

Appendix 1e

Farmers Guardian Adverts

PROPERTY AND LAND

Don't be too quick to accept a rent increase

By Philip Meade, Davis Meade Property Consultants

WITH the traditional Lady Day rent payment day fast approaching, we are urging landlords to think carefully before imposing rent increases on their tenants as CAP reform could put pressure on farm incomes in coming years.

A surprising number of landlords served rent notices 12 months ago and those are now being implemented. We are negotiating on behalf of tenants, some of whom were asked for increases of 30 to 40 per cent. One of our clients was asked to more than double his rent.

We can understand that there might be a need for a rent increase if the rent has not been reviewed for a number of years or it is at a historically low level, but if rents have regularly been reviewed at a reasonable level then there is no reason why they should go up again this time around.

Rents we negotiated last September on average settled at about 10 per cent increase.

We are particularly concerned now for tenants in Wales whose incomes could be severely hit under the new CAP regime as any rent demands for an increase in the most part will



to meet greening requirements so this could well force up demand for rented ground and hence an increase in rents.

For example, an 80-hectare (200-acre) farm growing crops on a rotation may choose to rent additional acreage to meet greening requirements rather than change the rotation. This will increase the competition for land in the area, which will push up rents.

In the future, farmland will be considered in some cases not for its value in terms of agricultural productivity but by how much it can generate in direct payments.

On another subject, farmers that have been affected by the weather may have to rely on the goodwill of their landlords rather than statute if they are hoping to negotiate a rent reduction.

Extreme inclement weather like the recent flooding is generally considered a one-off event which could be difficult to reflect in a three-year rent review but a particularly benevolent landlord might offer a tenant a concession such as a rent rebate or rent-free period.

Their key message at all times to tenant farmers is to seek advice from your agent or tenancy specialist before accepting a rent increase.

usually be based on a scenario when farming profits are anticipated to increase.

Some farmers in Wales are facing a severe drop in income following CAP reform and in these cases rents should actually come down.

Reform

CAP reform has caused a greater divergence in rentals between Agricultural Holding Tenancies and Farm Business Tenancies (FBTs). Lifetime tenancy rents are largely based on the profitability of the farm, so rents should fall when incomes drop but the new Direct Payment regime could have the opposite effect on FBTs.

Farming families in Wales are facing a double whammy, CAP modulation of 15 per cent and new greening measures will put extra pressure on their profits and they may need additional land

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PROPERTIES FOR SALE

LINCOLNSHIRE, Fulney A detached 4 bedroom house set in a rural position with double garage and garden to all sides. SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION GUIDE PRICE: PRICE ON APPLICATION (Ref: C308)	HAMPSHIRE, Bishop's Sutton A detached 4 bedroom bungalow with large garden, double garage and outbuilding. SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION GUIDE PRICE: £450,000 (Ref: C306)
N YORKSHIRE, Gt Ayton Very attractive stone and red pantile 4 bed detached house with 0.43ha (2 acres) of garden plus 10.7ha (15 acres) of land and two holiday cottages. 2 and 3 bed with an integral garage. Subject to an Agricultural Occupancy Condition. OFFERS INVITED: £595,000 (Ref: C290)	NORFOLK, Burnwell A detached 3/4 bedroom house with large garden, 2 outbuildings, 2 paddocks, all set in land totaling approx 2.23ha (5.5 acres). Planning permission has been granted for 2 extensions and erection of a replacement building. SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION GUIDE PRICE: £295,000 (Ref: C307)

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PROPERTY AND LAND

Farms & Property

United in relief after Scotland votes 'no'

By Robert McCulloch
Associate partner,
Strutt & Parker, Edinburgh

TO say the independence referendum affected farm sales in Scotland is to put things mildly. The first eight months of the year saw the supply of farms in the market significantly restricted. Much of this was likely down to farmers not wanting to sell their farms at a time of such uncertainty.

There have, of course, still been some sales but much of the interest generated in those was helped by a paucity of other farms on the market.

With 55 per cent of Scots voting against independence amid an enormous 84 per cent turnout, the referendum was certainly close. And as 45 per cent of Scottish voters made clear their preference for an independent nation, these are interesting times for the Scottish property market.

It is now just over a fortnight since the result but there is already evidence of the post-referendum property boost which many agents predicted.

Autumn is traditionally a busy time in the farmland market and, having been held back for a month by the referendum, it now appears to be kicking into action.



While confidence is unquestionably returning, it would be wrong to assume the uncertainty of recent months has been entirely withdrawn.

Further devolution of powers to the Scottish Government is seen by many as the policy which defeated the 'yes' camp.

With the details of this so-called 'devo-max' to be outlined in the coming months, the additional powers available to the SNP Government and the manner in which they are used has the potential to impact on market confidence, particularly in the upper echelons.

In addition to this, April next year sees the introduction in Scotland of Land and Buildings Transaction Tax (LBTT) as a replacement for Stamp Duty Land

Tax (SDLT). Like income tax, LBTT is a 'progressive' tax which will be levied on property sales in segments, starting with a nil rate band and increasing through different thresholds.

With a Scottish Government announcement on the rates and thresholds for LBTT due on October 9, the likely impact of this tax is the amount payable to the Scottish exchequer for properties at the upper end of the market will be higher than under the current 'slab tax' regime of SDLT.

The upside for the farm market could be a race against time to complete sales before LBTT takes effect on April 15. Time will tell if this materialises but the LBTT announcement is keenly anticipated by agents, vendors and buyers.

Whether it is speculation over the detail of this 'devo-max' or a new progressive transaction tax, it is clear some market uncertainty remains.

However, set against the recently posed question of whether or not the UK will even continue to exist, these are but small uncertainties and, in my view, it is the continued work of the British economy which will truly determine the reality of the property market's recovery in Scotland.

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PROPERTY AND LAND

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Profit is not a dirty word

By Russell Gourlay, Bagshawes

IT is that time of year when any diligent self-employed individual will start thinking about their tax return.

Nearly 40 years ago I had the pleasure of living in a caravan on a Lake District hill farm, where the farmers nod to book keeping was a plastic pink laundry basket into which every receipt and bill was hurled to be eventually dumped on the hapless accountant.

Unfortunately in this age of the online return, such a dilatory tactic can only lead to trouble.

What has not changed, however, for some in the farming world is the aversion to actually making a profit and, God forbid, paying tax on it.

At the risk of sounding clichéd, the only certainty is death and taxes, and yet some farm businesses seem to be in denial on both fronts, first by contriving to never make a profit and secondly, never discussing the hereafter and what may happen to the farm when Granddad has gone.

What brought this to mind was a number of recent unconnected matters which made me wonder if ingrained and habitual behaviour can lead to poor financial practice?

We were approached by a long-established hill farmer client who has run a third generation sheep business with no borrowing on the family farm. The family wished to raise a loan to

upgrade the holding. Our man proudly explained his business had not made a profit in years and accordingly pays no tax. While giving the benefit of the doubt as to the legitimacy of their accounting, in the new world of credit scores and expenditure statement-based borrowing, a business which does not make a profit is a failed business, and certainly not one to lend money to. Irrespective of the security value of the farm. We could not help him raise his loan.

In the same week I took a very tidy Land Rover Discovery to the garage to trade in. The dealer told me its value and appeal was severely reduced for the farming community because as a private vehicle there was no VAT to pay on the purchase price, and farmers like to get some VAT back from their quarterly returns.

Notwithstanding the burden of being an unpaid tax collector, VAT inputs and outputs are largely neutral, and paying VAT out to get VAT back (without interest by the way) seems a similar entrenched and possible illogical view. I accept, of course, the dealer may have simply been trying to take my britches down, but I fear he was right.

What is interesting though is despite tax being anathema to some farm businesses, they would no more consider legitimate tax planning than expect their favourite sow to grow wings. The recent surprise announcement as to complete loosening of personal

pension schemes, or SIPPS, a tax umbrella rarely seen in the farming world, may allow the farm to be owned by the family pension with colossal tax benefits and, as of the last couple of weeks, possibly quite astonishing inheritance tax benefits.

To those who do plan for the next generation, inter-family disposals may bring a surprise tax charge, despite having gifted the land. Maybe a drip feed arrangements of part shares using the combined husband and wife annual Capital Gains Tax allowance of some £22,000 a year could be considered, and legitimately pass the family farm through the generations tax free and using the convoluted laws to advantage.

The other day a newspaper reported on those with a million-pound tax free ISA (now NISA). One chap was a farmer, holding stocks and shares and funds all compounding free of tax. But again, how many would remotely consider this? People may swear by Massey Ferguson kit but would not dream of buying into the company even though the shares have doubled in value over the last four years and paid dividends. All tax free in your ISA.

The purpose of any business is to make profit, be it income or capital, and at the risk of overdoing the clichés, no one ever went bust making a profit. Profit equals taxes and taxes equal a healthy business and that is the reason you farm.

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PROPERTIES FOR SALE

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LINCOLNSHIRE, Fulney Detached 4 bedroom house and in a rural position with double garage and garden to all sides. SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION GUIDE PRICE: £165,000 (Ref: C308)	SCOTLAND, Dumfries, Crookston Some 100 years old, 1000 sq ft (P1) acre with 100 sq ft 3 bedroom detached house, 100 sq ft 3 bedroom detached house, 100 sq ft 3 bedroom detached house, 100 sq ft 3 bedroom detached house. Available as whole or in lots. WHOLE OFFERS OVER £375,000 LOT 1: OFFERS OVER £295,000 LOT 2: OFFERS OVER £30,000 (Ref: P182)

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Farmers Guardian

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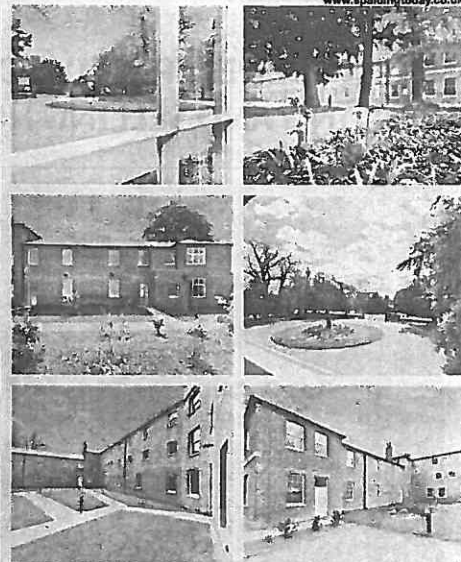
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Appendix 1f

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FULNEY

A detached 4 bedroom house set in a rural position with double garage and garden to all sides.



SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION.
GUIDE PRICE: £165,000 (Ref: C308)

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*Research conducted by SPA Future Thinking, May - July 2013

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Property

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Top Price Paid

Same Day Offer

Any Property Condition

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Call us Free
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Or Local on
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Lines Open 24/7

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HarryRoseHomes.co.uk

Terms and Conditions Apply

Houses To Let

Sell your property FAST

propertybuyer

- ✓ Best price paid
- ✓ Immediate cash offer
- ✓ No fees ever
- ✓ Quick & hassle free
- ✓ Flexible timescales

0800 031 9243

0333 313 0403

Text 'HOUSE' to 88833

Text charged at standard network rate

OR go online www.pbuyer.co.uk

Property

The National Rural Property & Planning Specialists

acorus



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SUBJECT TO AN AGRICULTURAL OCCUPANCY CONDITION.

GUIDE PRICE: £165,000 (Ref: C308)

Tel: 0845 60 11 047
www.acorus.co.uk

Property Wanted

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Free Valuation No Obligation
Fast Sale Maximum Value

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YellowSpringbok.co.uk

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(Semi-skilled trainable person would be considered)
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Sutton Bridge, Lincs PE12 9UR

Transport Planners Assistant

required
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Roffes Transport Limited, West Bank
Sutton Bridge, Lincs PE12 9UR

SALES

DCi ACCOUNT CO-ORDINATOR

The role entails developing existing accounts with our network of high street dealers and internet retailers. Your main duties will include developing customer relationships and being responsible for processing customer orders.

- The successful candidate will have:
- Excellent customer service skills
 - A good telephone manner
 - You must be computer literate
 - Ability to multitask
 - Good attention to detail
 - Experience within a sales/telesales environment would be an advantage but is not essential as full training will be given

This is a full time permanent position, for which we offer an attractive salary, a professional working environment and the opportunity to join a highly successful and progressive company.

Please forward your c.v. to our HR Department.

hr@dc.co.uk

COUNTY

KITCHEN SALES DESIGNER

We have a fantastic opportunity for an enthusiastic and experienced sales professional to join our busy team based at our showroom in Spalding, Lincolnshire. You must have at least 2 years experience within kitchen retail and have a proven track record of converting client enquiries into sales.

You must be able to deal effectively with clients and provide design solutions for their requirements. Our computer software is Artcad and Planit so knowledge of these packages would be beneficial. You must have a valid driving license as this role requires you to visit clients homes for surveys and after sales calls.

Please send your CV and covering letter to

James Bryan, County Interiors,
Wardentree Lane, Spalding Lincs
PE11 3UG or e-mail -
sales@countyinteriors.com

HEALTHCARE & NURSING

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Lowgate, Gosberton, PE11 4NL
www.gosbertonmedicalcentre.co.uk
01775 840204

Part Time (15 hours) - Receptionist Required

Tuesday
13.00 - 18.30
Friday
08.00 - 18.30

Additional hours will be required to cover holidays/sickness

Please post or email your full C.V. and a covering letter to

Simon Walsh, Practice Manager.
simon.walsh@pct.nhs.uk
Closing date for applications, Wednesday 26th March 2014

Interviews to be held on Tuesday 1st April 2014

Gosberton Medical Centre is an equal opportunities employer.

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COMMISSION

Abbeygate Rest Home

SOCIAL SERVICES
APPROVED PROVIDER

Abbeygate Rest Home

Abbeygate Rest Home, Moulton is situated in the centre of the village of Moulton within the grounds of Moulton Mill.

Due to the retirement of a long serving member of staff the following vacancy has arisen:

Head Chef - Moulton

A Head Chef is required to work on a rota basis for 34 hours per week to include evenings and weekends. Must have a minimum of NVQ2 in catering and hospitality or equivalent. Experience in a similar setting is essential.

Night Care Carers - Moulton

Two Night staff required 30-40 hrs per week to include weekends. Previous experience required in a care setting with a min of NVQ 2 or equivalent qualification.

Applicants to either apply in writing enclosing a CV to:
Donna Bailey, Manager, Abbeygate Rest Home, High Street Moulton PE12 4QB
or email: abbeygate.moulton@btconnect.com with a covering letter and CV
Closing Date for applications 28th March 2014

Please note night staff positions will be expected to work rota shift patterns over a 7 day period and may include weekend work. All successful applicants will be required to complete a Disclosure and Barring Service Application.



MT

Financial Management
Chartered Financial Planners

We are a firm of Chartered Financial Planners providing a professional financial planning and wealth management service to our clients and, due to the continued expansion of our firm, we are looking to add two new members to our team.

Junior Administrator (Full-Time)

You will be keen to work in a professional environment and have the enthusiasm and ability to study for recognised financial services qualifications. You will need a strong grasp of both written and verbal communication, as well as being numerate to GCSE grade C as a minimum requirement. We will provide you with the support you will need to become an effective financial services administrator and offer you the potential for furthering your career in our profession.

Administrator (Part-Time - 20 hours per week)

You will already have experience of working in a professional environment, although not necessarily in financial services, with a strong understanding of the high standards that our clients expect of our services. You will be an effective communicator both verbally and in writing, as well as having strong numeracy skills. We will provide you with the training and support that you need to become an effective member of our team and we will also encourage you to study for professional qualifications.

Both positions are available immediately and you will therefore need to submit your CV and supporting documents by e-mail to trevorwilshire@mooret.co.uk by the deadline of 28th March 2014 to be considered for these positions

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