



**West Devon Business Information Point  
Bridge House  
Rooms 2 & 3  
25 Fore Street  
Okehampton  
EX20 1DL**

**[www.bipwestdevon.biz](http://www.bipwestdevon.biz)  
[team@bipwestdevon.biz](mailto:team@bipwestdevon.biz)**

# **AGRI-BIP NEWSLETTER**

## **A Welcome to new readers**

Increased contact with farmers means there are many new readers of this newsletter. Produced monthly it contains a mix of news and information that we hope is of value to members of the land-based community. If you have any comments or suggestions as to how it can be improved please let us know.

## **New Project Starts Here**

Agri-BIP recognises that farmers face a difficult period of change over the next couple of years. The need to focus on profit without subsidy will be very important to the future success of all land based businesses.

We are glad to announce that The Government Office for the South West has allocated Agri-BIP funding under The European Social Fund to work with land based businesses across the South West (except Cornwall) for the next two years up until December 2006.

The project will support owners and employees of land based businesses with one-to-one and group training at your premises. The training will support you in the development of a structured business plan to face the challenges of CAP Reform. The activity will enable you to gain a nationally recognised qualification. In practical terms it will improve your farm business performance, whether it is beef, sheep, dairy, cereals etc.

The recent announcement that the Rural Payments Agency considers Single Payment cheques will not be issued until February 2006 at the earliest will add further pressure to cash flows if you need assistance in forward budgeting we can help though this project.

It maybe that you are thinking about a diversification activity such as barn conversions, retailing your own farm produce direct to the consumer, you maybe considering a completely new business activity such as document storage, equine livery, landscaped gardening business, the list is endless. Agri-BIP trainers will show you how to prepare a business plan, which can be used for presentations to the banks, business partners or form part of a grant application for funding if applicable.

## **What do we require from you?**

There is no charge for this support, but we ask that you undertake the costings and develop the plan with our assistance. The project will also support one off training courses in a wide range of subjects from butchery techniques to millinery, including all the computer training which you can think of and many of which will lead to qualifications.

**To find out more, please contact Agri-BIP on Freephone 0800 592872**

**Stewart Horne  
Manager**

### Single Payment Scheme

A survey at the Oxford Farming Conference showed that 75% of attendees said that they did not know enough about the Single Payment Scheme. They obviously have not been to an Agri-BIP Workshop on the subject!

Recently workshops have been full to capacity and the reaction from attendees has been positive. We now have a copy of the application forms, which look straightforward. Applicants wishing to apply to the National Reserve will use these forms to make their claim.

If you would like to attend a Single Payment Scheme workshop, we have a number running over the next few weeks as detailed later. If you are some distance away from a scheduled meeting, give us a call and we will try and put a meeting on in your area.

### SPS Meeting Schedule

1<sup>st</sup> February – Eagle House Launceston  
3<sup>rd</sup> February – Bridge House Okehampton  
8<sup>th</sup> February – Axewater Equestrian Centre  
Kilmington  
10<sup>th</sup> February – The Hunting Lodge Ivybridge  
2<sup>nd</sup> March – Ashburton South Devon

If you are interested in attending one of the above workshops, please contact us in the office, where we will book you a place and give you further information.

The meetings all start at 7.30pm and they carry a £10 inc VAT charge per person.

We will be holding more workshops in February and March, so if you are unable to attend these ones, you won't miss out.

### Sheep Workshops

It's no secret that the sheep enterprises have done well over the last two years following the reduction in the sheep flock during the Foot and Mouth period. With quotas gone and beef looking vulnerable to life without subsidies, it is likely more ewes will be bred from in future years.

One factor, which might put people off keeping more sheep, is the prospect of double tagging, **if** the inspections now taking place by the EU Commissioners find faults in the present system. Whatever the outcome of this inspection, 2008 will bring compulsory electronic tagging and recording, which will temper any rise in flock numbers. Either way the challenge is to improve flock performance, to make up for the lack of subsidy payments.

Over the last 20 years in New Zealand, productivity has increased dramatically, whilst in the UK it has remained almost static. To stimulate discussion in the sheep sector, following the introduction of the Single Payment Scheme, we have been lucky enough to obtain the services of the Scottish Agricultural College's Sheep Specialist for 3 days in February. Dr John Vipond has travelled extensively throughout the world, studying sheep systems and has vast knowledge and experience in the sheep sector and will provide a stimulating speaker for the events.

He will focus on practical systems of sheep production that produce lambs at a profit without subsidy. Agri-BIP staff will be on hand to answer any **Single Payment Scheme** questions you may have. At the Kingsbridge event there will be a speaker from CQLP, a lamb and beef-marketing co-operative, discussing dead weight marketing sales.

22.02.05 Dorchester (Kingston Maurward) 7.30pm  
23.02.05 Taw Green Okehampton 12.00pm (on farm)  
23.02.05 The Kings Arms, Kingsbridge, 7.30pm  
24.02.05 Marwood, Barnstaple, 12.00pm (on farm)

The on farm events are two very proficient, large-scale sheep units, which will provide an interesting backdrop to John's presentation.

There is a £10.00 (inc vat) charge to include refreshments at all events except at Taw Green Okehampton, which has no charge but plenty of paperwork!!

## Computer Training Courses

	Okehampton	Okehampton	South Hams	North Devon
	CLAiT	CLAiT PLUS	CLAiT	CLAiT
	<i>(Tue)</i>	<i>(Wed and Thu)</i>	<i>(Tue)</i>	<i>(Thu)</i>
Using a Computer	8 <sup>th</sup> Feb	23 <sup>rd</sup> & 24 <sup>th</sup> Feb	15 <sup>th</sup> Feb	17 <sup>th</sup> Feb
Spread sheets	22 <sup>nd</sup> Feb	9 <sup>th</sup> & 10 <sup>th</sup> Mar	1 <sup>st</sup> Mar	3 <sup>rd</sup> Mar
Web Design	8 <sup>th</sup> Mar	23 <sup>rd</sup> & 24 <sup>th</sup> Mar	15 <sup>th</sup> Mar	17 <sup>th</sup> Mar
Databases	22 <sup>nd</sup> Mar	6 <sup>th</sup> & 7 <sup>th</sup> Apr	29 <sup>th</sup> Mar	31 <sup>st</sup> Mar
Word Processing	5 <sup>th</sup> Apr		12 <sup>th</sup> Apr	14 <sup>th</sup> Apr
Desk Top Publishing	19 <sup>th</sup> & 20 <sup>th</sup> Apr	4 <sup>th</sup> & 5 <sup>th</sup> May	26 <sup>th</sup> & 27 <sup>th</sup> Apr	28 <sup>th</sup> & 29 <sup>th</sup> Apr
Internet & E-mail	3 <sup>rd</sup> May		10 <sup>th</sup> May	12 <sup>th</sup> May
PowerPoint	17 <sup>th</sup> May		24 <sup>th</sup> May	26 <sup>th</sup> May

### IT1 - NEW CLAiT

These courses start at 9.45am until 2.30pm followed by assessment from 2.45pm until 3.30pm

### IT2 - CLAiT PLUS

Day 1 starts at 9.45am until 3.30pm

Day 2 starts at 9.45 until 12.30pm followed by assessment from 1.00pm until 3.30pm

### Qualifications

These courses enable you to learn the skills needed to achieve the CLAiT qualification. Each course is self contained and a CLAiT unit or full award can be achieved.

### Cost

The cost for the New CLAiT course is £13.99 (inc VAT) plus an assessment cost of £7.60.

The cost for the New CLAiT full award will be £95

The cost for the CLAiT PLUS course is £19.99 (inc VAT) plus an assessment cost of £12.55

The costs for the CLAiT PLUS full award will be £110

For people in business in the Land-based sector across the South West the training cost may be refunded, subject to meeting eligibility criteria and achieving a qualification. This would be funded through our LSC / ESF training programmes.

**To find out more call Tim Drew on Freephone 0800 592872**

## Personal Effectiveness Training Programme

We are pleased to offer a free personal effectiveness-training course in partnership with Lantra and "At last Training". This course will be of particular interest to those of you who are facing many challenges, are diversifying your businesses or find it difficult to set priorities and manage your time.

If you are interested in this course or have any questions please call Tim Drew on **0800 592872**.

A 2-day interactive course designed by At Last Training for people with business and personal responsibilities, who wish to manage themselves more effectively.

### Benefits

As a result of attending the course, participants will be able to:-

- Identify areas in which they should be directing their time and efforts by linking to the objectives of their business
- Recognise poor use of their time
- Improve time management in the business through the employment of a number of practical techniques
- Improve planning and organisational skills

### Delivery

Short input sessions, with plenty of discussion, practice and review.

We will also be running courses on Project management, Marketing and sales, Telephone techniques, Stress management and developing assertiveness, under this partnership and funding so if you have any questions please phone Tim Drew.

## Farewell to Jon – welcome Jo

It's with regret that we've had to say goodbye to Jon Eggins, he's been with us for just over a year dealing with our clients undertaking computer training. He's been a great member of our team who will be sorely missed and I know that many of you have benefited from the computer courses and support, which Jon provided.

I'm sure you'll want to join us in wishing him well as he spends the next 12 months travelling in New Zealand, Australia and other exciting places, before returning to the South Hams to take over the family farm.

We're very pleased, to welcome Jo Walton to our team, who will continue to deliver quality computer training. Jo has been an IT trainer for 20 years and has a wealth of knowledge and experience to pass onto you. She is looking forward to meeting many of you and helping you make the most of your computer over the coming months. Look out for the forthcoming courses we have planned as well as new opportunities to gain nationally recognised computer qualifications.

## Butchery Training

We are in a position to offer butchery training. We will be starting two 12-week courses in mid February. One will be based in Callington, with the second in Dorset, and if required we can add more courses.

The course will cover a whole range of butchery skills, with some of the legal issues and marketing principles. This training will lead towards a national recognised qualification, which will be of great benefit to those of you starting out, or wanting to develop your meat retail business.

For most people this training will be funded under one of our programmes and will therefore cost you nothing or very little, subject to you meeting the eligibility criteria.

## DISCLAIMER

Every effort has been taken to ensure the information contained in these notes is correct, however, West Devon Business Information Point will not be liable for any loss arising from the use of these notes or any omissions or errors contained within.

Sponsored by Learning and Skills Council, The European Social Fund, Business Link, West Devon Borough Council, Dartmoor National Park Authority, and Lantra.