

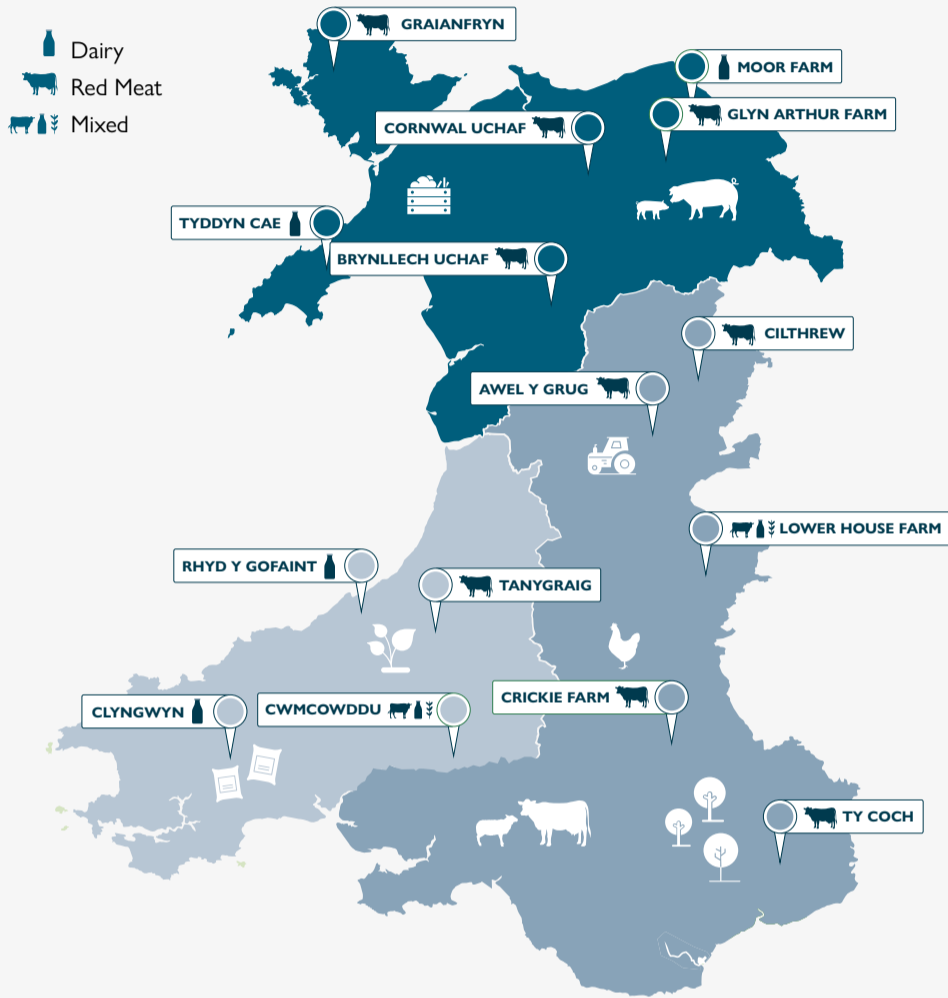


# Business

## Our Farms

Fifteen demonstration farms recruited for the Our Farms network were introduced at the Royal Welsh Agricultural Show. All on-farm projects will align with the SLM outcomes.

Find out more about the farms forming the network in the [network introduction video](#).



## Mentoring

- 98** Individuals have accessed mentoring during this period
- 429.5** hours of mentoring have taken place during this period
- 249** mentoring sessions have taken place during this period
- 65%** of all mentoring sessions have been related to Business this period

## Individuals are requesting mentoring on the following topics



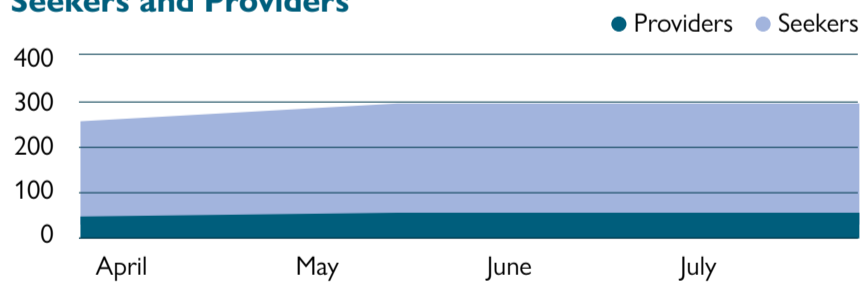
- Administration and paper work **23**
- Benchmarking **1**
- Business management and Planning **25**
- Direct selling **8**
- Energy efficiency **1**
- Health & safety **9**
- ICT **26**
- Innovation **8**
- Joint ventures **16**
- Marketing **10**
- Personal development **14**
- Property development **14**
- Renewable energy **3**
- Sheep milking **1**
- Sheep dog handling **66**
- Succession **12**
- Tourism **7**

Extracts from mentoring diaries include:

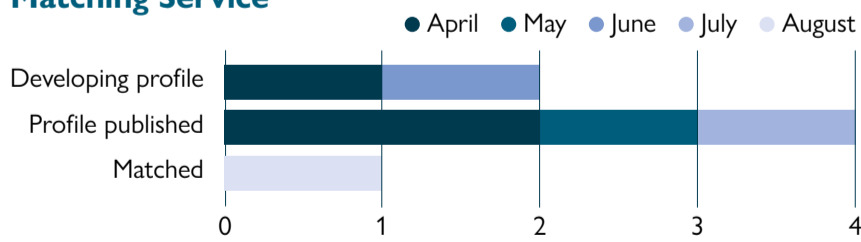
- “We discussed all aspects of the new direct selling venture at Beeches and particularly the idea of adding beef to the lamb boxes business which is in the early days but going really well.”
- “We went through filing the VAT return and discussed a bit of housekeeping and reconciling the business bank account.”
- “Discussed HSE booklet ‘what a good farm looks like.’ Use of vehicles and machines – most staff fully trained  
Checks and maintenance.  
Making sure all equipment is suitable for task to comply with PUWER.  
Pesticides – all staff trained and tested.  
Workshop discussed and siting of welding gear.  
Discussed importance of checking site before fencing or spraying takes place.”

## Start to Farm & Succession

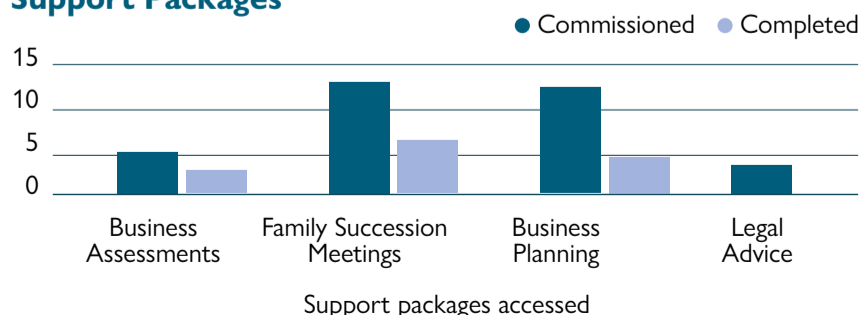
### Seekers and Providers



### Matching Service



### Support Packages






## Continuous Personal Development

**192** PDP's were completed in this period



## Discussion Groups

### 2 meetings in this period

-  Sectors focused on: **Dairy** with **2** meetings
-  SLM outcomes: **Resource Efficient** with **2** meetings
-  Characteristics: **Resilient and Productive**  
Lowering external inputs to maximise profits and benefit the environment with **2** meetings

Key words: Introduction, Discussion, Measuring success, Profit, Success, Benchmarking, Different Systems, Herbal Leys



## Advisory Service



- 4** Delivered advice for Business plans
- 15** Delivered advice for Diversification Business plans
- 2** Businesses supported with Joint Ventures

## Skills & Training




- 21** individuals have completed Business related training courses

Courses include:  
Emergency First Aid | Working Safely in Agriculture and Horticulture | Marketing your Business

## Welsh Sheep Genetics Programme



One of the key objectives of the WSGP is to improve flock performance within Welsh farm businesses. By implementing changes based on genetic improvement, the aim is for flock performance and efficiency to increase, leading to increased profitability of the farm business.

-  **64 new flocks** have been recruited to join the programme, in addition to **42 flocks** which transitioned over from the previous HCC Hill Ram Scheme.

During this period, participants of the WSGP have been completing a Breeding Action Plan focusing on key performance indicators (KPIs) to assess current flock performance and identify key areas for improvement. Knowledge transfer activities focusing on selecting rams based on EBVs, as well as how breeders can market their recorded rams have been undertaken, with the objective of increasing business profitability and efficiency through maximising the use of genetics within the flock.

## eLearning






- 124** individuals have completed Business themed modules on a range of topics including:



Farm Benchmarking	Health and Safety – Risk Management in Forestry and Farming
Farm Business Diversification	Planning and Finance
Farm Human Resources	VAT
Fundamentals to a Successful Business	

## Agrigôp

### 11 Agrigôp meetings have taken place:

-  **11** Agrigôp meetings have taken place
-  **87** total attendance of Agrigôp meetings during this period
-  **30.5** hours spent at Agrigôp meetings during this period

Groups that met during this period focused on:

-  The creation of a local tiered Wagyu beef supply group, bringing together dairy farmers, calf rearers and growers/finishers to harness a strong demand for specialist high quality beef.
-  Exploring options that reduce the cost of feeding beef and sheep

## Horticulture



-    **5** Horticulture events supported **29** individuals from **20** different businesses

These event attracted a variety of horticulture businesses, new entrants and livestock farmers.

-  **1** horticulture business support sessions delivered to **2** individuals from **1** business

Production efficiencies and routes to market were the two areas of focus for this session.

