



# Business

## Accredited Training



- 21** different courses
- 117** number of businesses
- 188** number of individuals
- 1604** number of hours

Popular courses included:

Course	Number of claims
Emergency First Aid at Work	90
Book keeping	21
Level 3 Award in Food Safety in Catering, Manufacturing or Retail	12
Manual Handling	9
Level 2 Award in Food Safety in Catering, Manufacturing or Retail	8

Feedback: "How we record our bills/invoices etc. for a better understanding of our expenditure and income of our business." Book Keeping VAT and Making Tax Digital.

"I learnt lots of information about food safety and hygiene of the work place, cross contamination." Level 2 Award in Food Safety in Catering, Manufacturing or Retail

## E-learning



**448** Individuals Supported

**332** Businesses Supported

Modules completed included	Individuals trained
Mandatory Unit: Health and Safety – Risk Management in Forestry and Farming	349
Mandatory Unit: Fundamentals to a Successful Business	38
Food Safety for Growers of Fresh Produce	12
Horticulture: Due Diligence for Small Growers	9
Benchmarking & business planning	5

## Strategic Awareness Events



**19** Events | **1596** Attendees

Topics included: Succession, Renewable Energy and Agri-pollution Regulations

## Horticulture



### Horticulture training

**20** Horticulture events delivered to **115** individuals from **100** different businesses

Titles: Sustainable crops webinar, orchards in a changing climate, scale up veg production, soil fertility, new sites and infrastructure.

Feedback: "Really enjoyed the content and the buzz of the course, and will recommend it to other growers looking to scale up". scale up veg production training course.

**45%** of course places aligned to the SFS Characteristic of Resilient and productive – Benchmarking and business planning

### Business support

**107** business support sessions delivered to **92** individuals from **78** businesses

Topics included: Organic principles, machinery for field scale production, soil health, business efficiency including Profit and Loss and Orchard start ups.

**56%** of sessions focused on the SFS characteristic of Resilient and Productive – Start up and development

## Advisory Service



The Advisory Service supported the following instances of advice to businesses in Wales:

**199** Business Planning | **65** Carbon Plans | **3** Woodland Management Plans

Feedback: "Excellent business review which has been very useful in planning the future of the business."

## Discussion Groups



38 discussion group meetings took place

**226** Attendees | **89** hours of CPD

Highlights: Benchmarking, Cashflow management, Energy usage, Key drivers of profit, Sustainability

## Surgeries

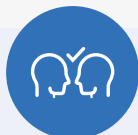


**306**

Surgeries completed

Topics included:  
Succession, Planning,  
Infrastructure,  
Business and Finance

## Clinics



**115**

Clinics completed

Topics included:  
Control of Agriculture  
Pollution, Diversification  
and Marketing &  
Social Media

## Masterclasses



Activity:

**4**

Masterclass  
Advanced

**3**

Masterclass  
Entry

**100%**

As a result of attending MasterBusiness 100% of participants noted that they would make a change to their business as a result of the masterclass including:



Reduced  
external  
inputs



Start a new  
enterprise on  
the farm



Improve animal  
health and/or  
welfare

## Our Farms Network



On-farm projects include:



Smart Water Management



Using technology to complete the proposed Sustainable Farming Scheme Universal Actions



Exploring best methods for the establishment of a Pick Your Own horticulture venture

## Agrisgôp



58 Agrisgôp meetings have taken place:



**397** total attendance



**194** hours spent

Groups that met during this period focussed on:

1. The mushroom group discussed common challenges- particularly employing people and how to ensure the continuation of quality whilst growing from being just yourself/ a couple to being a larger business.
2. One of the succession groups was joined by Sion Roberts, Dunn & Ellis and they discussed the outcome of the recent budget changes and the elements that affected the group members and their succession plans.
3. The flowers and herbs group were joined by guest speaker, Jenny, who gave great insight into how she has developed a large following on social media and the benefits she's had from this. Her tips on growing a social media following were great and easy to follow. The group members came away confident that they could use some of her shared experience in developing their social media following further.

## Mentoring



**60** Individuals have accessed mentoring



**324** hours of mentoring



**125** mentoring sessions

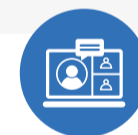


**10.3%** of all sessions were related to this theme

Extracts from mentoring diaries include:

1. We discussed options on transitioning a beef farm to dairy – infrastructure, grazing platform, tracks, stock, slurry etc.
2. We undertook a SAVI Canvas exercise to evaluate the current flower business and aspirations, linked to goal setting.
  - › Where are we now?
  - › Good/Bad/Interesting – Other points of view
  - › What does good look like? Unique Selling Point – What does the mentee want to be known for?
  - › What do we need to do to get there
3. Discussed how to liaise with the accountants to finalise the end of year accounts ready to provide evidence for second tranche of funding to complete a project. To liaise with the electrician for second phase fix and discuss the material quote and how to reduce the building quote down to completing only necessary works.

## Start to Farm & Succession



418 new businesses entered the Succession Pathway

**7**

new Joint  
Ventures  
established

**14**

new Joint  
Ventures in  
the pipeline

	Commissioned	Completed
Succession Reviews	418	159
Business Assessments	25	21
Business Plans	55	28
Family Meetings	56	23
Legal Advice	77	14

