Industry led initiatives to support young people in Agriculture

Hannah Donegan – Agriculture & Aquaculture Manager, Tesco



TESCO Future Farmer Foundation

"Supporting, developing and inspiring the next generation of growers and producers"



Where is began...



Ageing farmer base that is less productive, innovative & customer focussed (only 2.8% < 35)
HOW CAN WE HELP YOUNG FARMERS PROPEL THE INDUSTRY?



Build marketing, business, supply chain and young farmers' leadership skills

Positively increase economic, environmental and social impact.

HOW DOES THIS HELP TESCO?



Addresses long term food security, fits with "using scale for good", "creating opportunities for young people" and helps deliver better produce to consumers

WE KNOW IT WORKS

Where is began...



What's Involved

Business workshops



Supply chain events



Training Fund





What's Involved

Mentoring



Added value



Annual Alumni Event





Success Stories

Joe Towers

Llyr Jones

Henry Blain

Abi Reader

Joe Abernethy

Anthony Cox

Henry Hunt

Shane Thorne

Steven Ryan TESCO

How the Royal Bank of Scotland is supporting Young Farmers

International Farm Management Association Congress

Roddy McLean
National Director of Agriculture

Brian Murphy Local Director

7th July 2017

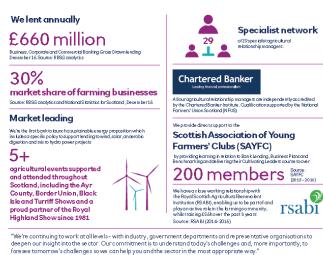


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What we're doing

- 1. Harvesting the future for young farmers
- Cultivating Leaders Workshop in partnership with SAYFC
 & Saviour Associates
- 3. Supporting New Entrants
- 4. Working with Tesco Future Farmer Foundation





ANY PROPERTY USED AS SECURITY, WHICH MAY INCLUDE YOUR HOME, MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON A

Ian Burrow, Head of Agriculture & Renewable Energy Sector

Becurity may be required. Product fees may apply.





Harvesting the future for young farmers –

500 young farmers & other stakeholders surveyed

Key hurdle

- Succession
- Access to land
- Access to funding 40%
- Access to sufficient advice / support 36%
- Improved business skills / knowledge 29%
- Broadband connectivity

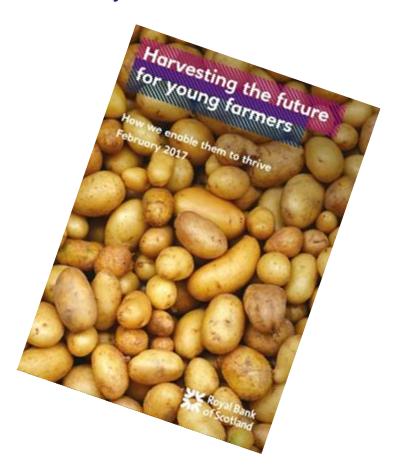
Where they see the opportunities

- · Starter Farms, share farming
- Technology
- Diversification
- Crowd funding (20%) & P2P (28%)

Solution

Cross industry taskforce to take actions





Cultivating Leaders Workshop

A programme of leadership coaching and mentoring

- 1. Encouraging & enabling young people
- 2. To help work out who they are
- 3. What they want and how they will achieve this

What's covered

- > Leadership what is it and have you the qualities?
- ➤ Vision & goals where do you want to be and where are you now?
- > Succession Are you in the position to be able to make the decisions that you need to make, have you a difficult conversation to have?
- ➤ Business Cash flows, accounts, budgets, understanding the market place
- > **Practical** Actually filling out a farm business tenancy application completing a bank loan application drawing up a business plan to present to partners and the bank manager
- > Conclusion Are you a leader?
- > Farm/Industry Visit a mixture of farm visit where they will see "leadership" in action.

What's taken away

- > "Have a plan with objectives"
- > "Understand & work with accounts"
- > "Have a good consultancy and management team use other peoples skills to help you "
- > "Run it as a business and keep family separate, have confidence to broach subjects with senior partners profit is key"
- "Have a work life balance that brings fulfilment"







Working with Tesco

Why?

- We have existing banking relationship with Tesco, they are looking for the best of the next crop of farmers
- We will be enhancing the Finance Workshops
 - Providing pre workshop support locally
 - Explaining to students what is and why certain information is key for a Bank
 - Provide examples and explanations around of the varying types of lending agreements
- Start building a long term relationship with the top farmers of tomorrow

Applications have opened for 2017 - https://www.tescofuturefarmerfoundation.com/





Thank you

Roddy McLean
Director Agriculture
Corporate & Private Banking

Mobile: 07881 747952

Email: roddy.mclean@rbs.co.uk

Twitter: @mcleanroddy

Brian Murphy
Director
Corporate & Private Banking

Mobile: 07909998433

Email: brian.murphy@rbs.co.uk



Going Forward

- Applications are now open until 29th September
- Apply via the website <u>www.tescofuturefarmerfoundation.com</u>

Thank you

Hannah Donegan
Agriculture & Aquaculture Manager
Hannah.Donegan@uk.Tesco.com
Kenna.Murdoch@uk.Tesco.com

