



Number of businesses registered:

12,691



Number of individuals registered:

26,694

Knowledge Exchange Hub

- FARM BUSINESS DIVERSIFICATION – A RESEARCH PERSPECTIVE
- LAND USE CHANGE FOR CARBON SEQUESTRATION: ASSESSING THE INFLUENCE OF CARBON TRADING
- DEVELOPING SHORT FOOD SUPPLY CHAINS
- UNLOCKING THE POTENTIAL OF ALTERNATIVE CROPS: NEW INCOME AND ENVIRONMENTAL SUSTAINABILITY
- SUSTAINABLE AGRICULTURE: MEANINGFUL METRICS AND MOTIVATIONS
- DIGITAL DISREGARD AND INEQUALITY IN RURAL AREAS

Demonstration Network

30

Demonstration sites

214

Focus sites

978

Demonstration network events

13,741

event attendees

210

projects across the demonstration network

22 projects specifically focused on improving business performance on Welsh Farms

Key project outcomes included:

- Switching to finish all bull beef on-farm on a diet of homegrown treated barley and silage resulted in a reduction of 9.8% in the whole farm CO2 emissions per kg of farm output
- Installing a 100-acre grazing platform has resulted in a saving of £16,875 in fertiliser costs over three years
- Introducing Continuous Cover Forestry as a silvicultural management technique provided 60 tonnes / 118,365kWh of sale able timber annually

Project reports can be found in the [Demonstration Network Project Directory](#) on the Farming Connect website.

Clinics



2393

CLINICS held with



14082

ATTENDEES

Infrastructure



Diversification



EID



Mentoring programme



844 MENTEES MENTORED ON BUSINESS THEMES

The most popular business related topics were:



ICT



Succession



“Since having a business mentor, we’ve actually got things written down so family members know what’s ahead and has given our son a clearer view as to what he’s working towards. I’ve taken on staff and adopted an internet based accounts package.”

EIP Wales



EIPWALES
Cydwethio er ffyniant gwledig
Collaborating for rural success

ALL **46** EIP WALES PROJECTS AIMED TO INCREASE THE RESILIENCE OF FARMING BUSINESSES

£1.8m WAS AWARDED ACROSS 46 PROJECTS

229 FARMERS WERE SUPPORTED

Project topics included:

- Sheep milking
- Birch sap production
- Feasibility of squill production
- Genomic testing dairy heifers to improve financial return
- Developing a beef short supply chain
- Assessing the economic benefit of ‘night milk’
- Increasing fertiliser efficiency
- Improving crop yield

Advisory Service

Value of expert advice and ideas sharing demonstrated by high quality silage project

Number of business who have received support through the Business Categories of the Advisory Service during this period:



2068 individuals received one-to-one support through the Business Categories of the Advisory Service during this period.



10 individuals within **80** Joint Venture groups received support through the Business Categories of the Advisory Service during this period.

Personal Development Plans

7135 PDPs WERE CREATED DURING THIS PERIOD



Venture

75 NEW JOINT VENTURES HAVE BEEN ESTABLISHED

Management Exchange



26 MANAGEMENT EXCHANGE VISITS WERE COMPLETED ON THIS THEME

11 DIFFERENT COUNTRIES WERE VISITED

FRANCE / ITALY / AUSTRIA / NETHERLANDS / FINLAND / ENGLAND / IRELAND / GERMANY / BELGIUM / SICILY / SCOTLAND



Topics relating to the business theme included:

- Biomass CHP (Combined Heat and Power)
- Care farming
- Efficient Farming on the Edge
- How actions which deliver 'public goods' can also be used to improve the productive capacity of a sheep farm and to improve business resilience
- New Entrant Farming
- Short supply chains
- Diversification
- Marketing Red Meat
- Farming Without Subsidies

Agrisgôp



205 GROUPS

held with



1529 MEETINGS



Group outcomes include:

<p>ESTABLISHING 40 NEW BEEHIVES</p>	<p>Supporting set up of 10 NEW sheep's milk dairies</p>	<p>Supporting farmers to INVEST in renewable CHP systems totalling £3.5 MILLION</p>
<p>Creating a NEW cider product FROM WASTE APPLE CROPS</p>	<p>Supporting 43 individuals to set up their own MEAT BOXES and sell directly to customers</p>	<p>EMPOWERING farming families to DIVERSIFY into the poultry sector with INVESTMENTS TOTALLING in excess of £25 MILLION</p>
<p>Supporting 75 individuals to DIVERSIFY their enterprises to ON-FARM TOURISM</p>	<p>SUPPORTING the establishment of VEG BOX delivery SCHEMES AND PYO enterprises</p>	<p>SUPPORTED IMPORTATION of Merino semen to develop a FINE WOOL SHEEP and set up THE WELSH WOOLSHED</p>

Surgeries



1104 SURGERIES

held with



6074 ATTENDEES



Key topics included:

<p>Planning</p>	<p>Marketing and diversification</p>
<p>Law and Succession</p>	<p>Agricultural Pollution Workbook</p>
<p>Financial Planning</p>	<p>Benchmarking</p>

Discussion Groups



1775 DISCUSSION GROUP MEETINGS HELD

held with



14,514 ATTENDEES

2610 INDIVIDUAL GROUP MEMBERS

Some key topics covered through the discussion groups were:

<p>Benchmarking & Data Analysis</p>	<p>Cost of Production and Performance</p>
<p>Business Planning</p>	<p>Regen Farming Practices</p>

Webinars (relevant to Business theme)



271 WEBINARS OR EVENTS with

10,895 ATTENDEES OR VIEWERS



Examples of webinars and events held include:

<p>Renewable Energy</p>	<p>Diversification</p>	<p>The importance of online marketing</p>
<p>Financial top tips for farmers</p>	<p>Youngstock health</p>	<p>EU-Exit and its implications</p>
<p>The Resilient Farmer – Bounce forward from a crisis</p>	<p>Would 4G broadband work for you?</p>	

Training

7978 Courses completed over the programme

EMERGENCY FIRST AID AT WORK



BOOK KEEPING



UNDERSTANDING YOUR ACCOUNTS & FINANCIAL STATE



MARKETING YOUR BUSINESS



BUSINESS PLANNING AND DEVELOPMENT



E-learning

6775 MODULES WERE COMPLETED OVER THE PROGRAMME

Some of the most popular courses across the programme were:

<p>FARM BUSINESS DIVERSIFICATION</p>	<p>VAT</p>
<p>COLLABORATIVE & SHARE FARMING</p>	<p>PLANNING & FINANCE</p>

Click [here](#) to visit the website.

