



Business

Accredited Training



33 individuals completed training in this period

22 businesses were supported

Popular courses included:

Course	Number of claims
Book keeping	15
Emergency First Aid at Work	5
First Aid at Work	2
Level 2 Award in Food Safety in Catering, Manufacturing or Retail	3
Marketing your Business	2

Feedback: "I feel more prepared in case of an accident. I now, know where the nearest first aid box is and what's in it."

E-learning



146

Individuals Supported

109

Businesses Supported

Modules completed included	Individuals trained
Mandatory Unit: Health and Safety – Risk Management in Forestry and Farming	105
Mandatory Unit: Fundamentals to a Successful Business	17
Food Safety for Growers of Fresh Produce	3
Horticulture: Due Diligence for Small Growers	3
Succession – It's Not Just About Tax!	3
Mandatory Unit: Developing Leading and People Skills for a successful business	3
Diversification And Adding Value	2

Strategic Awareness Events



3 Events

188

Attendees

Surgeries



105

Surgeries completed

Topics included: Legal, Business, Finance and Succession

Horticulture



Horticulture training



7 Horticulture events delivered to **51** individuals from **42** different businesses

Titles: Growing and Marketing Niche crops and building soil health within a regenerative market garden | On the sofa with Darragh McCulloch – One of Ireland's premier growers | Navigating the planning



54%

54% of all sessions aligned with the SLM outcome of resource efficiency

Business support



56 business support sessions delivered to **54** individuals from **46** businesses

Topics included: Business efficiencies, digital marketing strategies, Horticulture opportunities, Grower standard – Due Diligence.

Feedback:

"Great session, would like to book another one, enthusiastic and supportive as well as able to offer constructive criticism"

"Very clear and tailored to my needs".

Supply chain cluster

3

Meetings

27

Participants

Cluster title	Number of attendees
Marketing and Soil health	5
Planning cluster Meeting	16
Pre planning Cluster Meeting	6

Advisory Service



The Advisory Service supported the following instances of advice:

47

Business Planning

1

Technical – Agri-environment, ecosystems services & biodiversity

15

Technical – Carbon Advice

6

Technical – Livestock Management & Performance

2

Technical – Woodland Management

Feedback: "The advice and business plan will allow us to develop the new enterprises with the financial knowledge we require".

Masterclasses



Topics included:



Power up your farm: Workshop on renewable energy options for agriculture



Net zero workshop: practical and achievable measures to adopt on-farm

What have you learnt?

"The available options for farm renewable energy generation"

"Storage options and local electricity sharing"

"How different systems affect carbon output."

Agrisgôp



18 Agrisgôp meetings have taken place:



99 total attendance



48 hours spent

Groups that met during this period focussed on:

1. The flowers and herb group met for the first time where members shared their current experience and aspirations for developing their businesses. All identified what they were good at, what they enjoy doing and what they can make money from, and shared their favoured business idea. These ranged from a lavender farm, veg boxes, mixed flower growing and arrangement classes, growing greenery and background foliage, packaging to reduce waste in the flower industry and guided tours of herb gardens.
2. Members identified what they need assistance with to develop their business, noting the following issues: making a financial commitment, fear of failure, making time from other work commitments, difficult family members, practical and legal terms of starting a business, finding a selling outlet, confidence, lack of land, skills in growing, business planning and identifying a market.
3. The farm diversification group visited farm fit where they have converted a farm building into a farm gym, the aim is to offer different fitness classes incorporating farm equipment and the outdoors. The owner talked about how he got started, who helped him with website and social media, and how the business has grown. He then discussed his plans and projects for the future.
4. The energy group met to discuss and compare Power Purchase Agreement (PPA) offers they have received for their renewable energy enterprises. Offers ranged within 15% between highest and lowest. We also discussed the options available, such as Renewable Energy Guarantee of Origin (REGO) auctioning.

Mentoring



36 Individuals have accessed mentoring



141 hours of mentoring



58 mentoring sessions



18% of all sessions were related to this theme

Topics covered in mentoring sessions include:

IT skills

Succession

Financial software

Extracts from mentoring diaries include:

1. We looked into social media platforms and web design relating to the mentees on farm education business.
2. The mentee came to visit Bargoed Farm to gain more understanding on the weddings element of our business. We also discussed the Mentee's idea of installing temporary yurts and whether it would be better to have a permanent building.
3. We went through the mentees livestock management app, some basic IT skills, as well as how to navigate the CTS online system so the mentee can manage his cattle.

Our Farms Network



On-farm projects include:



Flock review to achieve long term business goals

Discussion Groups



29 discussion group meetings took place

10

Meetings

51

Attendees



23 hours of CPD

Keywords: Sharing best practice, SWOT analyses, Diversification, Added value

