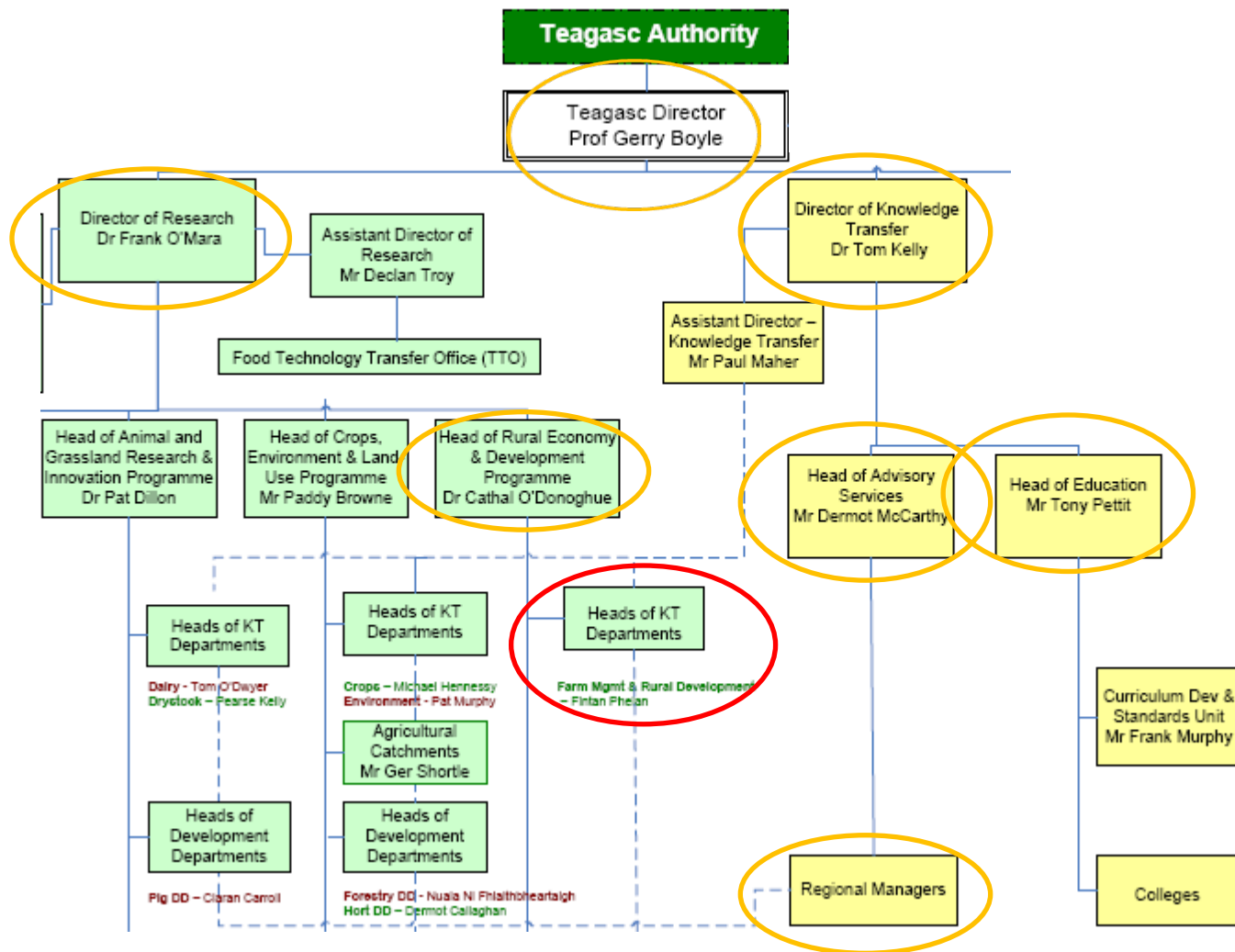
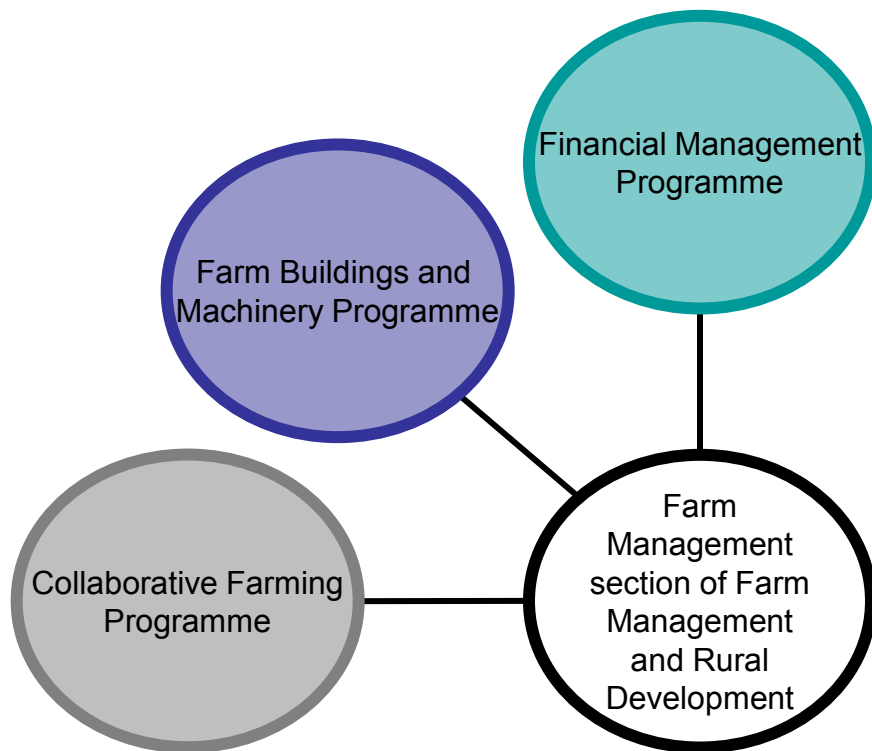
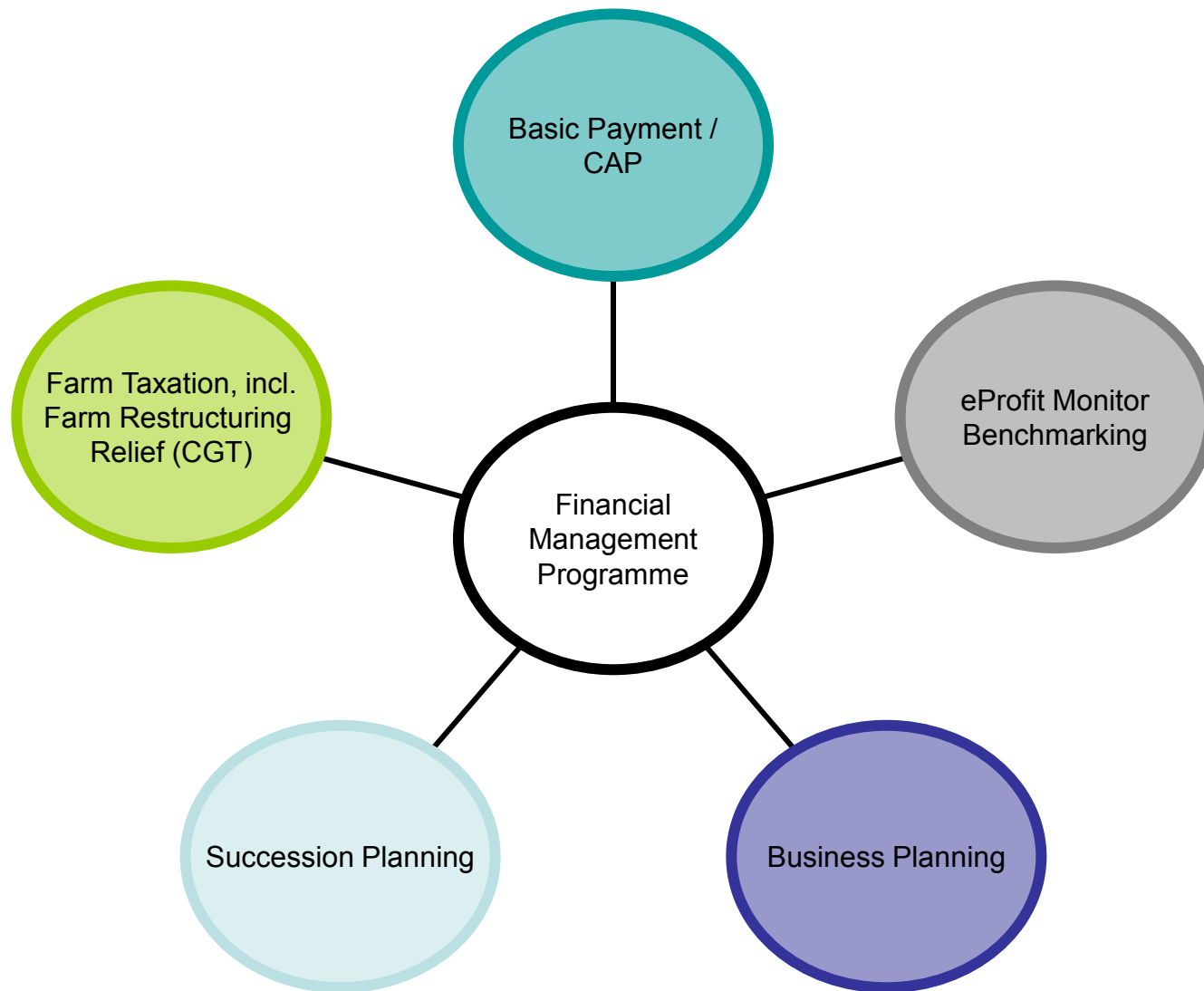


# Farm Management and Rural Development Knowledge Transfer Department Farm Management Sub-Programme









# Goals - Farm Management

- To enable farmers across all enterprises to adopt **financial management** best practice
- To provide **assistance and support** for farm families at the key **farm transition** and **farm planning** decisions points, delivering good **collaborative farming** and **investment decisions**
- To facilitate best practice in **farm building design** and **machinery operation** on farms

# Strategic Focus

- Leadership & Policy
  - Government
  - Other Rural professionals
- Training
  - Advisors and Education
  - Other Rural Professionals & Technicians
  - Farmers



# Financial Management

- Objectives
  - To promote **best practice** in farm financial management and thereby put farmers in a better position to make **informed, financially robust decisions** in all aspects of their business
  - Three main themes
    - Facilitate **robust decision making** at all stages in the **Farm Life Cycle**
    - Actively Promote **Planning** – for the short term (cash) and the long term (growth)
    - **Efficiency Assessment** (Benchmarking)



# Transferring the Family Farm Initiative-

Catering for the farm family demands for information around Farm Succession & Inheritance

- 2012 – **Seminar** held in each of 5 regional units
  - accountancy, legal, state pensions and family mediation expert speakers
  - 2,400 farm family members attended
  - 154 advisers given training by seminar speakers
- 2014 & 2015 – **Clinics** in 12 regional units
  - 23 clinics held during Sept/ Oct in 2014 & 2015
  - Collaboration with over 75 legal, 55 accountancy firms and other professions to deliver multiple 1 to 1 clinics
  - Approx. 4,850 farm family members attended

# Financial Management & Collaborative Farming “Transferring the Family Farm” Clinics 2014 & 2015



## Financial Management & Collaborative Farming “Transferring the Family Farm” Clinics 2014 & 2015

4,850 farm families attended, receiving individual succession advice in 22 locations over two years



# Basic Payment Scheme

- >BPS 39,000 applications completed online annually
- >250 staff trained which included outsourcing to FRS (2016)
- Other related schemes:
  - National Reserve
  - Young Farmer Scheme
  - Scottish Derogation
  - Private Contract Clause agreements
  - Greening
- Adviser support:
  - In Service Training - regionally
  - Dedicated Email / phone / conference calls
  - Case studies / entitlement calculator
  - Ongoing support and solving difficult cases with DAFM
  - Admin support for DAFM advisor / client linkages
  - Low error rate & low level of claims

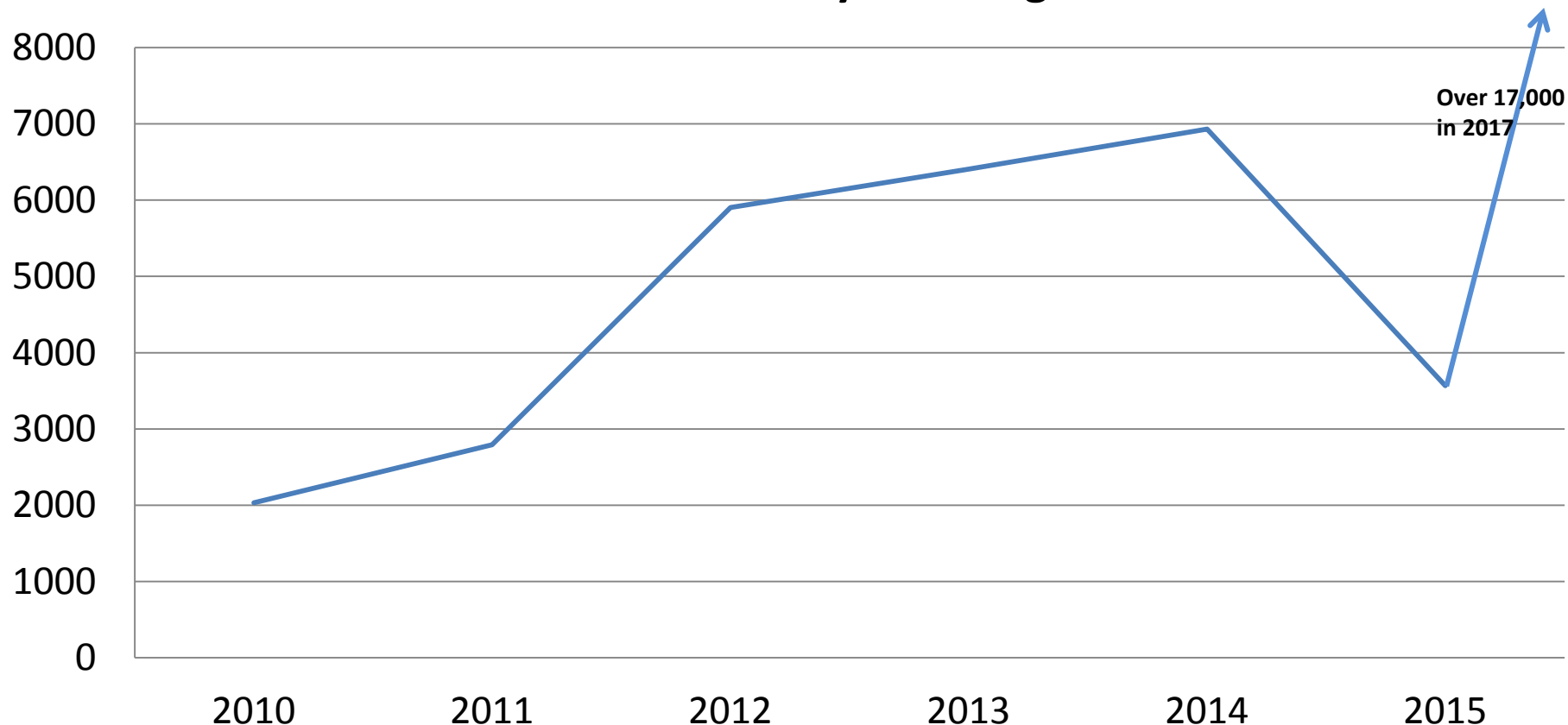
## Teagasc eProfit Monitor

- Benchmarking that provides economic rationale for use of physical technologies
- Better uptake of physical technologies
- Cost per unit of production emphasised rather than output or cost only focus
- Improved engagement from farmers at farm walks and Discussion Groups



# Teagasc Completed Profit Monitors

Number of farm data sets analysed using eProfit Monitor



# Farm Building and Machinery

- Objectives

- To promote best practice in farm building and infrastructure design thereby enabling farmers to make informed decisions delivering investments that are fit for purpose
- Three main themes
  - Facilitate robust decision making in all areas of design
  - To deliver industry training in the areas of buildings and machinery
  - To enable ease of design development using new methods

# Farm Building and Machinery

## - Aims

### Buildings

- Less waste with design errors
- Safer buildings for animals and farmers
- High competence in this area for advisers links with financial advice

### Milking Machines

- High standard machines delivering quality production from farms for processing



## Farm Buildings support - ArcGIS

### ArcGIS

Allows one illustrate options and locate parlour accurately in farmyard. Can show cow flow to/from paddocks and sheds, measure distance and area etc.

Advisers trained – remote support

Planning new milking parlour for Solohead

Source: USGS  
Source: NASA, NGA, USGS  
© 2008 Microsoft Corp.

# Collaborative Farming

## Objective:

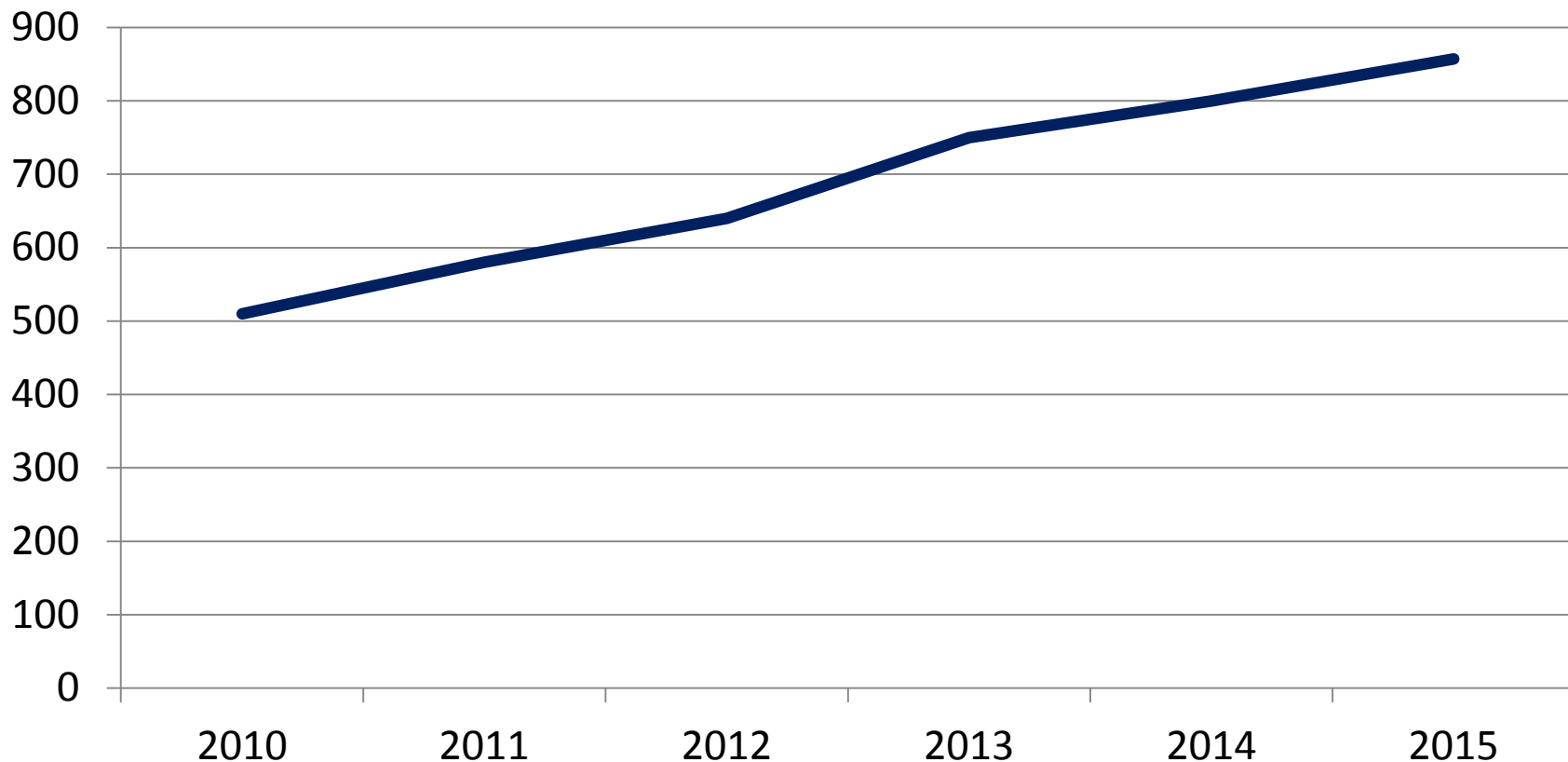
To promote best practice implementation of collaborative farming structures and empower farmers to make informed decisions.

## Three main themes:

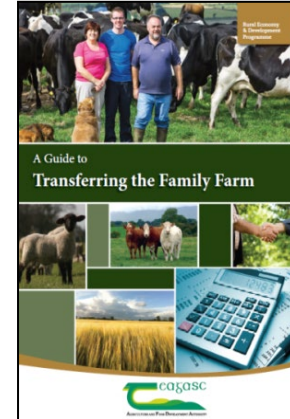
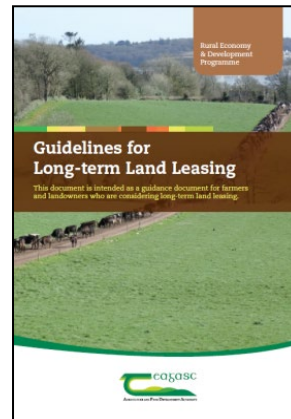
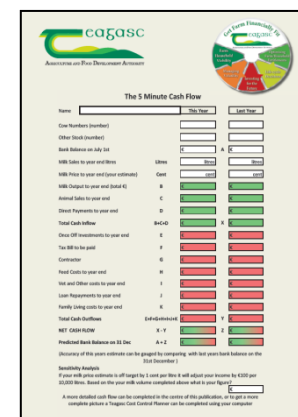
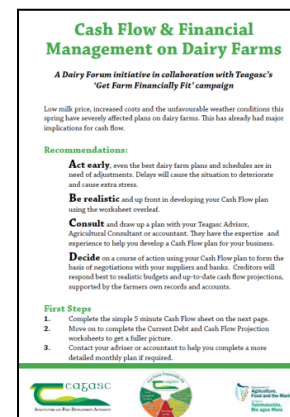
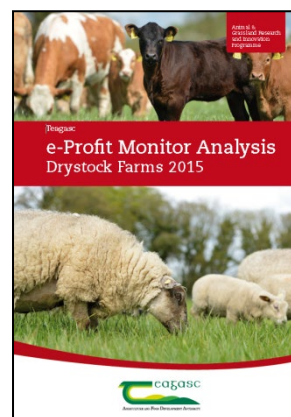
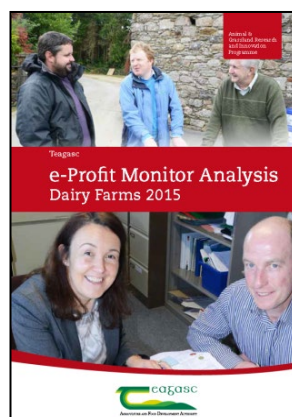
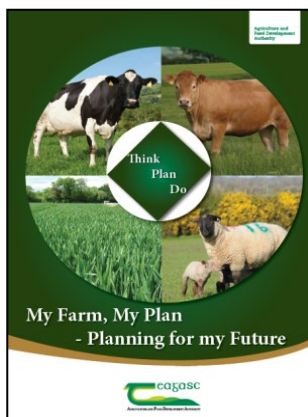
- Developing understanding and expertise amongst farmers, rural professionals and industry
- Template agreements – practical, legally sound, tax compliant
- Establish workable structures that improve work life balance and support national targets for sustainable expansion

# Registered Farm Partnerships

*Number of Registrations*



## Some Farm Management publications over the last 2 years



Farm Management and Rural  
Development Knowledge Transfer  
Department  
Rural Development Sub-Programme

## **Vision:**

# **Improved farm viability + better Quality of Life in rural Ireland**

**Facilitate the provision of technical information and skills to rural dwellers to enable them to exploit EU Rural Development Programme and national supports to avail of income generating opportunities (both on and off farm), using research-backed Knowledge Transfer tools.**

## **How?**

- **Utilise core skills of specialists**
- **Focus on quality in technical info & delivery**
- **Visibility & Impact through wider delivery**
- **Internal & external collaborations to leverage other resources/services**
- **Use team knowledge and experience of sectors to Influence policy**

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# Strategy

CEDRA + Rural Dev conference 2014 + Focus Groups + Stakeholder Group + Evaluation

## Cross-cutting priorities:

- Specialist enterprises
- Diversification opportunities
- Education, training, skills
- Get Farm (Household) Financially Fit
- Policy

## Delivery:

- High quality research based technical information
- Collaborative networks
- Farm and Household financials
- Demand-led programmes
- Mass-media dissemination
- Visual messages



# Strategic Change (Organics example)

**Largest land use change in Agriculture**

**Led structural change within organisation – delivery of programme with less resources -**

**> more strategic specialist role:**

- **Develop capacity amongst front-line contact advisers**
- **Delivery through stakeholder collaborations**
- **More focus on**
  - **Delivering to groups/developing networks**
  - **evaluation**
  - **research**
  - **financials**
  - **quality of KT materials.**
  - **Initially sole certified training provider – now training trainers**

## Organics - Actions

- **Designed accredited (mandatory) organics production principles course**
- **Training for contact frontline Teagasc advisers.**
- **10 local contact advisers in place**
- **Co-ordinated national strategy for formation of Teagasc-facilitated organic discussion groups.**
- **Proposals for the organics in RDP**
- **Organic production principles course, (accepted by DAFM as the basis for all new entrants to the organic farming scheme).**
- **Teagasc/DAFM national organic demonstration farm walk programme**
- **Membership of DAFM Organic Strategy Group**
- **Work on LIFT European project regarding value chains**

## Organics – Impacts

- **Mandatory training -> more informed decision-making**
- **Conversion to Organics doubled ('09 – '15)**
- **8 organic beef discussion groups established ->more informed decision-making**
- **Achieved 100% scheme spend**
- **Wider spread of information: regionally located organic discussion groups facilitated by Teagasc KT advisers.**
- **National reach in relation to course provision through more coordinated approach for delivery of organic courses with NOTS.**
- **Increased scheme payments to new and existing organic farmers**
- **Teagasc designed certification course now also delivered by NOTS**
  - **496 attended Teagasc courses;**
  - **200 attended NOTS course (2015).**
- **Design and spread of delivery of the programme across the year allows for significant technical collaborations (Teagasc specialists, researchers)**

## Equine - Actions

### Influencing Policy

- Led strategy for the sector 'Reaching New Heights' with stakeholders
- Leading implementation of strategy recommendations
  - developing education strategy for the sector
  - development work on genetic indices
  - influenced design of Knowledge Transfer Equine (K.T.E.) D.A.F.M. discussion group scheme
  - train and mentor K.T.E. facilitators (industry based)

### Technical Support

- Sole income/Supplementary income (diversification)
- Design & deliver short courses on breeding, marketing and horsemanship skills
- Young Breeders Programme (14-25 yr olds)
- Conferences, seminars, demonstrations, educational tours abroad
- Technical publications / media

## Equine- Impact

- **Published a jointly agreed strategy for the sport horse sector to 2025**
  - **established an education stakeholders group**
  - **Knowledge Transfer Equine (KTE) underway**
- **Mentoring K.T.E. Facilitators**
  - **promote best practice to breeders at grass roots level (500 breeders)**
  - **significant collaborations between Teagasc specialists, researchers and industry stakeholders**
- **Irish Sport Horse studbook: reserve world champions at World Young Breeder Championships 2013**
- **National programme to train young breeders in loose jumping as part of national studbook inspections**
- **Better decision making: increased awareness of market & breeding requirements**
- **Improved capacity to optimise quality & income through development of digital marketing skills for horse sales**

## Renewable energy - Actions

**Energy in Agriculture - collaboration btw Teagasc , Sustainable Energy Authority of Ireland, Tipperary Energy Agency, Tipperary Co Co (Get Farm Financially Fit campaign)**

**Energy conservation on farms**

**Energy Conferences & Seminars - Highlights current opportunities and challenges within the sector. Created greater awareness of Teagasc presence in the energy arena.**

**Energy Crop Management course - QQI accredited**

**Policy Development:**

**Led Teagasc submissions to Government on policy submissions such as energy green papers etc.**

**Frequently contacted by media for comment.**

## Renewable energy - Impact

### Energy in Agriculture 2016 Event:

- 1200 attended; 17 new fact sheet publications generated;
- Engagement with DAFM and Collaboration with new stakeholders;
- Sectoral request to repeat in 2017;
- Industry values Teagasc active involvement in sectors other than biomass – i.e. wind, solar PV, Hydro, energy efficiency, lighting etc.

### Policy Impacts:

- Teagasc RD is considered the 'go-to' agency for energy related questions  
Teagasc Energy Specialist on Bioenergy Action Plan (2017) Steering Group with other Govt agencies (EPA, DCCA, DAFM, NTMA)
- Teagasc Energy Specialist on two working groups around demand led and supply chain policies for biomass.
- Proposals for SEAI and obligated parties to work with Teagasc and farmers to examine the creation carbon credits within the agricultural sector.

## Diversification - Actions

- **Options:** Implemented recommendations from external evaluation to change from 1-1 applications to workshop format. Focus on in-house expertise (organics, equine, tourism, renewable energy, goats) and leverage others.
- **Internal:** Regional Teagasc Options coordinators.
- **External stakeholder collaboration:**
- **Rural Development conference 2014 + Focus Groups.**
- **Willingness to collaborate but need for coordinated approach.**
- **Teagasc – rural client base + dissemination channels.**
- **Co-leverage training resources with LEADER, Local Enterprise Offices.**
- **Bia Campus planned for Athenry as a resource to assist in the development of food business**
- **National Policy inputs.**
- **Improve national visibility with greater focus on mass media delivery: updated website ; updating diversification factsheets; utilise team skills for greater emphasis on visual/video KT materials; greater use of farmer testimonials.**



# Diversification - Impact



- **Options: Built demand-led regional Options diversification workshops > 1500 farm families**
- **collaborative delivery with external agencies – >broader coverage**
- **Maintained Visibility - Teagasc = lead agency**
- **Website: approx 100,000 hits annually**
- **Teagasc Rural Development newsletter: > 40,000 farm families**
- **You-tube equine marketing ; Diversification video clips; RD promotion**
- **Ask an Organics question; Goat blog**
- **Diversification factsheets – new enterprises e.g. snail farming, social farming**
- **Renewable energy factsheets**
- **CEDRA Plus – Teagasc/NUI Galway PhD: “Collaborative Approaches: Delivering Enterprise Supports and Skills in Rural Areas”**
- **Supports for farmers publication in conjunction with Citizens Information**

