



# Business

## Our Farms



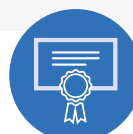
**100%** of business, cross compliance and health & safety reviews completed.



Project focusing on team development and training at **Tyddyn Cae** as a method of improving the dairy business' efficiencies via lean management to achieve greater consistencies.

Best Practice Showcase Farms:  
[Once a Day Milking at Clawdd Offa](#)

## Masterclasses



**Dairy Business Bootcamp**

**21**

attendees

## Discussion Groups



**32** discussion group meetings completed

**205**

attendees



**76** hours of knowledge transfer

Discussion Topics:  
Business Strategies | Customer Segmentation | Stakeholder and market analysis | Time Management | Resource efficiency | Health and safety

## Agri Academy



**Agri Academy Highlight**

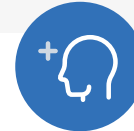


Activities totalled **277** hours and included:

- Canada trip
- Farm management plans presentations
- Media training – dealing with the media under pressure
- Winter Fair policy meeting
- Juniors visit to the Welsh Seed Hub

*“The Agri Academy has been an unforgettable experience that created an environment for us to learn so much on such a variety of topics. The opportunity to meet and develop friendships with such a talented group of people was so valuable.”*

## Mentoring



**73** Individuals have accessed mentoring



**263** hours of mentoring

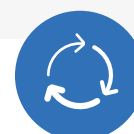


**103** mentoring sessions



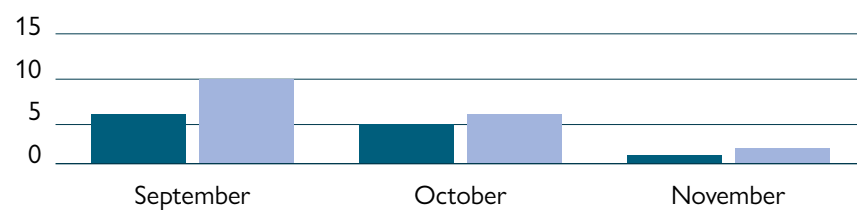
**26%** of all mentoring sessions have been related to Business this period

## Start to Farm & Succession



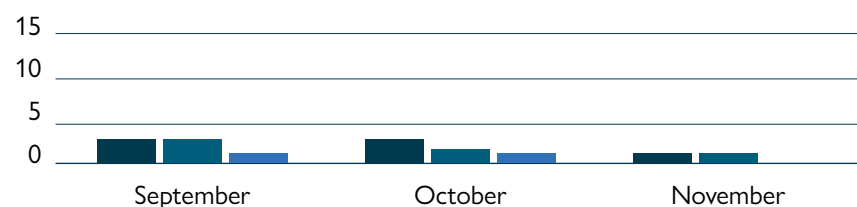
### New Seekers and Providers

● Providers ● Seekers



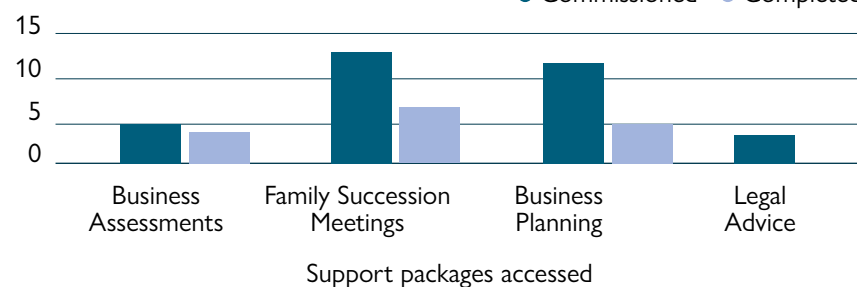
### Matching Service

● Developing profile ● Profile published ● Matched



### Support Packages

● Commissioned ● Completed



## Welsh Sheep Genetics Programme



**17 WSGP** participants

A workshop on the topic 'Marketing your rams' was delivered by Genetic Champion Matt Harding, who is a sheep farmer. The workshop provided **17 WSGP participants** with the knowledge to increase business profitability by improving methods of marketing breeding rams and demonstrating the value of EBVs and performance recording.

Feedback from the event held in September 2023:  
*“Very clear and matter of fact presentation which was useful and thought provoking.”*

## Agrigôp



22 Agrigôp meetings have taken place:

**153** total attendance of Agrigôp meetings during this period

**56** hours spent at Agrigôp meetings during this period

A group of energy producers are looking to ensure they are generating the maximum returns from their investment into renewable energy generation. Exploration into contract terms, types of contract options and future investments have been researched.

## Personal Development Plan



205 individuals from 170 businesses created a Personal Development Plan during this period.

## Accredited Training



**30** individuals completed training in this period



**24** businesses were supported



**235** hours of training were delivered

**32** courses available on BOSS

Popular courses included:

Course	Individuals Supported
Emergency First Aid at Work	15
Marketing Your Business	4
Business Planning & Development	3

Feedback from Individual Supported:

*"I am responsible for ensuring that the plan is kept up to date and will document my progress against the tasks we identified during the sessions. I enjoyed the sessions and look forward to exploring the marketing aspect of my business" (Business Planning & Development).*

## Advisory Service



**36** Instances of business advice delivered

Feedback from businesses:

*"I felt the adviser was very professional, supportive and understood our needs", "Advice was brilliant", "Very pleased with the service, informative and the recommendations will be followed."*

## E-learning



**172** individuals completed e-learning modules

**117** businesses were supported

Themes	Individual supported	Percentage
Business	172	51%
Land & Livestock	168	49%

Popular courses included:

Course	Individuals Supported
Health & Safety – Risk Management in Forestry & Farming	106
Fundamentals of a Successful Business	49
Planning & Finance	2

**16**

modules are now available on BOSS

New modules that have been developed in the period:

- Mental Health in Agriculture
- Energy Efficiency on Cereal Farms

## Surgeries



**308** Surgeries taken place

Topics include:  
Financial | ICT |  
Business performance

## Horticulture



**6** Horticulture events supported **58** individuals from **37** different businesses

Events included: 'Considering growing field scale vegetables' delivered by Nathan Richards and 'How to maximise food production on a limited space'. Following these events – 100% of attendees stated they had learnt something new.

Feedback:

*"good event – profited from being here" (Considering field scale veg production), "Both the tutor and the organisation were first class, very efficient and professional" (How to be a better Horticultural manager).*



**12** horticulture business support sessions delivered to **14** individuals from **12** businesses.

Many sessions supported the start and scale up of commercial horticulture businesses. Business efficiencies and digital marketing were key areas of focus.

