



### **How are courses delivered?**

*Andy delivers some courses in-person while some are suitable for online delivery. This flexible approach to delivery means that there are options to suit all learners.*

### **Where are the courses delivered?**

*Andy can deliver his courses anywhere in the United Kingdom. Online courses are delivered over Zoom while in-person courses can be delivered in an on-farm meeting room or village hall.*

### **Who else will be on the course?**

*Andy tries to ensure that all attendees have a similar baseline level of understanding which makes learning easier. Confidentiality is essential so that attendees can discuss their own businesses openly, in confidence and without embarrassment.*

### **How do I find out more?**

*Contact Andy if you have any questions. He will be very happy to discuss the courses and answer all your questions.*

### **Who is Andy Guy**

*Andy Guy began his farming career as a new entrant in 1996. His business quickly grew and he relocated to a larger tenancy in Nottinghamshire. In 2004 became a LEAF (Linking Environment And Farming) Demonstration Farmer and, in 2004, he won the Farmers Weekly "Farmer of the Year" Award.*



*In 2010, Andy launched his Sustainable Food and Farming Consultancy.*

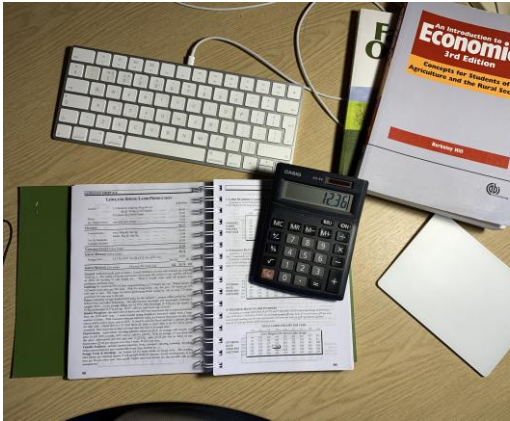
*In 2011, Andy was invited to become a guest lecturer at Nottingham Trent University. Today, he continues to deliver all the Farm Management and Business modules for the level 4, 5 & 6 BSc Agriculture Course.*

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## **Training for Farmers**

*A range of bespoke training courses and workshops for farmers*



## **Farming for the First Time**

As a New Entrant into farming himself, Andy recognizes that ambitious new farmers sometimes need to hone their skills. This course is designed to provide the attendee with the skills to assess a farming opportunity, develop a business plan and perform well at interview, thus increasing their chance of success in the search for a tenancy, business partnership or share farming deal.

It is assumed that attendees already have the necessary practical skills to run the farm.

The course runs over two days, including some work in the evening. It is designed to run with eight to ten delegates ensuring that everyone receives personal attention. It is delivered in-person and includes some interactive, classroom based sessions as well as time spent on farm.

## **Business and Financial Skills for Farmers**

Strong business management skills are essential, whether you are a young farmer planning to take control of a family business or, perhaps, you need to convince a landlord that you are equipped to succeed as the next generation in an AHA tenancy. Perhaps you studied business as part of a course at College or University but time has passed-by and you have not used your knowledge for many years?

This is a short course, designed to develop your business skills and give you the confidence to tackle the financial management in your farming business.

The course is formed of ten modules covering everything from formulating a Cashflow Forecast to understanding the Annual Accounts, Profit and Loss, Balance Sheets and more. It covers Gross Margin analysis, Fixed and Variable Costs, Benchmarking and KPIs, Resource efficiency and how to assess business and individual strengths, weaknesses, opportunities and threats. In short, it will give the attendee the skills and confidence to tackle the financial management of the business.

This course can be delivered as an evening class, either face-to-face or online, over a ten-week period or as an intensive face-to face course over three days.

## **Can Andy deliver a bespoke course for a group of farmers or a producer group?**

Andy would be pleased to discuss the training requirements of any group of farmers with a view to designing a course or workshop to suit their needs.

Andy specialises in sustainable farm management and business courses and workshops. However, content can be focused on specific requirements.

He has wide experience delivering to farmers and those in allied industries.

Andy works throughout the UK and is happy to travel to deliver courses locally if that suits the learners best.

### **Feedback from a previous attendee.**

*“The course had a good flow, very packed with information but plenty of time to ask questions and clarify”*

*T.J. (Farming on a County Council Farm in the South-West)*