



# STEPS TO SUCCESS

## Building your farm for the future



The 'Steps to Success' programme will involve 1-2-1 and group sessions looking at how to minimise the impact of changing subsidies on your business

**Introduction and welcome**  
What's involved?

**Login access to database and resource library**  
Begin to fill in your farm data

**1-2-1 Farm visit**  
Farm walk to review data and soundtrack your initial ideas

**Group discussion**  
To share best practice and develop individual action plans

**Support**  
Virtual follow up to support achieving your key targets

**Long-term**  
guidance and actions to facilitate long-term productivity

We invite you to join the discussion!

### Farming is changing



- How can we maximise productivity?
- What can we do to innovate?
- Where are our opportunities?
- How can I make the most of my strengths?

### Farmer group meetings will answer some of the important questions for your future :



**Understand the changes coming down the line:** What do these mean for your business? How can we bridge the gap in income when subsidies are changed?



**Share best practice with others:** Is your level of productivity and profitability working for you and how do you make further improvements to your business?



**What you can do to make your business strong for the future:** Achieving the balance: farming sustainability and profitability? How can I pass my business onto my family? How can I be more innovative? What do I need in my action plan?

# PLAN YOUR FUTURE BPS is changing...What are you going to do?

## 1-2-1 Farm visits



Farmers will be assisted with preparing their individual financial analysis, indentifying the financial impact from the loss of BPS and next steps.

The secure, online portal will consider the following measures:

- **Technical KPI's** - your non-financial performance e.g age at first calving, milk/meat yield per head, longevity
- **Business KPI's** - understand your financial performance and target areas for improvement
- **Personal resilience** - a review of your personal skills and attributes
- **Environmental sustainability** - assess your current position and future options
- **Business succession** - what is the long-term outlook for the business and succession

## Guidance and Support



We recognise the importance of listening and helping farmers to support themselves through the challenges ahead and identify the opportunities available. Our consultants are experienced in signposting farmers to the most suitable resources, advice and networks to continue business development long after the workshops are complete.

All participating farmers will be invited to share their progress and updates with their action plans. By asking farmers to commit to their actions, we will provide another opportunity for questions and guidance on the next steps to achieve your goals.



Register your interest now by contacting Kite Consulting on 01902 851007 or email [enquiries@kiteconsulting.com](mailto:enquiries@kiteconsulting.com)



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Department  
for Environment  
& Rural Affairs

