

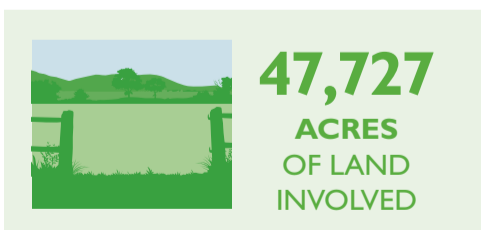
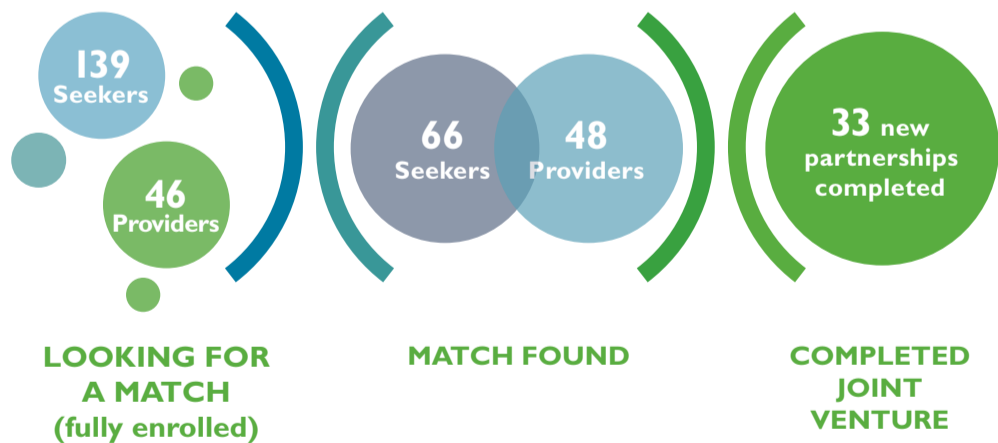
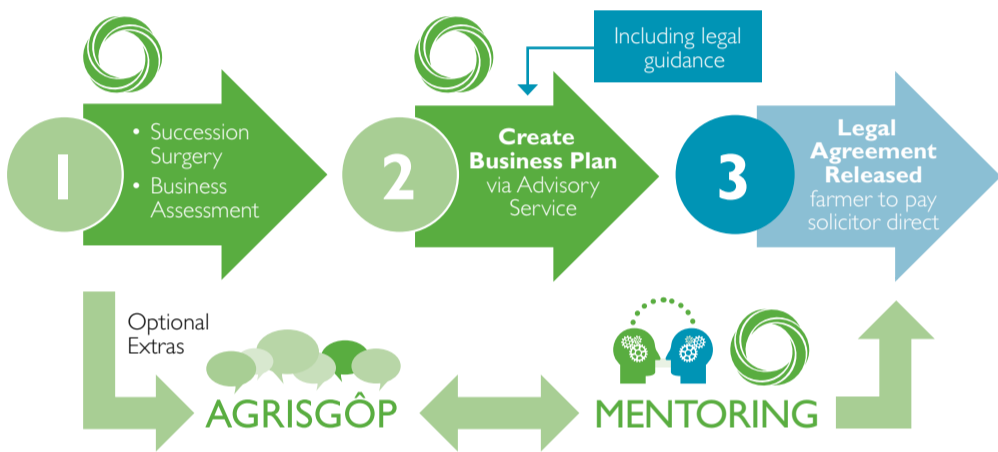
Venture is designed to help match farmers and landowners who are looking to step back from the industry with new entrants looking for a way into farming. It guides people on both sides through the key steps required to find a potential business partner. An integrated package of training, mentoring, specialist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



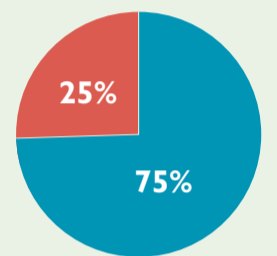
**RAG Score**

■ Red ■ Amber ■ Green

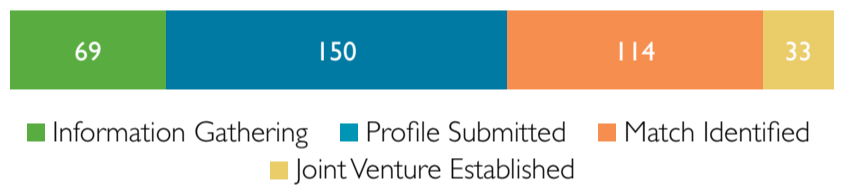


**Ratio of Seekers and Providers (not including those who have found a match)**

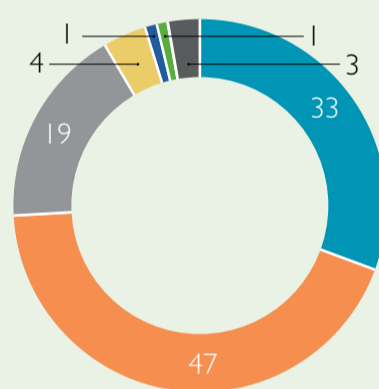
■ Provider  
■ Seeker



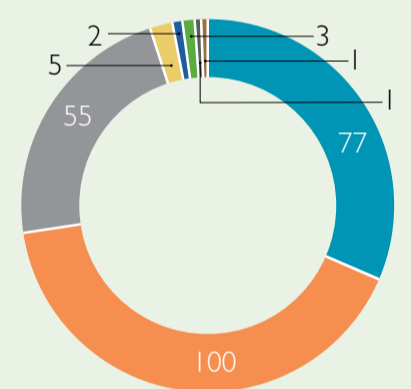
**Status**



**Provider's Current Sector**

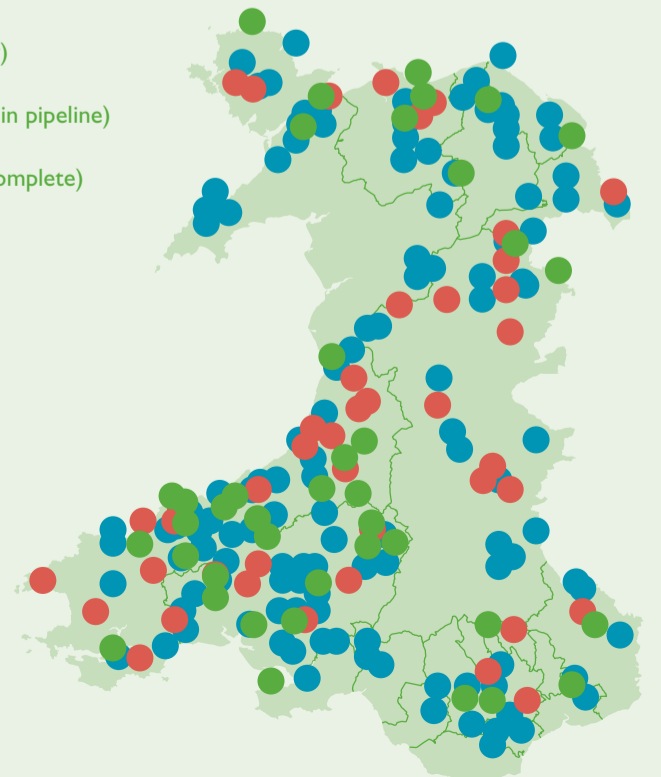


**Seeker's Aspiring Sector**



■ Beef      ■ Sheep/Goats/Alpacas      ■ Dairy      ■ Calf/Heifer Rearing  
■ Pigs      ■ Poultry      ■ Horticulture      ■ Arable      ■ Forestry

● **Seekers** (fully enrolled only)  
● **Providers** (fully enrolled and in pipeline)  
● **Matches** (in progress and complete)



\* 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.

## Case Study



Bryan and his wife Mary have been owner occupiers at Berllan Dywyll in Llangathen, Carmarthenshire 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 commissioned John Crimes, a partner with agriculture consultancy CARA Wales, to help them map out the future strategic direction of the farm business to ensure its long term sustainability.

Keen to help, when John was introduced to Dyfrig Davies, the younger brother of one of his local dairy clients, he spotted an opportunity. 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.

"Thanks to the Venture programme, both parties received customised support which enabled them to address the technical and relationship-building aspects of creating a strong and successful business-to-business relationship so that they have a formal balanced agreement within an appropriate legal framework," says John.

For Bryan and Mary, the arrangement means they have been able to stay at their family farm while also scaling back their involvement and day to day commitment, knowing that the future direction of the farm will one day be in Dyfrig's very competent and loyal hands. The partnership was able to commission John to produce an updated business plan, with a three year financial forecast, fully funded through Farming Connect's Advisory Service as part of the Venture process.

Click [here](#) to read the full article.

## Current opportunities:

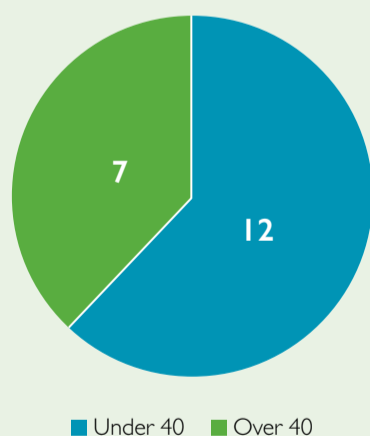
Location	Sector	Hectares	Venture Reference Number
Llangadog	Sheep	28	47
Haverfordwest	Horticulture	2	87
Carmarthen	Sheep	40	105
Monmouth	Beef & Sheep	48	151
Mid Ceredigion	Dairy	175	157
Kington	Beef & Sheep	60	169
Llanfyllin	Forestry	29	220
St Davids	Horticulture	1.2	239
Colwyn Bay	Dairy	47	340
Rhayader	Beef & Sheep	80	375
Carmarthen	Sheep	65	419
Anglesey	Beef	50	468
Carmarthen	Sheep & Diversification	9.12	486
Llandovery	Sheep	60	492
South Ceredigion/ North Pembrokeshire	Beef & Sheep	62	494
Caerphilly	Dairy	250	586
Machynlleth	Beef & Sheep	250	587

## Mentoring Programme



**19** INDIVIDUALS HAVE RECEIVED MENTORING SUPPORT ON JOINT VENTURES

Mentee split by age



Topics discussed:

Setting up a new joint venture partnership

Share farming in the dairy sector

Establishing a successful business relationship

Choosing the right opportunity

## Events

### Securing your farm business for future generation – is Joint Venture an option?

Farm business succession is hardly ever straight forward and for some, there is no clear successor. The Venture programme can match landowners up with new entrants who can enter the business to farm alongside them. However, it can be an enormous step and there are many implications to consider. These events were designed to support and guide farmers through the process and discuss the legal and financial aspect of entering a joint venture agreement with a new business partner, including the tax implications and business structure. Speakers included solicitor Dr Nerys Llewelyn Jones, Agri Advisor; business consultant Wendy Jenkins, CARA and local landowner who set up a successful joint venture.

Feedback from attendees:

*"I now know what I must do to secure the farm for a young entrant and I have realised the sooner I get started, the better."*

*"I learnt about the possibility of using a joint venture to work with other people and expand an existing farming business."*