

Reaping the benefits of working together



SHARING TO SUCCEED: Andrew Gloag, left, with David Wadsworth.

THE farming industry is now facing very significant challenges, brought about by huge volatility both in output prices and input costs. It has never been more important or more valuable for farming businesses to consider working together.

Share to Farm – Yorkshire and Humber, is a unique package of support available to farmers across the region.

The programme is managed by James Severn of Andersons Northern and Paul Rhodes of English Farming and Food Partnerships (EFFP). Grant funding through this project is now available to support every stage of the establishment and ongoing management of joint ventures.

What can Share to Farm funding support?

- Machinery sharing and joint ownership agreements.
- Labour-sharing arrangements.
- Syndicates between neighbouring farming businesses.
- Contract farming / share farming – establishment and management.
- Buying groups.
- Producer groups.
- Central storage and handling agreements.
- Any kind of production-based joint venture.

Advice and funding support is now available at five key stages in the development of successful joint ventures and these are as follows:

- Seminars, for the benefit of farmer groups, discussion groups, societies and training groups.
- Facilitation, specifically designed to assist farmers on a one-to-one basis or in small groups.
- Workshops, offered to

potential joint venture groups of two or more farming businesses.

■ Establishment of the venture, including detailed operational planning and legal advice.

■ Mentoring. A comprehensive mentoring service is available to all new groups and also groups already established.

The key to a joint venture lasting long into the future is that it is managed and looked after by the people involved. Andrew Gloag, of Gloag & Sons Ltd, who farms near Stokesley in North Yorkshire and Nick Barnard, for whom Andrew has just completed his 16th harvest, hosted a Share to Farm arable seminar in June this year. Gloag & Sons is involved in 11 collaborative joint ventures of different kinds. Andrew says: “Working together in successful joint ventures is and will be crucial to success in the farming business over the year ahead.”

The benefits offered include direct cost saving, in particular labour and power costs, cheaper direct inputs, through enhanced buying power, time saving and efficiency, through effective teamwork, shared skills and better business management and greater enjoyment for all involved.

Clearly, one of the primary reasons for

“**Successful joint ventures are all about teamwork and good communication.**”

considering working together is to reduce costs. The very first clients supported under the Share to Farm programme this year share ownership of a self-propelled sprayer. Martin Bramley – of J Bramley & Son farm which has just over 600 acres near Sherburn-in-Elmet, North Yorkshire – and Matthew Palmer – of Wellytop International – said of their joint venture: “We are able to work far more effectively over a much wider area and at much lower unit costs. This was all made possible by establishing our joint venture with help from the Share to Farm programme.”

The programme is just as able to assist farming businesses in livestock areas as it is with arable farming examples and is currently working closely with a group of hill farmers, on the North Yorkshire Moors and the National Park Authority, to construct a labour sharing scheme.

It is not all about saving costs; it is also about quality of life. Successful joint ventures are all about teamwork and creating effective teams to get the job done on the ground. So how can you get involved? The first point of contact is James Severn of Andersons Northern, who manages the programme across Yorkshire and the Humber. To receive an information pack call him or his colleagues on 01845 524455 or email jsevern@andersonsnorthern.co.uk.

More information can also be found online at www.sharetofarm.com/yorkshire

Your first opportunity to explore the available support might be a free farm visit to discuss your interest – with no obligations.

EFFP

Share to Farm
Yorkshire & Humber

Working together to reduce costs

Reducing production costs and increasing efficiency is vital for most farm businesses. Collaboration is one way to do this, but how do you start?

The answer could be with Share to Farm - Yorkshire & Humber

To request an information pack contact:
James Severn, Andersons Northern, The Old Post Office, Market Place, Thirsk, North Yorkshire, YO7 1TF.
Tel 01845 524455

Full details of all services and benefits available can be obtained online at www.sharetofarm.com/yorkshire

