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AGRI-BIP NEWSLETTER

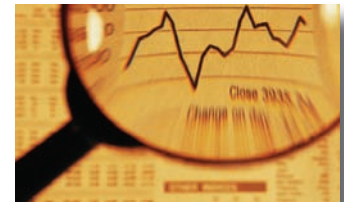
BANKING MESS STARTS TO AFFECT SMALL BUSINESSES

The turmoil in the world banking system seems to be more complicated by the day and is now starting to affect the ability of small businesses to gain funding at a reasonable cost. When approaching a bank for funding it's always been sensible to prepare, with cash flow projections and written plans. In easier times it was possible to gain funding if you were well known to the bank. In today's climate it is imperative to have all the facts sorted before you approach the bank. Think of it as an appearance on Dragon's Den!! If you need help with developing a business plan or want to see where the business is going give us a call.

Stewart Horne

FUNDING & SUPPORT OR COLLABORATIVE ACTIVITY

English Farming and Food Partnerships (EFFP) have secured funding from Devon Rural Renaissance to help livestock farmers in the county develop joint ventures. The funding means that the majority of the support provided will be free to Devon livestock farmers.



Support Available: -

Both existing and new groups of livestock producers who want to pursue collaborative working as a way of reducing costs and adding value to their production through working together can be supported. Possibilities for joint working could include collaborative marketing, input purchase, machinery sharing or labour sharing.

For further information please contact Liz Bowles at EFFP South West on 01884 32605 / 07834 337345

SWREG KEEN TO ACCEPT FARM DIVERSIFICATION ENQUIRIES

SWREG is the contact point for farm businesses looking for support to embark upon diversification. Collaborative and innovative projects are particularly encouraged, but single businesses can also seek support for their plans. For full details of eligibility, levels of support and further information contact SWREG on **0845 600 9966** or log on to www.sw-ruralgateway.info

For Your Information

The following scam has been confirmed by Royal Mail and Trading Standards are making people aware of the scam:

A card is posted through your door from a company called PDS (Parcel Delivery Service) suggesting that they were unable to deliver a parcel and that you need to contact them on 0906 6611911 (a premium rate number). DO NOT call this number, as this is a mail scam originating from Belize.

If you call the number and you start to hear a recorded message you will already have been billed £15 for the phone call.

Entry Level Stewardship Reopens with changes

All ELS agreements after the 1st October will be governed by the Second edition handbook. Changes have been made to some of the options, mostly minor and adding flexibility in light of feedback from existing agreements with farmers. Existing agreements continue under the first edition guidance.

Agri-BIP can continue to assist farmers to prepare complete applications for ELS and OELS applications. This work is partly funded, so charges to farmers are very low (£1 per acre), and for the next few months in parts of East Devon is free of charge. With the profits from cereal production falling again and high inputs continuing to put pressure on farm profits, don't miss out on these payments. Call us today for practical assistance.

EVENTS

Listed below are the workshop topics, dates and venues available at present. If you do not see the topic you are interested in or a venue near you please call us on **free phone 0800 592872** and make your request.

CATTLE MOVEMENTS ONLINE

The BCMS (British Cattle Movement Society) CTS Online is the easy way to check and report your cattle movement information. Learn with the step-by-step 'off-line' C.D. Rom and instruction manuals, and then start your own online registration.

CTS Online is the BCMS computer based system that lets you:

- Register new cattle births
- Report new cattle movements
- Report the death of an unregistered calf
- See the life history of your cattle
- See a list of the cattle on your holding
- Check the movement history of an individual animal; and
- Download information on your cattle for use in your own farm management software

Thursday 6th November – Okehampton Business Centre – 10 am – 4 pm

Wednesday 19th November – Teignbridge Business Centre, Heathfield – 10 am – 4 pm

There is a nominal charge of £10 per candidate to attend these workshops

CREATING WEB PAGES WITH MICROSOFT FRONTPAGE

At this workshop you will develop familiarity with web page software and an understanding of basic HTML concepts, web page navigation, browsing and formatting and how to link and format simple web pages. You will also learn about file management for web sites

Thursday 27th November – Teignbridge Business Centre, Heathfield – 10 am – 4 pm

There is a nominal charge of £10 per candidate to attend this workshop

WINTER FODDER CROPS AND OUT WINTERING LIVESTOCK ON-FARM DEMONSTRATIONS

We have organized two workshops in conjunction with the English Catchment Sensitive Farming Delivery Initiative. Join us to look at: -

- Management of out wintering on fodder crops and meeting cross compliance requirements
- The financial savings that can be made
- The benefits that differing crops can offer
- Preparation for the follow on crop

Workshops Dates: -

Tuesday 2nd December - Near Kingsbridge – 11 am – 2.30pm

Thursday 4th December – Near Yealmpton - 11 am – 2.30pm

A light lunch will be provided. To book your free place call on **Free Phone 0800 592872** - full venue details will be given on booking.

NVZ

Learn about new scheme rules and examples of record keeping requirements. A paper based or computer based recording system will be provided.

Tuesday 25th November – Okehampton Business Centre – 7 pm – 10 pm

Wednesday 26th November – Fox & Hounds, Eggesford – 7 pm – 10pm

There is a nominal charge of £10 per candidate to attend this workshop

To book your free place call on **Free Phone 0800 592872**

A case study for
Online Selling for Accommodation Providers

Tuesday 11th November 2008
 Okehampton Business Centre, Okehampton
 9:30 am – 12:30 pm

“Recent research has found that 53% of visitors use the Internet to make a first booking.” (VisitBritain 2005)
 So we are inviting you to share in the secrets of successful online selling for accommodation providers, the case study will be presented by: -

Simon Tregoning of **Classic Cottages** has a portfolio of 707 properties, Managing Director and Award Winner for Best Website 2008 Simon reveals his top tips for success and selling accommodation online.

Jacqui Gulliford of **Classic Cottages** describes the essentials of presenting your property, she says fastidious attention to detail and a warm welcome really pays dividends, and 87% of our clients say the brochure description is excellent.

Matt Bowkett of **South West Tourism** an expert web marketing specialist explains how you can get ahead of the game and expand your online activities to increase bookings and income.

classic cottages

southwesttourism
 The Regional Tourist Board for the South West of England

Cut Your Energy Costs & Make Money

Wednesday 19th November 2008
 Okehampton Business Centre, Okehampton
 7 pm – 9 pm



envision
 where environment means business

Get help with Renewable Energy Sources and Energy Efficiency to significantly reduce your consumption

Renewable energy is derived from essentially inexhaustible sources, such as the wind, sun, water or replaceable sources such crops. Easily accessible renewable energy technologies include solar water heating, solar photovoltaic, ground source heat pumps, small scale wind turbines, small scale hydro systems and biomass heating systems.

Ask the experts and get answers to your energy questions

- Identifying your renewable energy options
- Develop your financial case
- Address planning issues
- Assess technologies and installers
- Access grants and loans

Don't miss this opportunity to analyse your company's carbon impact, investigate new technologies and payback time frames

food
 innovation
 service

Are You Making Food Products?

Thursday 20th November 2008
 Okehampton Business Centre, Okehampton
 7 pm – 9 pm

Devon
 County Council



Looking to increase your profits from your Red Meat, Dairy and Food & Drink Products? To help you succeed in a competitive, ever changing environment come and meet:

Jon Stephens of the **Food Innovation Service** at Duchy College who can provide training and a complete technical solution for you, including;

- Cheese & meat processing
 - Milk pasteurisation
 - Food law: labeling
 - Food law: the essentials
 - Understanding traceability specifications for new products
 - Packaging equipment
 - Fish processing
- Technical support can be offered at your own business facilities or those within the Agri-Food Centre.*

Robin Deitch of **Food and Drink Devon** who will be promoting collaboration and increasing the productivity and competitiveness of businesses in the Food and Drink Sector. Robin has a growing reputation for providing networking events, tailor made marketing and website development services and relevant training seminars to local producers.

John Baker of **Devon County Council** will be making IT work for you. Learn how other producers have used I.T. to benefit business growth. Free training and an opportunity for support in purchasing software.

To book your free place at any of these three workshops please call us on Freephone 0800 592872

RDPE Progress

I have listed the RDPE funding streams that are emerging over the next few months. The route to access this funding is, as always complicated!

In the first instance a brief outline of the project is submitted to Business Link, and the project will be checked for eligibility. Following this support is available to assist with the development of the project from a county based facilitator. Unfortunately this does not include the writing of a business plan and the application form. Should you require this help please give us a call for a quotation.

Applications will be processed by the RDA and should take 3 months from submission to funding decision. Grant rates for most activities will be 30-40%.

- **SW Meat Supply Chain**

Aimed at maximising the share of economic benefits from adding value that are retained in the region and to capture additional economic benefits through innovation and by improving animal welfare and environmental performance at abattoirs and markets. Also to improve returns to farmers through supply chain improvements, new products, processes and technologies, particularly at abattoirs and markets

Invitations for SW Meat supply chain Expressions of Interest from stakeholder groups, consortiums, businesses will be in January 2009.

- **SW Agricultural Resource Management (SWARM) Reduce, Re-use, Recycle and Renewables for Farms (R4F)**

Designed to deliver economic benefits to farm businesses through more efficient use and management of energy, water, and non-organic waste (Initial advice and identification of options; Provision of vouchers to help businesses to obtain in-depth expert advice; and small grants to help towards capital items). — **The programme launch will be in December 2008**

- **Soils for Profit (S4P)**

Nutrients, Soil and Air - advice, training and small capital grants (e.g. for slurry separation, rainwater saving and re-use). — **The programme launch will be in January 2008.**

- **Innovation Fund**

Grants will be available to encourage innovative capital projects on farms to demonstrate new technology and methods in resource management and new approaches to technology transfer.

Innovation Fund Expressions of Interest from people with project proposals (e.g. groups of farmers/individual farmers) will be called in December 2008.

- **South West Healthy Livestock Initiative**

To help improve standards of animal health and welfare and optimise productivity and profit through:- increased levels of animal performance (weight gain, milk yield); improved quality of meat, milk, hides, fleece, etc, leading to better marketability /higher prices; reduction in direct costs (vet bills, feed and medication) and fixed costs (labour and transport). — **The programme launch will be in April 2009 with activity underway by August 2009.**

- **Uplands**

This will address the particular productivity issues faced by livestock producers farming in the Severely Disadvantaged Areas /Upland areas of the SW (Exmoor, Dartmoor and Bodmin Moor). — **The roll out of projects will begin in December 2008.**

- **Sustainable Woodlands South West (SWSW)**

Aimed at improving the sustainability of woodlands by investing in their products, management, infrastructure, and associated skills through the provision of advice and training to businesses, alongside SWREG, to help access RDPE support – e.g. for bringing woodland into management and for processing timber. — **The programme has been launched during October 2008.**

Newsletter Distribution

If you would like to receive your Agri-BIP newsletter by email or fax, send your details through to us at: -

E-mail: team@bipwestdevon.biz **Fax:** 01837 659314

Address: West Devon Business Information Point, FREEPOST RRXU-ZBSL-GGZS, Okehampton, EX20 1YZ

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.

Agri-BIP is funded by Devon Renaissance / SWRDA, Tamar Valley AONB Sustainable Development Fund, West Devon Borough Council, East Devon District Council, Red Meat Industry Forum, Devon County Council, North Devon Council, local businesses and WDBIP to provide ELS support / Business development support to land based businesses.