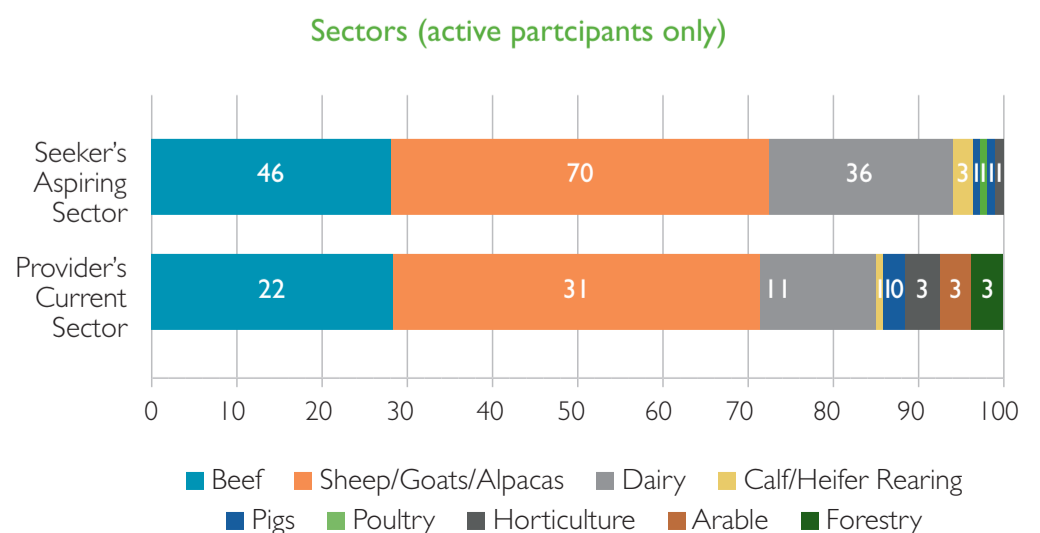
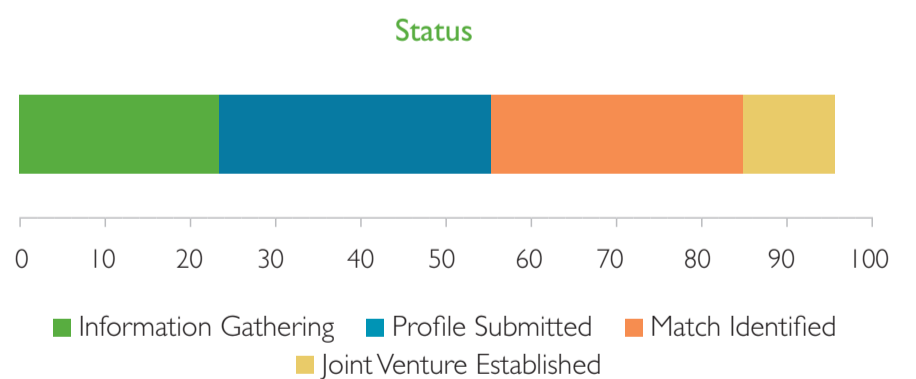
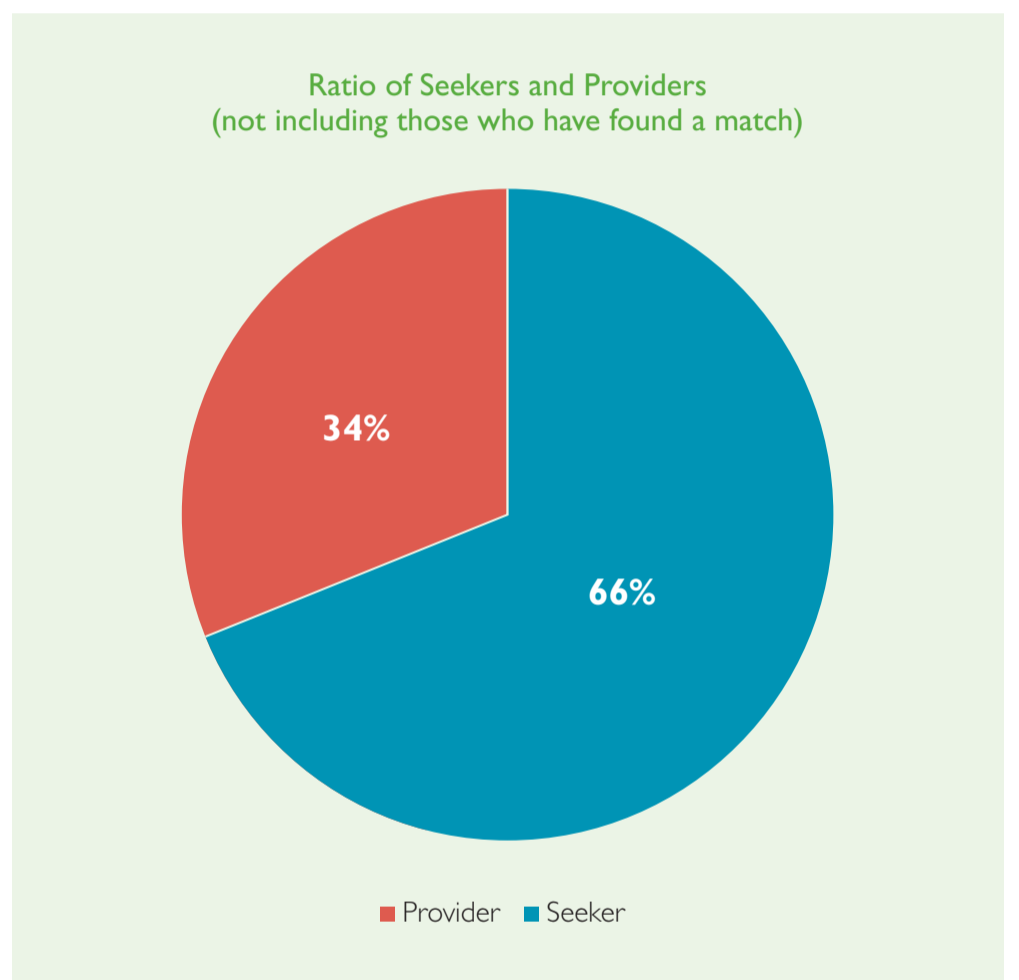
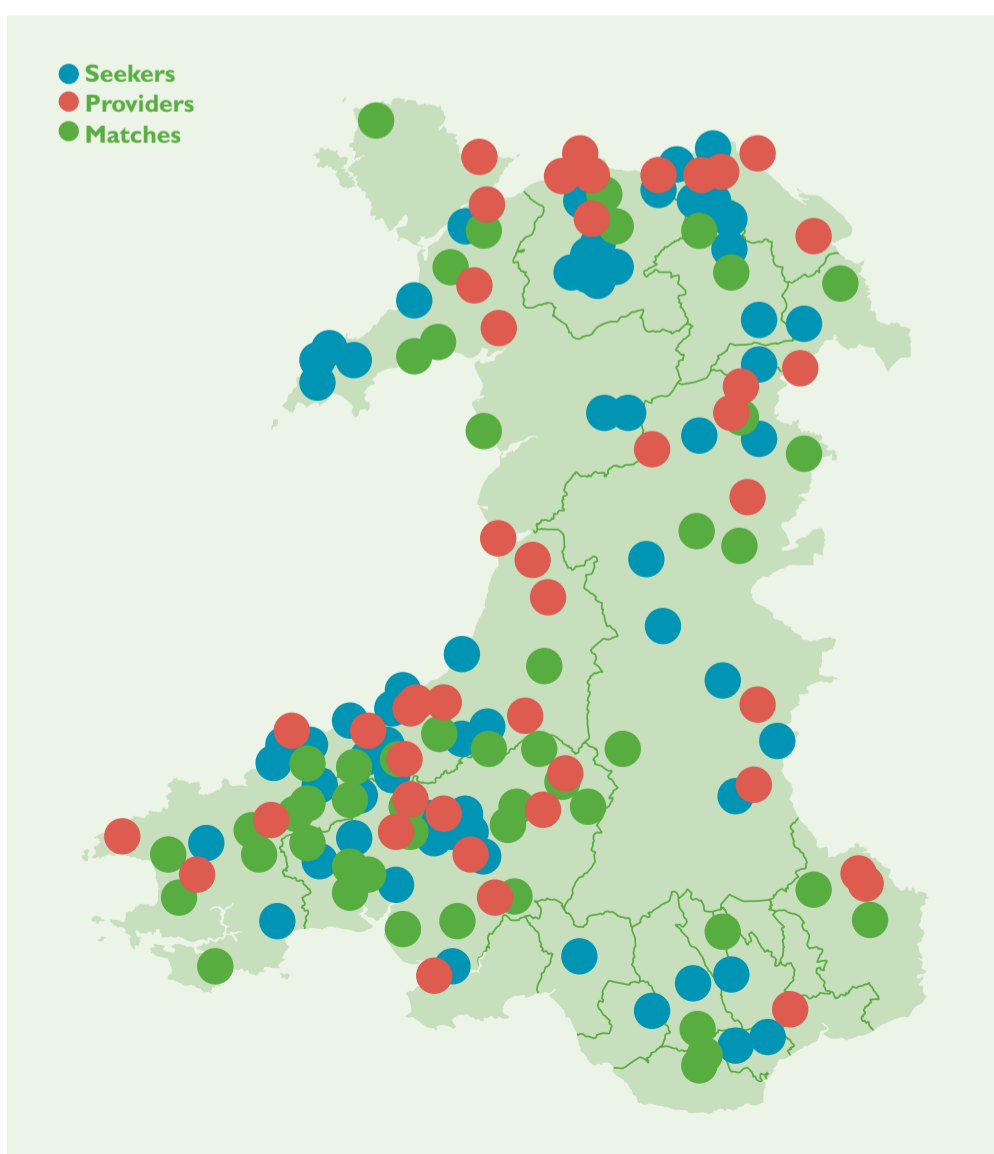
Red Amber Green

Green Project and events are on target



* 19 of the 68 providers registered have completed a profile which are regularly shared with seekers.

Map of opportunities:



Current opportunities:

Location	Size (ha)	Sector	Reference Number
Llangadog	38	Sheep	47
Haverfordwest	2	Horticulture & Small Scale Poultry	87
Aberystwyth/Machynlleth	267	Sheep	105
Llandysul	92	Beef & Sheep (no cattle currently)	126
Hay on Wye	60	Beef & Sheep	169
Abergele	100	Beef & Sheep	189
Llanfyllin	29	Forestry	220
St Davids	1.2	Horticulture	239
Gower	80	Beef & Sheep	242
Carmarthen	36	Beef & Sheep	244
Monmouth	161	Dairy	318
Cardigan	73	Dairy	326
Colwyn Bay	47	Dairy	340
Carmarthen	33	Beef & Sheep	407
Swansea	18	Beef & Sheep	412
Carmarthen	161	Sheep	419



Case Study

Farming Connect's Venture programme has helped facilitate a hugely successful joint venture arrangement for two Carmarthenshire farming families

Carmarthenshire farmer Bryan Thomas has dedicated his working life to being a dairy man. Originally a tenant at Berllan Dywyll in Llangathen, which is today a 270 acre holding, Bryan and his wife Mary have been owner occupiers since the early 90s.

About ten years ago, aware that they needed to start planning for the future as both their sons had followed careers away from the farm, Bryan and Mary began thinking about bringing a new young farmer into the business. They were introduced to Dyfrig Davies by agricultural consultant John Crimes and were immediately impressed by his work ethic and commitment to dairy farming.

The 'match' was made and ten years later, Dyfrig freely admits that Bryan's offer was 'the chance of a lifetime'. The trial arrangement proved so satisfactory for both families, that months extended seamlessly into years. In 2015, thanks to the support which had become available through Farming Connect's Venture programme, the partnership received fully funded business, financial and legal advice which enabled them to create a balanced formal agreement, working out how best to share both the rewards and risks of the joint venture.

"Not everyone will be lucky enough find the perfect match immediately, but that shouldn't prevent any young farmer from aiming high and considering a joint farming arrangement. The Venture programme will provide them with the guidance they need along the way!", says Dyfrig.

Some highlights from our online and social media platforms:

Facebook 23/11/2018

Are you a young entrant looking for a route into farming? Here are some of the opportunities available currently under the Venture programme. To express an interest or for more information, contact your Venture Officer.

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For more info head over to our website: <http://bit.ly/2yCCFOH>

Booklet: <http://bit.ly/2Apx7FV>

People Reached: 6,989

Engagements: 1,186

Likes, comments & shares: 43

Key objectives for next quarter:



Business Assessments

- Is the enterprise viable?
- How can they make it more attractive?
- Begin business planning

Mentoring

- Share ideas
- Second opinion
- Motivation

Support & Challenge

- Raise confidence
- Interview skills
- Communication training
- Secure finance
- Coaching



CEFNŌGI MENTRAU AR Y CYD
SUPPORTING JOINT VENTURES

Are you a new entrant looking for a route into agriculture?
Do you want to scale down or take a step back from the industry and provide an opportunity for a new entrant?
Why not consider a joint venture?
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Llywodraeth Cymru
Welsh Government

Update on our partnerships so far...

- Providers
- Seekers
- Matches

Currently working with **44** potential matches
12 new joint ventures have been established

HANDBOOK
Our new handbook provides information on the key steps involved in setting up a new joint venture. Learn about:

- Taking stock and evaluating your assets
- Finding the right match
- Creating a balanced agreement
- Selecting a legal framework
- Thinking long term

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