



**Competitions Programme 2009/ 2010**

Sponsored by



**National Farm Business Development Competition**

**R U L E S**

**Competition Aim**

The NFYFC farm business development competition is devised to present a realistic scenario for YFC members to hone their business skills in order to secure a farm tenancy.

**Learning outcomes**

How to prepare a business plan which incorporates awareness of current policy, sensitivity analysis, SWOT analysis, economic viability, long-term potential and growth, budgeting and presentation skills.

*The rules and procedure for the Farm Business Development competition will be drafted in conjunction with the sponsors following the review of the 2009 Final.*

1. **VENUE** - TBC
2. **REPRESENTATION** - Counties may enter **ONE** team of two competitors per 600 members or part thereof.
3. **ELIGIBILITY** - Competitors must be 26 years of age or under on 1 September 2009 and a full member of a club affiliated to NFYFC. Competitors will be required to show their membership cards.
4. **HEALTH & SAFETY & CHILD PROTECTION** – All competitions carried out at National level must comply with Health and Safety Legislation and meet the relevant safety standards.

The completion of a Parental Consent form for members under the age of 18, **and form for completion by the accompanying senior member**, is the responsibility of the County Federation and must be available on the day **should the competitors be invited to attend the Presentation of Awards**.

5. **PROCEDURE** - Competitors will be sent the following background information in **April** (please give early indication of entries to accommodate the new format):
  - a) Assumed Present Situation - including details such as farming background, training/education, assets, any existing enterprises/business, and housing and financial position to date

- b) The Development Opportunity - an indication as to the type of farm on which the competition will be based, the basic facilities available and details of the type of occupation being offered
- c) Competitors will be advised of farm viewing dates between April and the end of May
- d) The finished tender/business plan/project must be submitted to NFYFC by **14 June 2009**.

## 6. SCORING

*Judges will consider the following points, in order of importance:*

1. Economic viability
2. Innovative ideas compatible with farm resources and assets
3. Long-term potential and growth
4. Presentation
5. Answers to specific questions

*(More detailed information will be supplied to competitors and judges.)*

Judges will award competitors first, second, third and fourth places. All other remaining competitors will be awarded equal fifth position.

7. **TIMING** - Competitors will be given the choice of viewing dates (April – May) to visit the case study farm. The task will be sent to competitors in April and competitors will prepare their submission on a maximum of 8 x A4 (210 x 297 mm) sides of note form proposals (hand-written or typed) and a four- page annex which can include budget, cash flow, capital income and gross/net margin details. The competition entry must reach the YFC Centre by 14 June 2010. From these notes the judges will short-list the teams who will be interviewed on the day of the competition. **All competitors will be given tickets to attend the show / event competition briefing and awards ceremony and to find out if they have been short-listed for interview.** Interviews will take place between 10.00 am and 3.00 pm, the awards ceremony at 5.00 pm.
8. **AWARDS** - Trophy to the winning team and two scholarships to the Oxford Farming Conference 2010 will be awarded.  
NFYFC Awards will be given to teams placed first, second and third.  
NFYFC Certificates of Achievement will be awarded to those teams who, in the opinion of the Judges, have attained a satisfactory standard.
9. Judges reserve the right to amend the detail of these rules according to conditions at the Final but the principles will remain.

- NOTES:
- 1) **IMPORTANT:** Competitors are reminded to read carefully the General Rules relating to National Competitions if they are taking part in this Competition. These are available from NFYFC or your County Office.
  - 2) This competition **WILL** carry points towards the NFU Trophy.
  - 3) Members will be disqualified if they are not at the Presentation of Awards without prior permission being granted.

Supported by



#### *KEY SKILLS*

- Application of number
- IT
- Working with Others
- Improving own learning and performance
- Problem solving