

RURAL VIEW

AUTUMN/WINTER 2019

From **Carter Jonas**

AUCTION CAUTION

Sale method advice

BIODIVERSITY NET GAIN

A new opportunity?

COMPULSORY PURCHASE

Effective negotiation

ESTATE MANAGEMENT

Spotting potential

POWER PLAY

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WELCOME

Welcome to the autumn/winter 2019 issue of Rural View.

This is probably one of the hardest magazines Carter Jonas has ever produced.

Not because we don't have lots of great stories to tell – but because, by the time you read it, the political and economic climate might be completely different to that as I sit here today.

We live in remarkable times, so instead I want to focus on what we do know.

Regardless of what happens later this year, there will continue to be a need for our landowning clients and our team to identify and seize the opportunities presented to them.

Sometimes we don't know what all the opportunities are, and there have been plenty of negative headlines about the disappearance of the Feed-in Tariff, which underpinned renewable energy schemes for nearly a decade.

If you have written off renewables, you should read pages 14 to 19 to see some of the exciting developments coming down the line which might change your mind.

As with any change to a business, good advice at the right time is of paramount importance. Mark Charter, our head of estate management, has a view on the impact of effective agency support on pages 6 to 11.

One of our strengths as a multi-disciplinary firm is the additional expertise we have on the periphery of agriculture and food production. It allows us to see how policies in wider business could open doors for our rural clients.

The added requirement for net biodiversity gain from new greenfield developments is one such example. If you haven't familiarised yourself with this particular opportunity, then see what Kieron Gregson and Nick Taylor have to say on pages 20 to 21.

Compulsory Purchase Agreements fall into the same bracket. We have a huge amount of experience representing rural clients on CPOs, recording some great successes, as Mark Warnett explains on pages 24 to 27.

Some businesses will decide that now is the time to expand or contract. While the land market is quieter than in the past couple of years, the appetite from buyers for the right property or piece of land remains.

Towards the back of this edition, Jack Mitchell from our Taunton office reminds us of the importance of selecting the appropriate method of sale, whatever your position – buyer or seller.

If you're in the market or want to see what else is being sold there is a selection of properties included in the back pages.

You'll find plenty more insight packed into this edition. I hope you enjoy reading it.

Your local Carter Jonas office would be pleased to hear from you, as would I. Please contact me at tim.jones@carterjonas.co.uk.

Tim Jones, Head of Rural

NEWS & ANALYSIS

UK food system review

Henry Dimbleby, co-founder of restaurant chain Leon, and of the Sustainable Restaurant Association, has been appointed to lead the first major review of the UK food system in nearly 75 years.

Mr Dimbleby will investigate the entire food system, from field to fork, and make recommendations for a new national food strategy, set to be launched in 2020.

Mr Dimbleby said: "No part of our economy matters more than food. It is vital to life and shapes our sense of identity.

"But there are urgent challenges with which we must grapple. Populations are growing, diet-related conditions are harming the lives of millions, and climate change is altering what our land will yield.

"From farmers in the field, to chefs in the kitchen, over the next year I'll be speaking with people from across the food chain to address these challenges and ensure everyone has a say in shaping the future."

In response to the announcement, NFU president Minette Batters said: "I am very pleased to see that the government is taking food production

seriously and putting plans in place for a national food strategy – this review is long overdue.

"It is crucial that this strategy delivers for everyone – from food producers to families across the country,

regardless of their income. Safe, traceable, affordable food that is produced to high standards of animal welfare and environmental protection is a right for all, and British farmers should be the number one supplier of this.

"The NFU has done some early work with Henry Dimbleby on what a food strategy can look like and I am delighted that he has included much of this in his framework. We are looking forward to working with his review to deliver a food system that is fair for all."



Farm safety action required

The latest figures from the Health and Safety Executive (HSE) have revealed that, of the main industrial sectors, agriculture continues to have the highest worker fatal injury per 100,000.

According to the HSE report, transport was the main cause of death in agriculture, forestry and fishing between April 2018 and March 2019. There were 32 fatalities in total, of which 36% were attributed to moving vehicles, followed by 23% to livestock, and 18% to falling from height.

During this summer's Farm Safety Week, NFU vice president Stuart Roberts said: "The conversation around health and safety is changing, but as the HSE figures have shown, conversation alone isn't enough. Farmers need to put their words into action and commit to making real changes on their farms, such as wearing a helmet when driving an ATV, or having a secure escape route when handling cattle.

"Effective safety measures are a fundamental part of any successful business. It should not be treated as an add-on or something we do only because we have to, but rather a core part of how we look after ourselves and our businesses.

"And so I want to set two challenges. Farmers – don't limit safety to just one week. Our businesses run all year round, so let's make sure we work safely all year round too. And to every single person that lives on, works on, or visits a farm – speak up if you see any unsafe practices. We all have a responsibility to look for risks. Don't leave it up to someone else."

Mental health matters

Awareness of mental health issues in agriculture received a boost this year due to campaigns by the Farm Safety Foundation and extensive national media coverage of mental health issues in general.

This heightened awareness has helped to remove some of the stigma associated with speaking out about mental health in agriculture, but more needs to be done to help those in need.

According to Farmers Weekly's Fit2Farm survey, combating stress is among the top challenges facing growers and livestock farmers. The survey revealed that 13% of farmers feel that their mental wellbeing is not good, 28% of farmers and farm workers want to know more about how better to manage stress in the workplace, and almost as many respondents (25%) say that they would benefit from techniques that help them stop worrying about work all the time.

The Farm Safety Foundation also conducted research which revealed that four out of five young farmers (under 40) believe that mental health is the biggest hidden problem facing farmers today.

The organisation's *Mind Your Head* campaign aims to raise awareness of this growing issue in the industry. Over the past 12 months, the organisation has been encouraged by the number of people that have come forward to openly share their personal experiences of dealing with mental health issues.

A new pocket guide, the *Little Book of Minding Your Head*, is available from the Farm Safety Foundation, which promotes the understanding of mental health and stress management in agriculture.

Net zero emissions challenge

In June, the UK Government announced a target to eradicate its net contribution to climate change by 2050.

The UK is the first major economy in the world to pass such a law, and will require the UK to bring all greenhouse gas emissions to net zero by 2050, compared with the previous target of at least 80% reduction from 1990 levels.

The new target was recommended by the Committee on Climate Change, the UK's independent climate advisory body. Net zero means any emissions would be balanced by schemes to offset an equivalent amount of greenhouse gases from the atmosphere, such as planting trees or using technology like carbon capture and storage.

CLA deputy president Mark Bridgeman responded to the government's announcement by saying: "These ambitious targets should be welcomed as the first step towards achieving a net-zero economy by 2050, while helping to focus minds on the challenge ahead.

"Now comes the difficult job of creating workable policies which will ensure the UK leads by example in delivery too. The CLA is ready to work with government to help make these a reality.

"Net-zero targets are simply unachievable without the support and input of landowners and farmers, who will be crucial in the strategy's delivery. The successful introduction of environmental land management schemes will be key, creating the platform which will, for example, deliver the billions of trees to offset emissions.

"Finally, the work has to continue on the international stage to ensure a global response. We should avoid implementing policies which simply export our carbon to countries with less of an environmental conscience."



THE TRUE VALUE OF ESTATE MANAGEMENT

Every estate is different but each can benefit from a creative, strategic approach led by experts, as demonstrated by a unique project at a prestigious Cotswolds shooting estate.

It's a bright August day when the Rural View team finds Carter Jonas partner Mark Charter at a client's prestigious Cotswolds shooting estate.

He has been involved in its management since 1996, when he acted to purchase it for its current owner, a high net worth family from America.

At its highest point, it commands astonishing views from 1,000 metres atop a hill close to the honeyed stone village of Ilmington.

In the 1990s, it extended to 343 hectares, with a Georgian mansion at its heart and a number of separate farmsteads, buildings and houses dotted across the land which spans the border between Gloucestershire and Warwickshire.

More than two decades later, the estate has undergone a sensitive but significant transformation.

Arable, grassland and woodland now cover 1,000ha, with the main emphasis being supporting a first-class pheasant and partridge shoot.

"In my career, I have been involved with four clients who have embarked on similar projects, where we've started with the house and farm and have

created an estate around it," Mark said.

"But it is fair to say that this project was unique. The way in which we created the shoot has probably never been done anywhere else since."

Driving around the estate, there are few visible clues as to how the owner's ambition was realised.

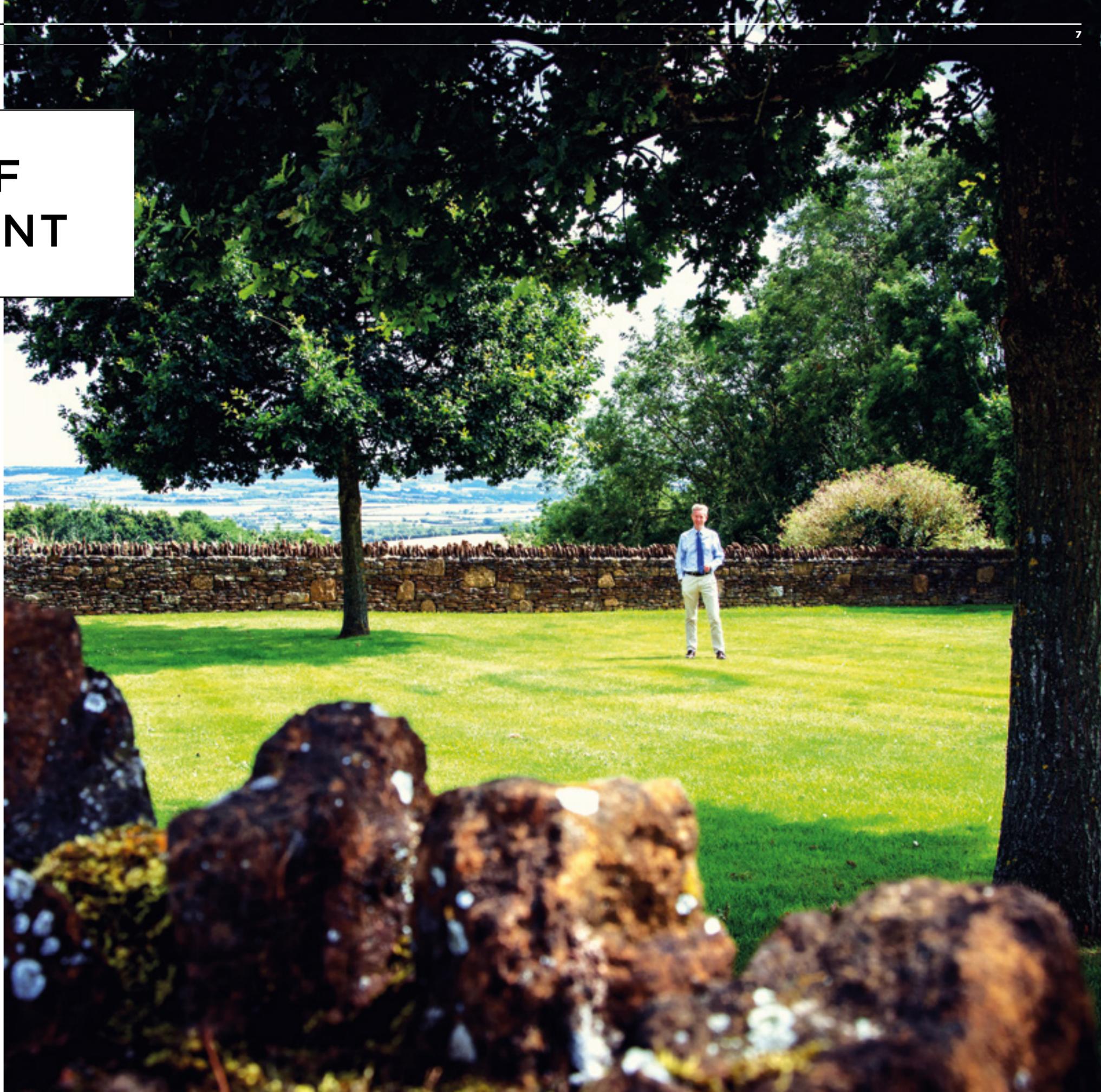
The 24 hectares of additional woodland planted to provide habitat for the game birds are discernible from the more mature trees, but only just.

"Our challenge was to create the shoot quickly so we took the unusual step of planting large trees rather than saplings, which would have taken years to grow," Mark said. "We were able to shorten the growing process by 30 years.

"That was a big project, and included a team of tankers and waterers who made sure that what we planted survived."

The impact of the pine, beech and ash trees is softened by species such as silver birch, to create a deciduous woodland mix that's typical of the surrounding countryside.

They work in tandem with game cover in surrounding fields to enable gamekeepers to feed the birds back





“Good estate managers will look at the opportunities for their clients, and have access to the expertise to advise them on what will work best”



and forth to the drives used during the owner's shoot, or the 12 days of private shooting held during the year.

Further evidence of the landmark project can be seen in several restored and converted farm buildings which now serve as stunning shooting lodges.

It can also be seen in the creation of shooting butts, which was done by excavating channels at the end of one field to lower the position of the guns.

There is also an improved, well maintained duck pond on the edge of the estate.

What Mark and the Carter Jonas team achieved would not have been possible without significant land acquisition; about 650ha had to be added to the estate which was not a straightforward process.

Mark said: “Farmers don't always want to sell land, so we had to find

ways of working with them to secure the land but also maintain a good relationship with the sellers.

“In some cases that was a sale and leaseback agreement, and in others it was a land swap.

“The way in which we created the shoot has probably never been done anywhere else since”

“We bought some land strategically, knowing that it would become a bargaining chip for other deals to be successfully concluded.

“It was vital to build an enduring relationship. We were the public face of the client, representing them

in the community and in front of stakeholders. That's part of good estate management – being able to maintain those relationships.”

As part of negotiations, the first farmer who sold land to the estate has been able to continue to contract farm the same fields for 20 years.

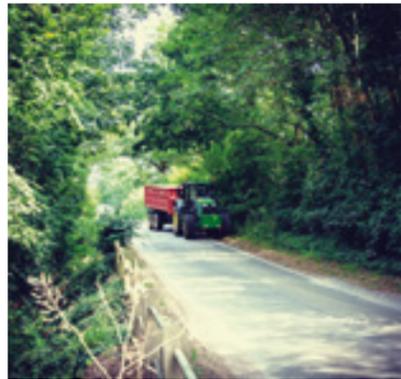
The typical rotation is predominantly wheat and barley, with oilseed rape as the break crop across much of the farmland. Beans are used in some areas to better satisfy the requirements of the shoot.

About 200ha of land is in grass grazed by cattle and sheep under a variety of agreements with local livestock farmers.

Although the owners of the estate often travel, it is far from quiet. A team of staff work alongside Mark and his Carter Jonas colleagues to make

THE ESTATE AT A GLANCE

- **1,000 hectares** of arable, grassland and woodland
- **80 hectares** of woodland, including **24 hectares** planted to supplement game bird habitat
- First-class **pheasant and partridge** shoot
- **Georgian mansion** with gardens
- Land contracted to **local farmers**
- Rotation includes **wheat, barley, oilseed rape and beans**
- **1,000m** above sea level at highest point



decisions and ensure land and buildings are kept in pristine condition.

The team includes gamekeepers, estate staff, gardeners, a house manager and domestic staff. When added to the farming, there is plenty of activity on site on any given day.

LEARNING ALL THE TIME

The scale and objective of the project may have been unique, but Mark says the principles of good estate management are the same with every client.

Mark said: "There are two strands to estate management. There's the functional aspect which is all about systems and protocol. It sounds quite mundane but it's essential.

"It includes making sure compliance work is done – health and safety considerations, construction, design and management regulations, risk assessments, asbestos surveys, energy efficiency statements, Basic Payment Scheme applications and the like. All those things need to be done well and kept on top of. That's crucial to everything we do.

"Then there's the creative, strategic work. Good estate managers will look at the opportunities for their clients and have the expertise to advise them on what will work best. It might be diversification, commercial or residential development, succession planning or environmental schemes.

"That's the main advantage of using Carter Jonas. Every single client we work with has access to experienced staff across a range of disciplines; rural, energy, infrastructure, commercial,

planning and development. We want to be the first to spot the opportunities."

Mark says the Cotswolds estate is a great example of the range of expertise required to realise a client's ambition.

Buying and selling land, developing buildings, hiring staff and planting trees were just a few of the skills required.

"Where good estate management adds value is through the attention to detail," Mark added.

"Another estate we work with is currently applying for a stewardship scheme. We have access to a botanical expert who has spotted a rare butterfly habitat and specific varieties of grasses which might turn an application from an entry level scheme to a higher level scheme, attracting higher tier payments."

"Every client has access to experienced staff across a range of disciplines"

GETTING TO KNOW CLIENTS

Mark grew up on his family's dairy and arable farm in Cowbridge, south Wales.

He studied land management at the Royal Agricultural University in Cirencester before going straight into Carter Jonas at the age of 21.

His first job was in the firm's Marlborough office in Wiltshire, and his 28-year career has spanned both residential and rural.

"Even when I worked in residential, I maintained relationships with rural clients and continued to work with them," he said.

Mark is now the head of estate management and is based in Oxford. He sits on the Carter Jonas rural board.

He has been in the role for less than a year, but says there are already certain themes emerging which will influence the future direction of estate management in the business.

"The nature of estate management has changed enormously during my

career," he said, "and there are probably four areas where that is most evident.

"Compliance is the biggest area – there are so many things land and property owners have to understand and consider now. Our clients are extremely busy and we help to support them to keep pace with the changes.

"Technology is another. There is so much available to us, but our clients need to understand which developments have a genuine benefit.

"Diversification is something most landowners have considered, but not all have acted on. In the future, we know developing a set of diverse, balanced income streams will be vital.

"The final area is more of an unknown. Management of the environment is changing, with direct support disappearing and more focus on public money for public goods. I can see how this might lead to a more collaborative approach – estate owning landlords and their tenants working together to get maximum value from the land they own and occupy."

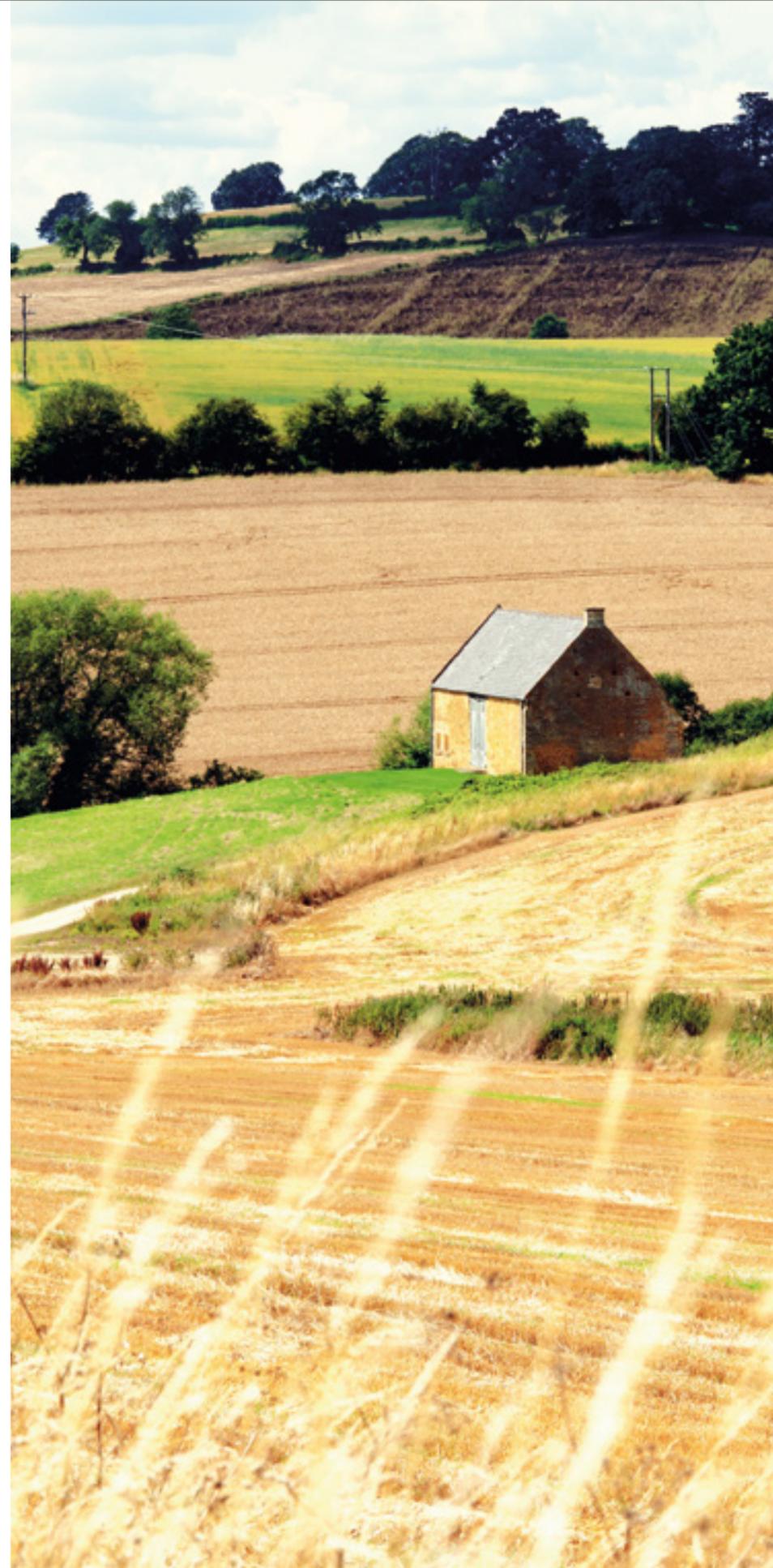
Global issues such as climate change, food security and emerging trends relating to a changing consumer diet also influence the firm's thinking and inform the ideas brought forward.

The nature of the job means Mark and his estate management team have to be "generalists".

He said: "In many respects we are project managers. We have to provide high level advice at a strategic level, but know when to put clients in touch with those within the firm who are experts in their own disciplines.

"What doesn't change is that we learn from every client. Big or small, private or institutional. The goal is always to get to know the client – really get to know them – and establish what their objectives are, what matters most to them.

"We're working with a client at the moment who has a social housing need for its staff – very different to what we are doing with this shooting estate, but we are still identifying a need and drawing upon our firm's expertise to find the best way to achieve it."



THE FARM & ESTATE MANAGEMENT TERRIER

A bespoke tool allowing clients to combine important data and information relating to the management of their estate has been launched by Carter Jonas.

The Farm & Estate Management Terrier simplifies vast amounts of information into a single, visual database built on three layers; land, asset ownership and responsibilities.

It has been designed by estate managers for estate managers, with the dual goals of simplified administration and the identification of opportunities.

Key to the terrier's effectiveness is that any farm or estate business can record the status of projects and any required actions.

It facilitates business continuity, knowledge transfer and real-time communication, with information available to any number of users at the same time.

Those with access can be seeing the same, up-to-date information from different places – from estate owner and farm manager to land agent, accountant or contractor.

Having all the information in the same platform means that new opportunities are more easily spotted. They include land or buildings for residential development, renewable energy, diversification and suitability for subsidy schemes. And, forecasting functionality allows users to lay out 'what if' scenarios.

As well as opportunities to generate income, the terrier will highlight areas to reduce spending too.

Contact Carter Jonas' head of geospatial, Andy Williams, on **0121 306 0392**, email mapping@carterjonas.co.uk, or speak to your local Carter Jonas rural team to find out more.

SAFE AS HOUSES

If you have let residential property on your estate, you need to ensure that the terms of the tenancy are in-line with the latest legal developments. Here, we outline six top tips to help you stay compliant.

On face value, it may not seem that an Act of Parliament ensuring tenanted properties are fit for human habitation would have a significant impact on estate owners.

Properties let out on farms and estates may not always be the most modern accommodation, but few would be considered uninhabitable by most definitions.

Yet Chris Turner, partner at Carter Jonas, says the devil is in the detail of the Homes (Fitness for Human Habitation) Act 2018 – which came into force in March 2019 – and it has the potential to catch some landlords out.

“It applies to every landlord and covers everything from a one-bed city flat to a seven-bedroom mansion in the countryside,” he said.

“Landlords who use agents will be compliant, because they have to be in order to let the property.

“But there are a lot of private landlords out there who risk falling foul of the law amid a strengthening of rights for tenants.”

Chris says that most landlords have nothing to fear, but added that some will only realise they have not followed the correct procedure when they have an issue with a tenant.

RESIDENTIAL TENANCY COMPLIANCE

This encompasses a great deal but, in essence, requires the landlord to serve the correct notices and give tenants a significant amount of information at the commencement of the tenancy.

It includes registering the deposit and telling the tenant where it is held. A policy on deductions from the deposit in the event of damage or breakages, for example, must be set out from the start.

“Professional agents will have standard templates which can be used or modified but, if you don’t follow the correct procedure, you will run into difficulty if you try and evict a tenant or claim deductions at the end of tenancy,” Chris adds.

DEPOSITS

A deposit taken from a tenant is now limited to five weeks’ rent. Chris said: “Historically some landlords will have taken about two months’ rent up front – more in some cases – but the rules have now changed.”

Any landlords with sitting tenants who have put down more than five weeks’ rent must return any money that is now considered as overpaid.

GAS SAFETY

Gas appliances such as boilers and cookers have to be tested every 12 months, regardless of how many tenants occupy the property in that year. A gas safety certificate should be provided to the tenants each year.

SMOKE AND CO ALARMS

Every room that has a solid fuel appliance – such as an open fire, woodburner or a boiler – has to have a CO (carbon monoxide) alarm, and the alarm should be tested by the tenant monthly thereafter. The test must take place on the first day of the tenancy, and be redone at least once a year with a documented record of the test.

“Many of our clients’ properties will have solid fuel appliances in the bedrooms,” Chris said. “Even if they haven’t been used for decades, they must have a CO alarm in the room, unless you block the chimney so that

a fire can’t be lit.” Smoke alarms must be fitted on every floor of the house.

ELECTRICAL SAFETY

Landlords are required by law to ensure that the electrical installation in a rented property is safe when tenants move in, and maintained in a safe condition throughout the tenancy.

In practice, the best way to ensure this is to get a qualified electrician to carry out a periodic electrical inspection each time a new tenant moves in and at five-year intervals during the tenancy.

The government announced plans in January 2019 to make five-year electrical installation checks on private rented accommodation mandatory in England, but no implementation date has yet been set. There is no legal obligation to carry out periodic electrical inspections on let properties unless it is a house in multiple occupation (HMO).

For HMOs, there is also a legal requirement to annually PAT test any electrical appliance supplied by the landlord. The rules are not yet as strict in non-HMO lettings, where the landlord is simply required to ensure that all electrical appliances are safe at the start of, and throughout, every tenancy.

In practice, the only way to ensure this is to have a regular testing regime carried out by a qualified PAT tester.

LEGIONNAIRES DISEASE TESTING

A Legionnaires risk assessment must also be carried out on let residential properties’ water supplies. The supplies in most residential properties are considered to be low risk, due to regular water usage and turnover.

Landlords should also implement simple control measures to ensure the risk remains low, which include flushing out the system prior to letting the property, ensuring all water tanks have a tight fitting lid, setting control parameters to ensure water is stored at above 60°C, and removing any redundant pipework.



HARVESTING THE SUN

Politics and policy created boom and bust in the renewable energy sector a decade ago. But, despite the rollercoaster ride, the long-term prospects for landowners look bright.

It is often the early adopters of new technology who seize the opportunity and see the greatest benefit.

For farms and estates, renewable energy is a case in point.

In April 2010, the Government announced the opening of the Feed-in Tariff (FiT) – a generous subsidy for those who could generate and export electricity to the grid.

The scheme was aligned to political commitments to renewable technologies, and played into the hands of those with suitable land or natural assets at their disposal.

Planning applications for solar PV and wind turbines flooded in, along with, to a lesser extent, combined heat and power units, anaerobic digestion plants and hydro-electric schemes.

Fast forward nine years and the picture is very different. The FiT closed in April and revised planning policy has all but killed on-shore wind turbines for the foreseeable future.

The end of renewable energy opportunities for landowners? Far from it, in fact.

Net zero carbon emission commitments, major advances in the electric vehicle sector and the need to future-proof rural and commercial businesses all suggest that renewable energy will continue to have a major role to play.

Helen Melling, energy specialist at Carter Jonas, says 2018 was the greenest year on record for the UK, with renewable energy generating 33% of total power production.

“With the FiT closed, the government’s decarbonisation strategy and a ‘Road to Zero’ approach to electric vehicle rollout, it’s logical that renewable energy will play an increasingly important role,” Helen said.

“Our rural and commercial clients are looking at the possibilities. Diversifying businesses and future-proofing is going to be key. Most landowners know this, but spotting the right opportunity is the hard part.”

WHAT ARE THE OPPORTUNITIES?

Clare Davey, associate in the energy team at Carter Jonas, sees the opportunities for landowners falling into two camps.

The first is for those who can offset their own electricity costs with farm scale, 'behind the meter' projects such as solar arrays, electric vehicle charging points and battery storage.

At the other end of the scale, land could be suitable for large, subsidy-free solar projects, forecourts dedicated to charging electric vehicles and battery storage in front of the meter.

The former is more attractive and achievable for the majority of landowners, as they can often afford to own and operate such projects.

"Selling renewable electricity to the grid doesn't really stack up anymore, unless it's at a scale requiring upwards of 30 hectares of land, which would be equivalent to a 20MW solar PV scheme," Clare said.

"But if you can install behind the meter projects, it certainly does. You should be looking to offset as much of your electricity use as possible by generating it yourself; ideally you're using at least 80% of the total output of the generating station.

"Similarly, for landowners without a significant electricity demand, there are opportunities to rent land out to a developer who is interested in a large site.

"In most cases that's solar PV, because wind turbines are not often approved under current planning policy."

Suitability is the watchword. The Carter Jonas energy team works on behalf of clients to establish which renewable technologies are feasible and how best to deploy them. The viability of a project will also depend on grid availability.

"We might be able to look at a site for feasibility of battery storage but see potential for a different renewable scheme. It's about looking at a variety of opportunities," Helen added.

"Spotting the right opportunity is the hard part"

Helen Melling, energy specialist

PROCESS

The first stage is to assess a client's energy use profile using half-hourly consumption data, Helen explained.

"We can use consumption data, which comes from the supplier, as many years back as possible, then analyse it to see when the client is consuming the most electricity," she said.

"Tools such as solar GIS mapping tell us how many hours of sunshine a particular location in the UK might get. It's important, when looking at a site, that you can run the calculations and work out the generation at that particular site."

Once the appropriate location and technology has been chosen, the team can guide clients through the planning process and project installation, carrying out grid checks with the relevant distribution network operator.

Once the scheme is up and running, Helen assists the landowner with brokering the most competitive power purchase agreement.

"We tender to electricity suppliers, and they will offer a price for any exported electricity.

"We are independent, and have good relationships with all the major players, in order to obtain best value for our client. But price is only one element of the decision making – it's about customer experience too."

"You should be looking to offset as much of your electricity use as possible by generating it yourself"

Clare Davey, associate

PROJECTS WITH POTENTIAL



SOLAR

Ground and roof-mounted projects are extremely effective on sites where high electricity use can be offset. On a larger scale, subsidy-free developers may offer landowners rental agreements spanning 30-plus years.



ELECTRIC VEHICLE CHARGE POINTS

Businesses can own and operate charge points, charging their own rate to either cover costs or make a profit. If installed with a developer, landowners receive a rent and/or revenue share.



ELECTRIC VEHICLE FORECOURTS

The petrol stations of the future – rapid charging stations to service multiple electric vehicles. Suitable for sites on busy road networks, on either an owner-operator basis, or rented to a developer.



BATTERY STORAGE

As technology costs reduce, batteries fitted to store electricity generated on-site, offsetting peak use

periods, will become commonplace. Developers continue to seek larger blocks of land for mass storage, to alleviate pressure on the National Grid at times of system stress.



"Upgrading with batteries will definitely happen in time"

Chris Hobson

ESTATE PROFILE

- T H Hobson was incorporated in 1952 by Chris and Nick's late grandfather Tommy
- Previously run by Richard and Timothy Hobson before Nick took on The **Crown Estate tenancy** with the land farmed by the business
- Business operates across **two holdings** – Woodhouse and Wynam at Sutton upon Derwent, near York
- Cropping includes **160ha of crisping potatoes, 445ha of combinable crops, 80ha of forage crops** plus grazing ground
- **400-cow dairy herd**
- Two 50kW **Endurance** wind turbines
- 250kW **ground-mounted solar array**
- 4,000 sq ft **barn converted to office lets**

CASE STUDY: *T H Hobson, Yorkshire*

Chris Hobson bought into renewable energy early, when the FiT made the business case more attractive.

In 2012, with the help of the Carter Jonas Energy team, he installed two 50kW Endurance E3120 wind turbines on an elevated block of grassland near a parlour used to milk 400 Friesian cattle.

They both went up within a month of each other and have been working to offset electricity used during milking, plus add a valuable income stream from selling surplus generation to the grid – topped up by a 24.6p/kWh FiT subsidy which is RPI linked and guaranteed until 2032.

Seven years on, he estimates that the £500,000 investment will be paid off within the next three to four years.

Chris said: "The turbines' main role is subsidising the cost of electricity. We're selling it for 5.4p/kWh instead of buying it for 13p/kWh.

"There is a huge disparity between what you pay for electricity and what you can get for a Power Purchase Agreement (PPA). You would be getting your FiT and your PPA but, if you can use it on site, you can make a huge saving."

Chris farms with his brother, Nick, who has a second-succession Agricultural Holdings Act tenancy with The Crown Estate.

The principal farming operation is split across two holdings: Wynam, where the dairy herd is grazed, and Woodhouse, where the arable and potato business is centred, along with the let office space.

The brothers farm a number of other holdings to increase their total farmed area to over 800 hectares.

Cropping includes wheat, barley, peas and forage crops. More Italian ryegrass has been introduced to the rotation for silage and to help get on top of blackgrass.

About 160ha of potatoes are grown on contract to Walkers crisps.

The family has been dairy farming for over 30 years, but has merged several herds to create one large one, which is extensively grazed and milked twice daily through a herringbone parlour.

While the business measures the success of the turbines by gross output, their role in enhancing the profitability of the dairy herd cannot be ignored.

"The dairy market is really tough," Chris said, "and farmers have been under a lot of pressure due to the milk price.

"The wind turbines help to reduce our electricity bill from the dairy to £1,100/month from £1,500/month, so it's important."

However, Chris believes that, as technology develops, his wind power will have a more substantial role to play.

"Battery storage could be a good option because we find that the wind is often not blowing at milking time, when the parlour is using the most electricity," he continued.

"We use half our daily electricity between 5am and 9am, and often the wind doesn't get up until after 9am so it would be useful to store the electricity and use it when we need it.

"Upgrading with batteries will definitely happen in time but we don't really want to be the first into the market – we want to invest when we see it at its optimum efficiency.

"It will happen, it's just a question of time."

Wind is not the only renewable energy technology the Hobsons have invested in. They followed up the turbine installation with a 250kW ground-mounted solar array in 2015.

Half the electricity generated is used in nearby barns, which have been converted into office units, and to fulfil some of the power demand from the farming operation.

The business was also in time to qualify for a FiT of 10.85p/kWh.

"Because there is a daytime demand, we're able to use 50% of electricity generated by the solar panels on farm or through the offices, which works well because we don't have the ability to store it yet," Chris said.

"We have grain to dry and a need for electricity to ventilate a potato store."

As with the wind turbines, Chris sees the benefits of battery storage for excess generation being a logical next step for the farm.

The 95 panels installed at the Woodhouse site have a 25-year life expectancy, so they will continue to work after the security of the FiT subsidy has expired.

"I expect we will run them for as long as we possibly can, and maybe replace them with new panels when required, if the planners allow," Chris said.

"They are working well and we are pleased with them."

The Carter Jonas Energy team operates across all energy sectors, offering site screening, feasibility, appraisal, valuation, agency, investment, technology advice, grid connections, planning and project management, energy brokerage and power purchase agreements. Find out more at carterjonas.co.uk/infrastructure-and-energy.

BUILDING BIODIVERSITY

Could the obligation for developers to leave the environment in a better state than they found it lead to opportunities for landowners?



Michael Gove may have departed Defra to lead no-deal Brexit planning, but his fingerprints are set to remain on the department's policy for decades to come.

In countless speeches during his 773 days as Secretary of State for Environment, Food and Rural Affairs, he referred to his ambition for this Conservative government to "be the first generation to leave our environment in a better state than that in which we inherited it".

His influence is almost certain to shine through in the Environmental Bill when it eventually enters Parliament, and his agenda in planning policy has the potential to create opportunities for landowners.

A new obligation for developers to demonstrate a 10% net gain in biodiversity on most sites they build on is the latest example.

"Previously, there should have been no loss to biodiversity caused by development, but Defra's research found that simply replacing anything that was impacted wasn't enough," explained Kieron Gregson, associate in Carter Jonas' London development team.

"If you cut down a tree, you had to replace it – but that approach was not working, and now the government wants more.

"Now there is a requirement for developers to assess the potential harm of proposals to habitats, and to provide an overall improvement on the environmental value by a minimum of a 10% gain in biodiversity.

"If the developer is unable to mitigate or compensate on site, it would be made to pay into a central fund allocated for nature improvements elsewhere in England."

This guidance has been laid down in the National Planning Policy Framework, but will be built into the Environment Bill which, at the time of writing, was scheduled for Parliamentary discussion in September.

"The emerging position coming forward will be what the value is of farmland that could serve to offset the biodiversity impact," Kieron said.

"If you sell land for residential use there is a significant uplift in value compared to bare agricultural land, but what value will developers attach for providing it for biodiversity offsetting?"

"There may also be opportunities to rent it for 30 years rather than sell it; that's another conversation that needs to be had.

"We don't yet have all the details, but there is certainly an opportunity there which needs exploring."

"With a target of 300,000 new homes every year, there are going to be opportunities for landowners to get involved in offsetting the impact of developments."

BUILDING TARGETS

The government has committed to a target of 300,000 new homes a year – requiring about 7,000 hectares of land to come forward for development.

Greenfield sites are generally favoured by house-builders due to the often-prohibitive cost of remediation works for brownfield sites.

Kieron added: "The significant amount of building that's required to

meet the new homes target is going to create a significant biodiversity impact that will need to be mitigated.

"The intention of this guidance, which is set to become legislation, is that the biodiversity offsetting is done on-site with the provision of measures such as tree planting and the installation of swales, green roofs, green walls and hedgerow corridors, for example.

"However, it's unlikely that this will be possible in every location, which potentially opens the door for landowners to get involved."

From 2012 to 2014, Defra piloted offsetting to achieve biodiversity net gain in six local authorities across England: Coventry, Solihull & Warwickshire; Essex; Nottinghamshire; Devon; Doncaster; Greater Norwich.

No offset sites were created during the two years, although the timeframe was considered too short to secure suitable sites.

By the end of the programme, 16 applications were expected to result in Section 106 planning agreements to mitigate impacts, including by offsite compensation – for example, improving biodiversity on land away from the development site.

VALUING LAND

Whether landowners benefit from either the sale or letting of land to developers offsetting their environmental impact will ultimately depend on whether the returns are better than income from other land uses.

While the concept of biodiversity net gain was embedded by some local authorities years ago, it will be new to the majority – and the value assigned to this type of land use will take some time to be established.

Kieron said: "We work with estates all over the UK and there is a lot of land which is never going to be suitable for development and perhaps doesn't yield particularly well from agricultural use either.

"Therefore, selling to a developer to offset their biodiversity impact, or

managing it on their behalf for a rent, might have more value.

"Currently it's hard to put a per-hectare value on anything, and that's the question everyone will be wanting the answer to."

There are wider considerations, too. Offsetting must be carried out for a minimum term of 30 years. And with little clarity on how agriculture and environmental schemes will shape up post-Brexit, there may well turn out to be better, more profitable options available to farms and estates.

"For example, a site near a settlement might not currently be suitable for housing but, in 15 years' time, it might be. Things change," Kieron continued.

"If you sign up for biodiversity net gain offsetting for 30 years now, you could be waiving your ability to realise the development value of that land in 15 years' time. It's a long-term play, and needs plenty of consideration."

GETTING INTO A GOOD POSITION

Kieron advises landowners who may be assessing the development potential of their land – or who would consider engaging with a developer – to provide land for biodiversity offsetting to first establish their position.

"From the outset you need to look at land you would consider viable for a project such as this," he said.

"It may be that marginal farmland is not yielding enough of a return to warrant it being kept in food production.

"Assessing its baseline score on current habitat is the starting point. Once you know its current position, you can begin to establish what would need to be done in order to register a 10% increase in net biodiversity."

Defra's biodiversity unit calculation is based on habitat distinctiveness, condition and area.

To calculate baseline biodiversity units before development, distinctiveness and condition are given 'scores' which are multiplied, together with hectares or kilometres of habitat.

Risk multipliers are introduced to account for difficulty of habitat creation, distance of offset from development and time for created habitats to reach target condition.

Each risk multiplier is assigned a numerical 'score' enabling post-development biodiversity units to be calculated. A 10% improvement on the pre-development score must be demonstrated.

"It will be a long-term play, so landowners need to understand the potential of their landholding"

Off-site compensation is agreed as a last resort, and local authorities will review developers' plans to ensure they deliver compensation through local habitat creation projects.

Councils want to see enhancements on-site or nearby and, if this cannot be achieved, the developer could face a financial penalty.

The result of a consultation held earlier this year estimates that a tariff set between £9,000 and £15,000 per biodiversity unit would stop a payment being preferable to investing in improving biodiversity.

ACT NOW?

Mandating biodiversity net gain will accelerate activity in this area, and those who have suitable assets and are in a position to move forward may well stand to gain most.

Kieron said: "We have expertise across a multitude of disciplines within Carter Jonas and are working on a number of significant strategic land developments with developers, who will be looking at all the options in front of them.

"Landowners, particularly those near settlements or near proposed strategic developments, can talk to us about the potential of their farms and estates to keep engaged in the conversation."

CAUTION *shown*

Vendors advised to be thorough and consider all sale methods in a market with fewer cash buyers.

“The method of sale was the reason a buyer wasn’t found at the first attempt”

A changing market dynamic may lead to more farmhouses and residential smallholdings being sold privately.

Jack Mitchell, an associate in Carter Jonas’ Taunton office, says the auction room still offers the best method of sale for certain properties.

But, with fewer cash buyers in the market and a polarisation of prices being achieved, vendors who have traditionally preferred the auction room should not close their minds to alternative routes to market.

Jack says there have been a number of examples over the past year where sales have been agreed by private treaty after the properties failed to sell at the fall of the hammer.

He said: “Last year we offered two county council farms for sale. The

first was lotted into bare blocks of farmland, and a house with eight acres.

“At auction, everything sold except the house with the land. Afterwards, a sale was agreed by private treaty to the first person who had viewed the property.

“It transpired that the investment required in carrying out surveys and mortgage valuations initially put off the eventual buyer as they couldn’t be sure they would be the successful bidder in the room.”

Jack had a similar experience with a 60-acre farm which included a house for modernisation and a range of buildings. The buyer was deterred from bidding because of the lack of flexibility offered – buying at auction means there is no scope to negotiate any of the terms.

“In both cases, the method of sale was the reason a buyer wasn’t found at the first attempt,” Jack said.

“They didn’t have the confidence to bid and exchange contracts on the fall of the hammer.”

Jack says sales of farmland seem unaffected by the trend and continue to sell well to keen bidders. But, when a house is involved, institutions, local authorities and executors are increasingly favouring private treaty or private tender.

“It’s probably a reaction to the economy, with fewer cash buyers about,” he added.

AT AUCTION

“I can continue to see private treaty being the favoured option going forward. I’m always surprised by the number of people who won’t buy or haven’t bought at auction and, if we ignore those people, we are potentially cutting out a number of buyers.”

HORSES FOR COURSES

Despite Jack’s view that private treaty and tender will continue to be the more favoured method of sale, he is quick to point out some of the many benefits of selling by auction.

Certainty is a word which will appeal to many buyers and sellers.

“On the fall of the hammer, the seller knows they’ve sold it and the buyer knows they’ve bought it. That’s a big draw for a lot of people,” Jack said.

“Both parties know there won’t be any renegotiations because they’re legally bound, and the deal typically completes in four weeks.”

The quick, transparent sale removes the risk of the complications which sometimes occur while a private sale is being completed.

“It’s a fact of life that sometimes buyers will change their mind between offer and completion,” Jack explained.

“The economy can make people jittery, another property might come along, or personal circumstances may change.

“Or, from the buyer’s perspective, someone else might come along with a better offer.

“Despite the many benefits of a private deal, there is more room for uncertainty than the auction method.”

Clients with ‘unique or unusual’ properties to market may also find the auction route is favourable.

Strawbridge House, which sold at a Carter Jonas auction in late July, is a perfect example.

The seven-bedroom country house with outbuildings and 16 acres, near Okehampton in Devon, required complete restoration.

“Strawbridge has the potential to be extraordinary, but requires a huge investment to become so,” Jack said.

“Valuing properties like this is difficult, because of the extent of work required and the subsequent uncertainty over the cost of carrying it out. It is often best to follow the auction route for such properties.

“A clean sale, where buyer and seller both know the terms of the contract, is a far more efficient way of getting a deal done.”

Strawbridge had a £550,000 guide price and sold for £610,000.

“There have been a number of examples over the past year where sales have been agreed by private treaty after the properties failed to sell at the fall of the hammer”

“Certainty is a word which will appeal to many buyers and sellers”



EXPERTISE IS *compulsory*

Dealing with compulsory purchase can be complicated, emotional and draining. Those affected need calm heads and experienced experts on their side.

Being affected by compulsory purchase will be among landowners' greatest fears.

As the country embarks on more and more large-scale infrastructure projects, further land take is inevitable, and families and businesses in rural locations – even those situated far from large population settlements – are becoming increasingly affected.

Until quite recently, compulsory purchase powers were used fairly infrequently but, particularly since the credit crunch, there has been rare consensus across virtually all political parties that investment in infrastructure is essential to improve productivity. The land assembly to support this enthusiasm for big infrastructure projects is underpinned by compulsory purchase.

The phrase compulsory purchase has become a catch-all for a variety of instruments through which land and property can be obtained.

These include an Act of Parliament, such as that used to authorise compulsory purchase orders for the High Speed 2 rail link, or a transport and works order, which is typically used for railway schemes. A Development Consent Order (DCO) is used to authorise powers for Nationally Significant Infrastructure Projects (NSIPs) such as roads and power stations.

DCOs were introduced by the Planning Act 2008 and provide a one-stop shop for both planning permission and compulsory purchase powers for major schemes. They can be applied for by government agencies, such as Highways England, or private institutions such as Heathrow Airport Ltd.

Regardless of who is making the application, Carter Jonas has a team of experts working for both claimants and those acquiring land under CPO powers, providing a broad, holistic understanding of the nature of negotiations.

THE IMPORTANCE OF ENGAGEMENT

"There is an underlying sense of injustice when you are told your property or business is going to be taken away," said Mark Warnett, partner at Carter Jonas.

"The objective has to be to try and get through the sense of outrage, which I see from most clients when they first discover that they may be impacted.

"It can be an incredibly emotional experience but those affected must try and compartmentalise that anger and upset in order to make sound business decisions."

Such decisions often come from early engagement. The ultimate sanction is notice being served on an



“It can be an incredibly emotional experience but those affected must try and compartmentalise that anger and upset in order to make sound business decisions”

individual or business which gives them three months’ notice to leave.

Mark says claimants should start engaging with the process as soon as they learn about potential compulsory purchase of their property, and begin planning to ensure that they are ready to take any appropriate action.

“There are a number of questions you need to ask yourself, particularly for rural property,” he said.

“Is the correct ownership structure in place if the business has to sell? Are there succession issues which need resolving? Are there tenancy or occupancy restrictions which need reorganising? What are the tax implications?”

A lack of detail at the outset of a project is not uncommon. Much of the crucial detail about how the scheme will be executed may not be made available until late on.

But that shouldn’t stop claimants from beginning the discussion.

Mark explained: “Taking the example of a road scheme being promoted by a DCO, there are usually two consultations where more detail will be released, and that’s where claimants need to engage.

“Putting in a consultation response, outlining how you may be impacted, means the authority applying for compulsory powers should take those into consideration.

“As it gets closer to the application for a DCO, the authority should be seeking to avoid compulsory purchase by opening negotiations over compensation and acquisition by agreement. That’s the prime time to be opening discussions on compensation and mitigation measures to reduce the impact on any retained property – noise barriers, for example.

“At this stage, the onus is on the authority to make the running in their application, so you engage through early consultation and, later, through the DCO examination, and then it is for

them to demonstrate that they deserve to be given the powers.

“Usually, authorities will try and negotiate objections away – which can’t always be done – but it’s a good opportunity to reach settlements, if that is the objective.

“If you are forced into a complete relocation, you need time to do that. If you engage, you give yourself a window of time to be able to think about your options, and to prepare.

“There will be a lot of complications and you need the technical understanding to resolve them, as well as having a practical mindset of being a deal-doer.”

COMPENSATION

Property acquired under a CPO or DCO is at market value or, if the property is retained, the owner is compensated for the reduced value of the asset and can claim compensation for the dispossessed land.

“It may be possible to get the authority to buy the whole farm or estate, even if not all of the land is affected,” Mark explained, “but it’s on a case by case basis.

“We are working on a case at the moment for a rural business where we’re trying to reach a settlement on a land swap to mitigate the impact of the scheme on the business. If we can’t agree that, we will be looking to compel the authority to acquire the whole business.”

HIRING IN EXPERIENCE

“We typically get involved with clients as soon as the scheme is on the horizon, in order to forward plan,” Mark said.

“We make representations and objections, carry out valuations and negotiations and, if an agreement can’t be reached, we also offer dispute resolution and expert witness evidence, should the case be referred to the Lands Chamber.”

Mark says the majority of clients prefer to settle before reaching the dispute stage.

“Coming to an agreement before possession is taken is often preferable to waiting and being paid compensation,” he explained.

“If you are negotiating outside the Compensation Code, claimants can ask for more than just financial recompense. In theory, anything could be on the table to reasonably mitigate the impact of the scheme during these negotiations, for example we have negotiated land swaps, accommodation works and legal agreements including protective provisions but that disappears when the discussion moves to compensation, which is purely financial.”

“Unlike many agents, we act for both acquiring authorities and land owners, and have gained a lot of knowledge and insight in how these deals work from both sides”

PERSONAL EXPERIENCE

Carter Jonas has built a team of experts who work across the firm’s infrastructure and rural practice.

Working alongside Mark, Simon Mole, Steve Drennan and Charles Hardcastle are all agricultural valuers, as well as specialists in compulsory purchase, bringing vital insight from what are both highly technical areas of work.

“The majority of the partners in the infrastructures team come from a rural surveying background. We offer experience and knowledge in both those areas, and we’re the only compulsory purchase team with that level of experience,” Mark said.

“Unlike many agents, we act for both acquiring authorities and land owners, and have gained a lot of knowledge and insight in how these deals work from both sides.”

Mark’s drive to specialise in this particular area stems back to a road scheme affecting his parent’s farm in north Kent when he was a teenager.

The development of the Wainscott Bypass meant that about 10 acres of the 200-acre fruit and arable farm was acquired through compulsory purchase.

Compensation was paid for a large soil bank, which was re-invested into the business to make improvements to its future resilience and profitability. But Mark says the implications went further than just land take.

He said: “We used the compensation to enhance some old buildings and convert them to light industrial use, and the road made us much more accessible and therefore attractive to tenants.

“In a purely business sense, we benefitted – but the quality of life has been impacted forever.

“The new road meant that the farm went from having a rural feel to an urban feel – the noise was incessant and you could no longer see the stars because of the light pollution. It became a very different environment to live in.”

Watching the project take place demonstrated to Mark the importance of maintaining a good working relationship with contractors and those executing the CPO.

“The farm has Grade 1 and Grade 2 soils so my father was outside watching the digger operators every day, making sure all the method statements were being followed; otherwise the quality of the soil would have been ruined,” he said.

“My father needed a relationship not only with the contractors, but also with the authority’s agents and officers. Like it or loathe it, they were the ones making decisions every day that was going to affect the family forever.”

BREXIT CLOUD STILL HANGS OVER UK BUSINESSES

A week is a long time in politics and so by the time this edition of Rural View reaches readers who knows what may have taken place in Whitehall.

As we went to press prorogation had been invoked, a legal challenge had succeeded in Scotland and was ongoing in England. A general election was on the cards and everyone from QCs to taxi drivers were talking about a constitutional crisis.

For the rural economy there is much to consider, but with so much uncertainty what should landowners be thinking about and planning for?

Regardless of whether we end up with Brexit, a no-deal Brexit or no Brexit at all any government will need to address the same core issues.

So to help whoever occupies Number 10 by the time this magazine hits mailboxes we have compiled our top five rural issues that need consideration and quick consensus.

FARMING SUBSIDIES AND THE CAP

Amid all the uncertainty, one thing is clear. When the UK leaves the EU the subsidies currently paid to landowners under the Common Agricultural Policy will stop and funding will instead come from the government. Over the course of seven years from 2021, the Basic Payment Scheme (BPS) will be phased out at varying speeds. Payments up to £30,000 will be reduced by 5% annually, while payments of £150,000 upwards will shrink by 25%. Many farm businesses currently rely on BPS payments to turn a profit and, by the end of 2027, they will need to have found a way to survive without it.

PUBLIC GOODS AND NATURAL CAPITAL

Targeting public money at public goods was a mantra of Michael Gove when he was Defra Secretary of State. He

repeatedly made it clear that he wanted to see area-based payments replaced by a scheme which rewards landowners who manage landscapes and improve the environment. While the intentions of the government were fairly clear, what qualifies as a public good was less so. Protecting watercourses, good soil management, planting trees and carbon reduction are all expected to attract public money under new Environmental Land Management Scheme contracts. However, the notion of natural capital – a device to measure the natural environment and the value of it to the public – could serve to add a layer of additional complication. And the government does not have a good track record in delivering schemes which are easy to apply for or get paid on time.

MARKET ACCESS AND TARIFFS

If attracting payments for managing the landscape is something landowners will feel they can have some level of control over, market access and the threat of imports is certainly not. At the time of writing a government pledge that it will not allow food which doesn't match UK standards into the country is all that protects British farmers. Chlorine-washed chicken and hormone-injected beef are two high profile examples of products which are illegal in the UK but – without protection – could compete with British food on the shelves. Import tariffs could stop British food being undercut by imports, but in some sectors – such as eggs – the import tariff currently in place is being removed. Access to new markets across the globe is a potential opportunity to export British food to new destinations,

but no trade deals can be negotiated until the UK has left the EU.

BIOSCIENCE AND FARMING INNOVATION

Boris Johnson used his first speech as Prime Minister to set out his determination to free the UK from European laws preventing genetically modified crops to be bred and grown. He said: "Let's liberate the UK's extraordinary bioscience sector from anti-GM rules. Let's develop the blight-resistant crops that will feed the world." His sentiments reignited the war of words from both sides of the divisive debate, but will have landed well with farmers who are in favour of using the technology to boost yield and prevent disease. Gene editing is another innovation domestic seed breeders are prevented from using and, in Europe, it falls under the same rules governing GM. Both technologies – on paper at least – could be among a number that would be permitted in the UK should the government seek to legalise their use post Brexit.

ACCESS TO A WORKFORCE

The weakening of the pound has already had a negative impact on the number of seasonal workers who are drawn to work on UK farms, and has done since the Brexit referendum in 2016. Industry groups have warned the government that reliable access to labour is critical for fruit and vegetable growers in particular. In total as many as 60,000-70,000 seasonal workers are needed across Britain each year. Freedom of movement for EU nationals will end on 31 October in the event of a no-deal Brexit.

Rural Marketplace

A selection of the top property for sale or recently sold from around the country



HOLSWORTHY, DEVON
 Guide price £8,175,000

A commercial dairy farm with excellent additional property income, together with a 50 acre residential livestock farm, a further 18 acre smallholding, and three parcels of land. For sale as whole, or in up to six separate lots.

Contact David Hebditch
 david.hebditch@carterjonas.co.uk
 01823 428591



LLANFIHANGEL Y PENNANT, TYWYN
 Guide price £2,000,000

An extensive upland farm located on the southern slopes of Cadair Idris, North Wales. In all 1,430 acres.

Contact Hugh O'Donnell
 hugh.odonnell@carterjonas.co.uk
 01248 360417



KINGSBRIDGE, DEVON
 Guide price £6,500,000

A very private residential and arable farm situated in the South Devon Area of Outstanding Natural Beauty.

Contact David Hebditch
 david.hebditch@carterjonas.co.uk | 01823 428591
 or Jack Mitchell
 jack.mitchell@carterjonas.co.uk | 01823 428593



TAUNTON, SOMERSET
 Guide price £3,600,000

A ring fenced dairy farm in the Taunton Vale.

Contact Jack Mitchell
 jack.mitchell@carterjonas.co.uk
 01823 428593



**INGLEBY GREENHOW,
NORTH YORKSHIRE**
Guide price £1,900,000

A productive dairy and livestock farm with farmhouse, stockman's cottage and versatile range of buildings. In all 245 acres.

Contact Sam Johnson
sam.johnson@carterjonas.co.uk
01423 707801



RUGBY, WARWICKSHIRE
Guide price £4,500,000

A well-equipped residential and arable farm with productive land and significant potential. In all 322 acres.

Contact Ben Ainscough
ben.ainscough@carterjonas.co.uk
01604 608224



STANBROOK, ESSEX
Guide price £875,000

A parcel of sloping productive arable land in a ring fenced block, with adjoining excellent access. In all 107 acres.

Contact Jack Cook
jack.cook@carterjonas.co.uk
01223 346616



NEWBURY, BERKSHIRE
Guide price £3,250,000

An organic farm with diverse income streams.

Contact Andrew Chandler
andrew.chandler@carterjonas.co.uk
01962 833386



MILNTHORPE, CUMBRIA
Guide price £600,000

An attractive residential development opportunity - a stone-built redundant farm steading with planning permission to create a total of four dwellings.

Contact Robert Bowyer
robert.bowyer@carterjonas.co.uk
01539 722592



LACOCK, WILTSHIRE
Offers in excess of £1,500,000

A substantial, privately-situated country house, requiring complete renovation and occupying a commanding position at the top of Bowden Hill. Set in 34 acres.

Contact Kit Harding
kit.harding@carterjonas.co.uk
01225 747271



NOKE, OXFORDSHIRE
Guide price £3,000,000

About 339 acres of mainly arable land split into 6 large enclosures.

Contact Andrew Chandler
andrew.chandler@carterjonas.co.uk
01962 833386



YARM, NORTH YORKSHIRE
Guide price £1,800,000

A productive mixed arable and livestock farm, with a range of modern general purpose buildings and planning permission for a replacement farmhouse. In all about 175 acres.

Contact Sam Johnson
sam.johnson@carterjonas.co.uk
01423 707801



LAMBOURN, BERKSHIRE
Guide price £3,600,000

A residential farm with equestrian potential in the heart of the Lambourn Valley.

Contact Andrew Chandler
andrew.chandler@carterjonas.co.uk
01962 833386



SEdgeHILL, WILTSHIRE
Guide price £1,830,000

A charming and privately situated farm in a peaceful rural setting on the edge of the village of Sedgehill, available as a whole or in up to six lots. In all 98 acres.

Contact Arthur Chambers
arthur.chambers@carterjonas.co.uk
01225 747270



GRASS

WE DON'T LET IT GROW UNDER OUR FEET

When new opportunities arise you need to be quick. That's why Carter Jonas is now a partner of choice across farm agency, management, professional services and farm consultancy. Innovation demands change, and we're firm believers in never standing still.

carterjonas.co.uk/rural-consultants

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