

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.

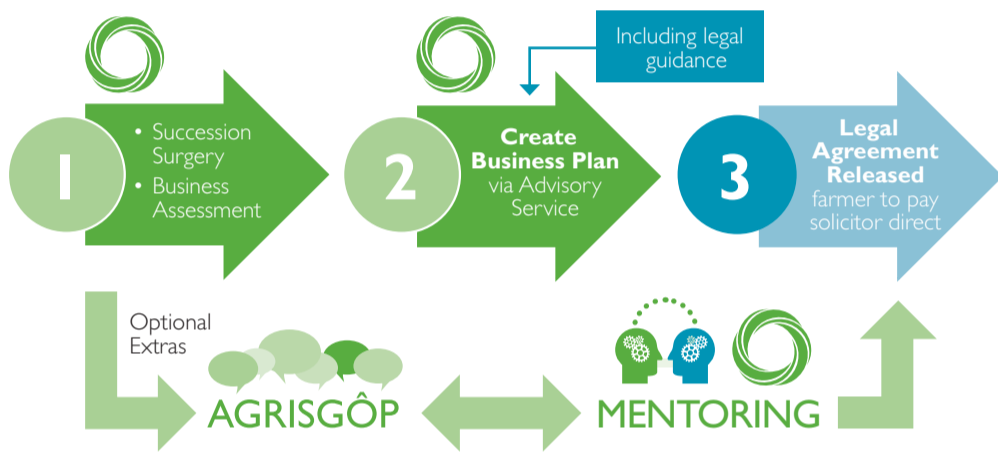
The key steps in the **Venture journey** could include...



RAG Score

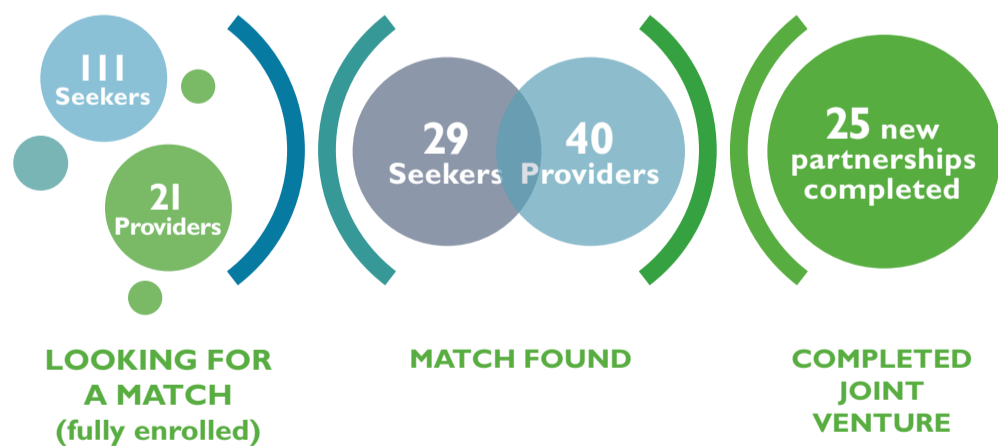
■ Red ■ Amber ■ Green

Green Project and events are on target



492
EXPRESSIONS OF INTEREST
SUBMITTED SINCE THE
START OF VENTURE

201
ACTIVE
PARTICIPANTS



41,000
ACRES
OF LAND
INVOLVED

119
HAVE FOUND
A MATCH

* Active participants refer to those who have fully enrolled by completing a Venture profile or are currently receiving business planning advice to establish a joint venture.

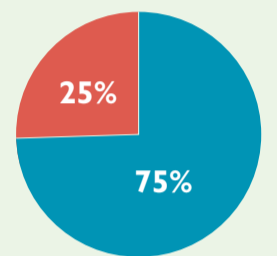
* Acres of land involved included land area of all Providers enrolled in the Venture programme, including land being advertised, land which has a potential Seeker assigned to it, land which is involved in a completed joint venture and the land of those who are in the early stages of the process.

* Providers offering an opportunity refer to landowners who are currently publicly advertising their opportunity.

* Those who have found a match includes those developing a new joint venture with a potential business partner and also those who have completed the process and established a new joint venture.

Ratio of Seekers and Providers (not including those who have found a match)

■ Provider
■ Seeker

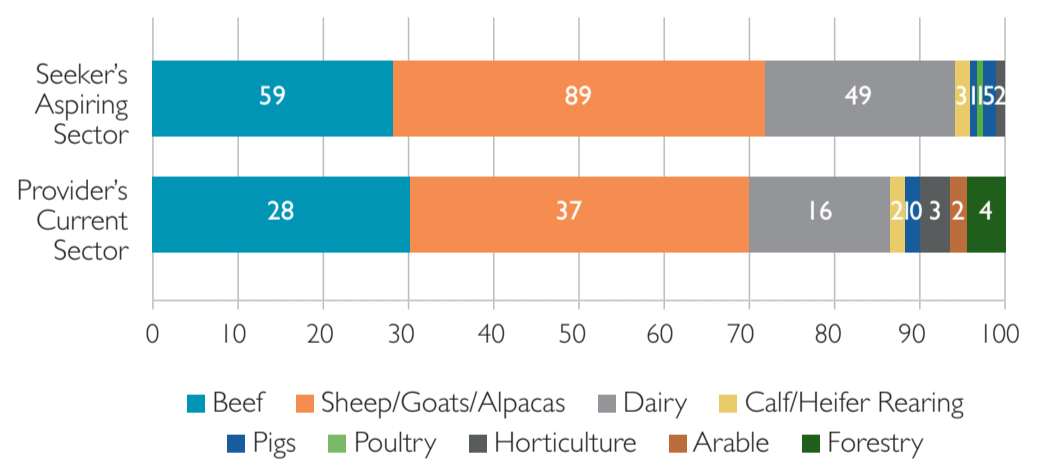


Status



■ Information Gathering ■ Profile Submitted ■ Match Identified
■ Joint Venture Established

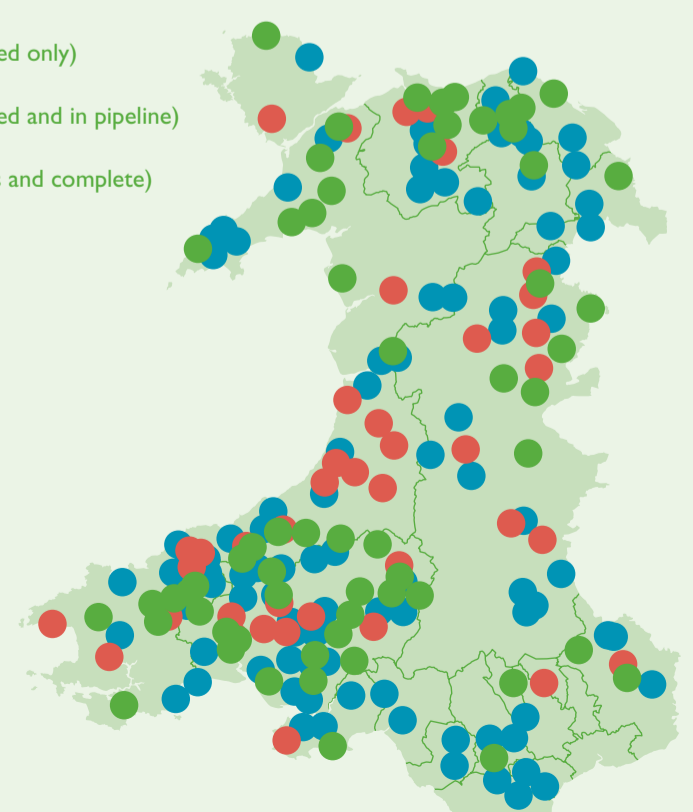
Sectors (active participants only)



● **Seekers**
(fully enrolled only)

● **Providers**
(fully enrolled and in pipeline)

● **Matches**
(in progress and complete)




Nurture the Venture

Nurture the Venture was launched in order to support newly formed joint ventures and ensure they can handle any potential 'bumps in the road' during the initial years of the agreement.


The programme was split into two components; a one-day course designed for providers and a one-day course tailored to the seekers.

Topics covered by the provider course included:

 Sharing knowledge and expertise tactfully

 'Letting go' of the day to day business


 What makes a good business relationship?


 Maintaining a successful agreement

Topics covered by the seeker course included:

 Financial management and budgeting skills

 What makes a good business relationship?

 Exploring the use of KPIs

 Managing expectations

Start to Farm Conference



The Start to Farm conference was held on the 4th of June and attracted around **80** delegates including individuals from England, Scotland and Northern Ireland. Speakers included Hannah Jackson (the Red Shepherdess) and Cody Wood from the USA. There were breakout workshops on joint ventures, finance acquisition and new entrant policy. There were **38** Farming Connect registered delegates.

Business Bootcamp

The first Business Bootcamp was held in June at Nant Gwrtheyrn.

The Farming Connect Business Bootcamp is an intensive residential course designed to give new entrants into agriculture the confidence, skills and motivation to grasp opportunities, develop efficient businesses and build a successful career. Emphasis is put on joint ventures and collaborative farming and those taking part have to be enrolled with the Venture programme.

9 individuals attended and the feedback received was very good.

The programme included:

- **Making a good impression and communication skills** – Alun Jones, Chief Executive, Menter a Busnes
- **Entrepreneurship Workshop** – Tim Penn, Signature Leather & Big Ideas Wales Role Model
- **What does a share farming agreement look like?** – Wendy Jenkins, Cara Wales
- **The benefits of benchmarking and KPIs** – Marc Jones, ADAS
- **Business opportunities** – Elaine Rees Jones, Agrisgôp Leader & Diversification Adviser
- **Working out where you want to go and how to get there,** Wyn Owen, Organisational Development Consultant
- **Farm visit** – Rhys Williams, Trygarn Farm
- **Motivational speaker** – Matthew Jackson



Venture helps new entrant secure "close to perfect" opportunity to farm

Carine's family has farmed Glanmynys near Llandovery for generations. She was keen to secure the farm's future, share the responsibility for the day to day running of the farm, and allow the farm to continue to develop.



A share farming agreement offered a solution and the opportunity was advertised through Agri Advisor and Farming Connect's Venture scheme. The result is the agreement Carine now has in place with Peredur Owen, a farmer's son from north Wales.

Peredur, who had been working for Dunbia but wanted to get a foothold in farming; the scale and potential to farm at Glanmynys, which extends to approximately 500 acres, provided an exciting opportunity. Peredur says the support provided by Venture was important to the process. "Neither of us had entered into an agreement like this before. Venture made it possible to have the best expert help available to produce a realistic and effective contract."

The pair started farming together in November 2018 and they now run a flock of 700 breeding ewes and 150 followers, 25 Simmental-cross suckler cows and 40 Angus-cross youngstock. The aim is to grow grass efficiently and convert good quality forage into liveweight.

Click [here](#) to read more.

Young entrant Llŷr Evans from Pembrokeshire has been given the chance of a lifetime by his grandparents! Farming Connect's Venture programme had a helping hand too

It is two years since young entrant Llŷr Evans was given the chance of a lifetime by his grandparents John and Dailwen Vaughan who farm Glasdir, a beef and sheep holding near Boncath in Pembrokeshire. Supported by Farming Connect's Venture programme, John and Dailwen entered into a partnership agreement with Llŷr, giving him a 51% share in the livestock. It means that at just 21 years old, Llŷr is already building up his own capital investment while also learning how to manage a successful farm business alongside his very experienced grandfather.



"Llŷr is not only our grandson, he's a very ambitious young farmer. He's focused on ensuring the business performs at its best and thanks to benchmarking with other similar businesses, he knows what he's aiming for and is intent on developing the business further," says John.

Click [here](#) to read more.