



# Resilient and Productive

Benchmarking and business planning | Lowering external inputs to maximise profits and benefit the environment | Converting to organic/regenerative farming | Diversification (including into horticulture) & adding value | Joint ventures, succession planning & new entrants | Biosecurity (livestock and arable) | Horticulture start-up and development

## Our Farms



100% of business reviews completed on the Our Farms Network Demonstration Farms

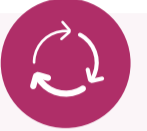


- › Reduce purchase feed
- › Reduce fertiliser
- › Reduce cost of production



- › Increase self-sufficiency
- › Protein crops
- › Growing for the environment

## Start to Farm & Succession



July

August

302

58

306

62

Seekers

Providers

Seekers

Providers

## Discussion Groups



54 discussion group meetings took place



33 meetings delivering against Benchmarking and Business Planning



10 meetings delivering against Biosecurity



47 meetings delivering against lowering external inputs to maximise profits and benefits to the environment

Key words: Challenge, diseases, cost of production, performance, recording, systems, body condition score, quarantine

## Advisory Service



Business planning including benchmarking, these will also be looking at lowering external inputs:

6

Businesses supported from the Advisory Service

3

Businesses supported in relation to Diversification opportunities

2

Businesses supported in relation to Joint Venture

## Agri Academy



### Junior Agri Academy

Destination: Royal Flora Flower Auctions, Aalsmeer, Abersterdam



Key words: Shortening supply chains

Extracts from mentoring diaries include:

“Taking home many new ideas and approaches to make changes within my own business at home. It also helped open up my eyes to ways I could develop my business in the future, and how to continue to grow my customer base. I had a shift of mindset and enthusiasm for what I was doing and it helped me further confirm I am doing the right things and going in the right direction with my business.”

“Interesting to see how farmers connect with their customers, and often sell direct.”

## Animal Health and Welfare



19

Workshop offered

258

Attendees

169

Business supported

SFS Characteristics	Workshops Offered	Attendees	Businesses supported
Benchmarking & business planning	1	10	8
Biosecurity	18	248	161

Workshops included: Sheep Lameness and Flock Fertility and Maximising suckler cow productivity

## Mentoring



286 hours of mentoring have taken place



- Benchmarking and business planning **60%**
- Diversification (including into horticulture) and adding value **24.2%**
- Horticulture start-up and development **6.1%**
- Lowering external inputs to maximise profits and benefit the environment **3%**
- Converting to organic/regenerative farming **3%**
- Joint ventures, succession planning and new entrants **2.4%**
- Biosecurity **1.2%**

## Skills & Training



### Benchmarking & business planning



Completed courses include Marketing and Book Keeping

## Agrisgôp



16 Agrisgôp meetings have taken place



- Lowering external inputs to maximise profits and benefit the environment **30%**
- Diversification (including into horticulture) and adding value **30%**
- Benchmarking and business planning **25%**
- Joint ventures, succession planning and new entrants **10%**
- Converting to organic/regenerative farming **5%**

## eLearning



	50 Courses on offer	27 Completions	23 Businesses Supported
Benchmarking & business planning	<b>10</b>	<b>10</b>	<b>19</b>
Biosecurity	<b>33</b>	<b>5</b>	<b>3</b>
Converting to organic/regenerative farming	<b>2</b>	<b>1</b>	<b>1</b>
Diversification	<b>5</b>	<b>2</b>	<b>2</b>

E-learning completed included: Fundamentals of Successful Business, Bovine TB, Grazing Systems and Farm Business Diversification

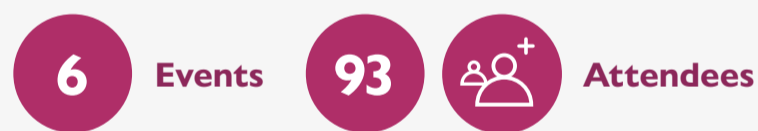
## Events



### Welsh Sheep Genetics Programme

During this period, the Welsh Sheep Genetics Programme has held various activities with a focus on specific SFS characteristics.

Key messages focused on improving flock performance and efficiency, with an objective on improving business profitability and resilience in preparation for the future.



Horticulture activity in this quarter focused around the SLM outcomes of Resilient and Productive and Resilient Ecosystems. Outline of bespoke horticulture training:



- |                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                        |
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| <ul style="list-style-type: none"> <li>■ Business support <b>29%</b></li> <li>■ How to maximise food production on a limited space <b>26%</b></li> <li>■ Collaboration in practice <b>20%</b></li> <li>■ Making flowers a viable option <b>14%</b></li> <li>■ Small scale intensive vegetable production <b>11%</b></li> </ul> | <ul style="list-style-type: none"> <li>■ Business efficiencies, challenges and opportunities <b>10%</b></li> <li>■ Increasing biodiversity on grower site <b>10%</b></li> <li>■ Principles and practices of Horticulture Integrated pest &amp; disease management <b>7%</b></li> </ul> |
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## Innovation and Diversification Wales



A line-up of exhibitors, speakers and presenters offering one-to-one surgeries, seminars and live podcasts on agri-related topics.

