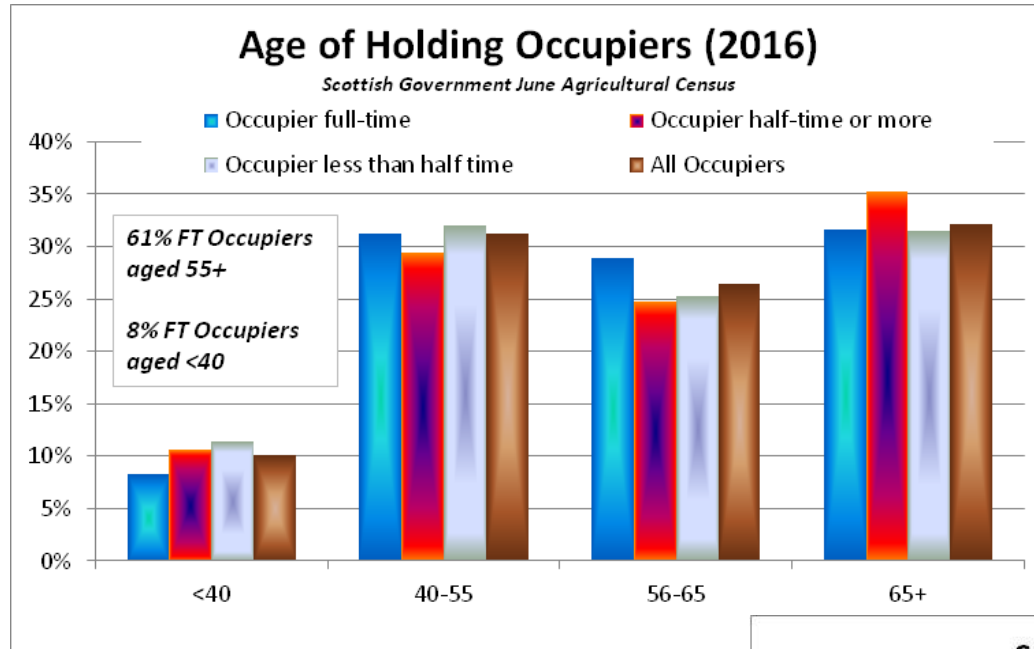


FARMING OPPORTUNITIES for NEW ENTRANTS

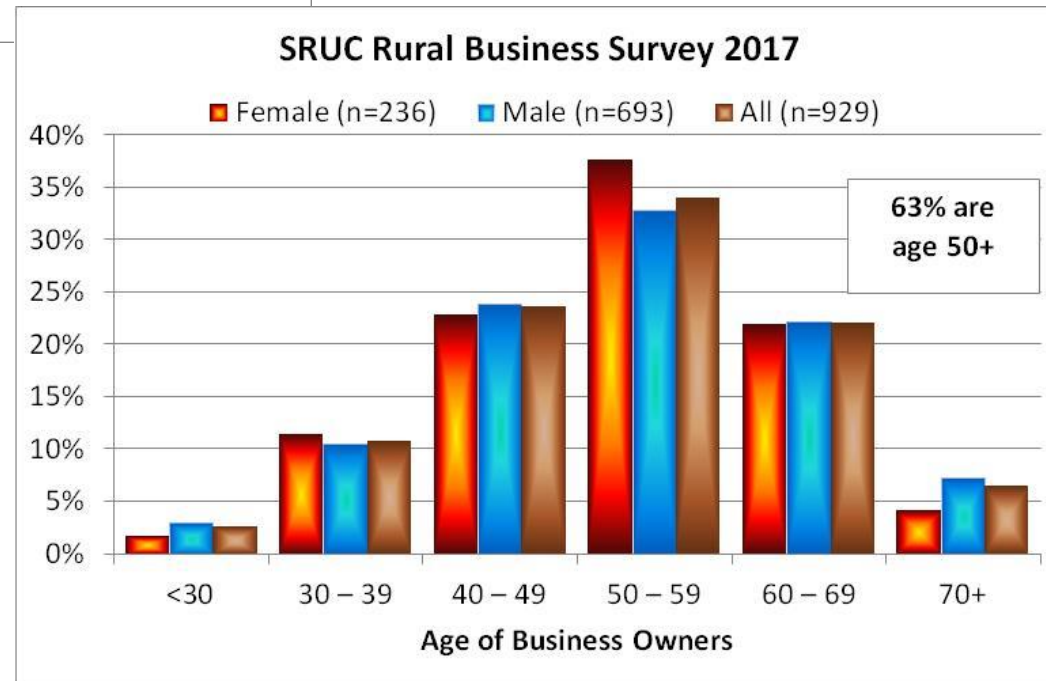
FONE

FARMER AGE



Slow retirement process

- Lack of successors?
- Retirement housing?
- Lack of pension?
 - Way of life?
- Useful Mentors?



THE STARTER FARMERS



STARTER FARMS

Living the dream

– meet some of our tenants



"We had been looking for a tenancy for seven years. **It's important not to give up.** Stay focused and if at first you don't succeed try, try, try again."

"Ten years will allow us to build on our experience and balance sheet to enable us to compete on a level footing with other established farmers."

Ross & Kirsty Williams, Upper Tullochbeg, Huntly



Forestry Commission Scotland
Coimisean na Coilltearachd Alba

For further information about
Forestry Commission Scotland's
starter farm initiative visit
www.forestry.gov.uk/starterfarms

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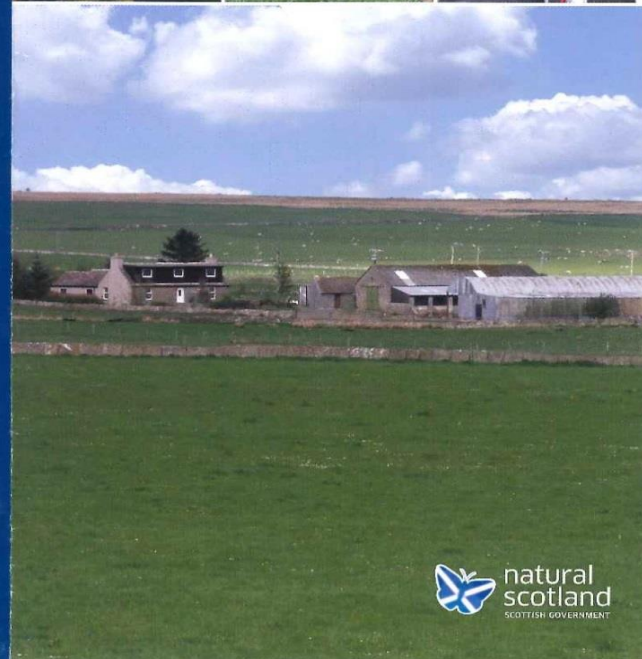
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Forestry Commission Scotland
Coimisean na Coilltearachd Alba

Starter Farms

Supporting Scotland's Future



 natural
scotland
SCOTTISH GOVERNMENT

Scottish Government's

suite of measures to support
New Entrants and Young farmers
become successfully established

FONE

Farming Opportunities for New Entrants programme

- Starter Farms with secure tenancy for 10 years
- Grazing opportunities
- Publically owned land - Forest Enterprise & Scottish Government



On top of the 9 STARTER FARM TENANTS **(+1 on RPID land)**

Spring 2016 -

7 units offered, 6 went to New Entrants.

West Argyll - 1

Cowal and Trossachs - 1

Scottish Lowlands - 4

Spring 2017 -

**19 units offered, 14 went to new entrants (2 had no offers,
3 went to established neighbours)**

West Argyll - 3

Cowal and Trossachs - 2

Scottish Lowlands - 3

Dumfries and Galloway 3

Borders 3

6 lettings also went coincidentally to New Entrants prior to the implementation of the current weighting application process.

This is a total of 35

Total 1349.31 ha (3334.15 ac). on the National Forest Estate.

THE FUTURE

In Argyll Forest District alone there will be 20 grazing licences converted to SLDTs in Spring 2018:

- Using the FONE Application Process**

- 881ha**

Plus a further 24ha (3 lots) of currently abandoned land which is being fenced.

FONE Video Clip

- **Video clip - FONE clip**
- **Link:**
- <https://www.youtube.com/watch?v=kVLh2QYO6j8&sns=em>
- **Embed code:**
- `<iframe width="560" height="315"
src="https://www.youtube.com/embed/kVLh2QYO6j8"
frameborder="0" allowfullscreen></iframe>`

FONE: NEW ENTRANT CONTINUES TO PROGRESS

Two new entrants get a step up

By Claire Taylor

TWO NEW entrant farmers have been given a tentative step on to the farming ladder on a Renfrewshire estate.

Elderslie Estates, in Houston, Renfrewshire, extends to 4000 acres and is mostly farmed in hand, but recently offered 170 acres of land to be split jointly between two new entrant farmers.

The two chosen were local boys, Archie Paterson and Allan Gordon, who were keen to develop their individual farming businesses.

Both young farmers stood out from a strong field of candidates and Archie Paterson commented: "I'm delighted to have been offered this agreement with the estate.

"I currently keep 600 sheep and hope to now be able to increase this significantly thanks to the additional 94 acres of land



ELDERSLIE ESTATES welcomes its new entrant farmers, left to right: tenant farmer Allan Gordon, Mark Crichton Maitland, owner of Elderslie Estates, and 'new' farmer, Archie Paterson

granted to me by the estate. I'm local to the area, so this was the ideal location for me to expand my business into."

Charlotte Maclean, of Galbraith, which is the estate's managing agents, said: "Archie and Allan were both new entrants

to farming, but having come from agricultural backgrounds, they have some solid experience under their belts, but each

had recently established their own farming businesses and were seeking more ground to increase their stock numbers."

Mark Crichton Maitland, owner of Elderslie Estates, added: "We were delighted to be able to offer this opportunity to two young and enthusiastic farmers. I'm acutely aware of the importance of ensuring the younger generation are given the opportunity to be involved in business decision making from an early stage and am delighted that the estate can help to be a part in building the careers of these two young farmers."

Allan Gordon, who manages a hill farm at Kilmacoll, also knows of the challenges faced by young entrants, he commented: "I'm grateful for this opportunity from Elderslie to gain this grazing as this allows me now to

build up my own stock of cattle.

"One of the biggest issues young entrants are facing is security on their land, this ground became available on annual agistment agreement which works for both landowners and farmers but offers no security for long term planning, which is difficult for young farmers without a main holding."

However, Ms McLean pointed out that the ageing demographic of farming is a growing concern and attracting fresh, young talent in to farming is vital to the long-term survival of the industry.

Currently, only 9% of Scottish farms are occupied by farmers under the age of 40 and figures like these are drivers behind why estates like Elderslie have said they are so keen to welcome young entrant farmers on to the farming ladder.

NEW ENTRANT ADVISORY SUPPORT

Scottish Rural Development Programme 2014-2020

• One To Many Advice

- Starter / Topic Specific Workshops
- Guidance Notes
- Case Studies
- Newsletter
- Website / Facebook
- Conferences

• One To One

- Mentoring for New Entrants
 - Specialist Business Advice
 - Carbon Audits



www.fas.scot/

SHARE FARMING

Joint Ventures for Landowners and New Farmers



National Advice Hub
T: 0300 323 0161
E: advice@fas.scot
W: www.fas.scot

Case Study Stephen Withers and Neil Sandilands



"Compromise - the right personalities, trust, and being fair are the main ingredients to share farming."

Get that right and the farm business can be in a better place."

Share Farming - A Different Approach for Owner and Operator

A short biog...

Share Farming is not common in Scotland but two farmers explain how it works for them.

Stephen Withers owns a farm near Jedburgh in the Scottish Borders. It is a mixed holding of arable, cattle and sheep. Different labour sources had been used in the past to assist with sheep work but Stephen retained day-to-day responsibility and management control.

It was not a favoured enterprise and he felt jobs were always being tackled reactively, having competing priorities across enterprises. Meanwhile Neil Sandilands had been providing casual labour at busy times, primarily for sheep work, whilst also trying to build-up his own small flock on seasonal grazings.

With no family wanting to take on the farm, there came a point

in time when Stephen either needed to employ a full-time shepherd or seriously review the whole business operation.

"There was a temptation to knocked the business into neutral and let it coast along" explained Stephen

"but I didn't want to see the farm in decline. I thought that if I had family interested in farming, letting them take responsibility for some of the business would naturally happen, so why not with someone else, provided you are happy to go into partnership with them?"

How does it work?

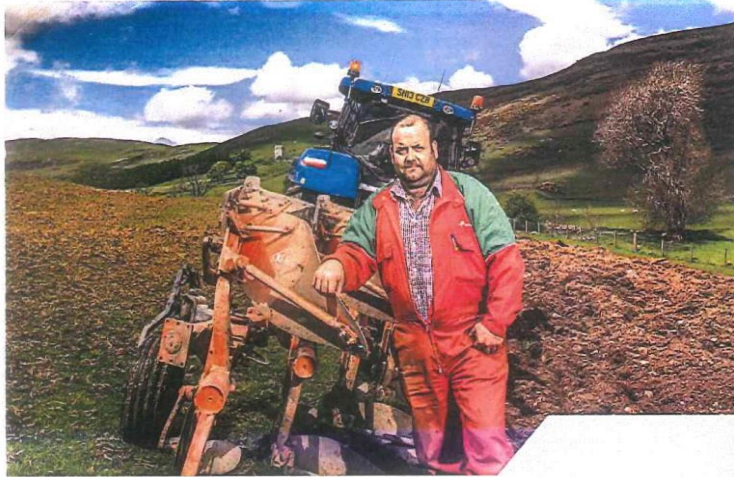
From the outset, Stephen set up a separate business partnership agreement with Neil to run the sheep enterprise as a joint venture.

Cont./



Scottish Government
Riaghaltas na h-Alba
gov.scot

CREATING SUSTAINABLE FARMING UNITS



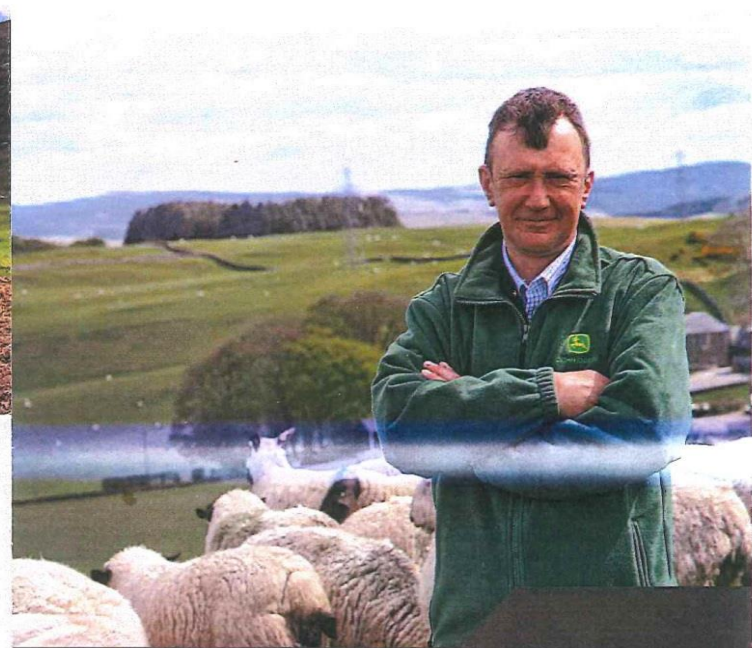
Increased capital has allowed the farm to be stocked at 920 ewes with the aim to increase to 1,120 ewes. Keeping investment between the estate and John has minimised third party involvement to ensure stability within the business to the benefit of both parties.

The estate has introduced benchmarking to continually monitor and improve business performance. In addition, the estate has provided health and safety expertise to help create a safer working environment for John and his team.

WEDP has also highlighted the potential for 396 acres of new forestry planting on the outlying ground and the addition of neighbouring in-bye land to offset the impact on sheep numbers.

The partnership has resulted in a stronger, more stable and sustainable business, while achieving operational excellence allowing a win-win situation. Running an efficient business will ensure John and his family achieve financial gains thereby delivering the joint vision of buying out the estate share of capital over the five year period.

www.buccleuch.com



CREATING SUSTAINABLE FARMING UNITS

Facing the challenges of farming today


BUCCLEUCH

CREATING SUSTAINABLE FARMING UNITS cont'd

CREATING SUSTAINABLE FARMING UNITS

Facing the challenges of farming today

Farming today faces multiple challenges. Lower gate prices and changing subsidy regimes means farmers must be increasingly innovative and agile if they are to make a decent return from their farms.

At Buccleuch we firmly believe that, if farming is to have a sustainable future, we must work closely with farming tenants to maximise their chances of success.

In many cases, historic farm units are not well suited to modern farming, and the difference in returns between top performing and median farms can make or break a rural business.

We have been working with a number of farming tenants – using a process we call Whole Estate Development Planning – to re-

structure farms in order to build competitive, sustainable, resilient units.

A HOLISTIC APPROACH

Whole Estate Development Planning is a holistic approach to land management, developed by Buccleuch as a framework to help make informed choices about future land use.

This process is enabling Buccleuch to engage constructively with forward-looking farm tenants to discuss how we can work together in different ways to secure a better future.

The catalyst for this may be the retirement of a farming tenant, or the sale of a neighbouring unit, and in some cases may involve the provision of additional land to increase scale and efficiency.

COLLABORATION AND INNOVATION

This has already occurred on a number of farms, and we are actively working with tenant farmers across all of Buccleuch's land holdings to help the farmers of the future. In all cases an innovative and collaborative approach is required.

At Drinkstone Farm on the Bowhill Estate in the Scottish Borders, Buccleuch has worked closely with John Park and his family to enable them to succeed John's parents' tenancy.

In 2014 John's parents decided to retire whilst John wished to continue farming the 1,254 acre unit with his wife and two children. The farm was running 1,215 breeding ewes along with 70 suckler cows.

The sheep included high performance pedigree Suffolk and Texel flocks; however a shortfall of capital meant John was unable to fully stock the farm.

Working with the assistance of SAC consulting, John developed a comprehensive business plan, and based on this, Buccleuch and the Park family were able to enter into partnership.

John provided 50 percent of the capital alongside his own knowledge and expertise for the day to day running of the farm. Buccleuch provided the other half of the capital together with a farm tenancy for five years and management expertise in agriculture, finance and health & safety.



“ I used to be a tenant of the Estate; now we are working in partnership. Instead of working towards differing aims, we now work to a common objective: to make Drinkstone an increasingly successful and profitable business. ”

IRISH LAND MOBILITY SERVICE

