

# Booking Form

Simply book online at [www.blenheimpalaceconferences.co.uk](http://www.blenheimpalaceconferences.co.uk) or return this form to: Blenheim Palace Conferences, PO Box 251, Chipping Norton, OX7 9BR or telephone: 01869 347874.

<b>Delegate Details (Please use BLOCK CAPITALS)</b> 002		
Title:	First Name:	Surname:
Job Title:		
Organisation:		
Address:		
Postcode:		
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Dietary Requirements:		

## Invoice/Payment Details

Course fee per delegate:  
Early Bird Discounted Fee £299 plus VAT (ends 30/11/07)  
Full Delegate fee £349 plus VAT

Please invoice me/my organisation  
I enclose a cheque made payable to Blenheim Palace Conferences  
Please enclose or please debit my Mastercard/Visa/Maestro/Solo with

£	:	Card Number:
Expiry Date:	/ /	Issue no:
Security code:	(Last three digits of the security code on the reverse of your credit/debit card)	
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NB: Invoice(s) will be sent to the contact and each delegate will receive joining instructions by email approximately 21 days before the date of the event. Payment must be made in pounds sterling. Please note that payment is required on booking. Blenheim Palace Conferences reserve the right to refuse admission if payment is not received. If you are sending a purchase order kindly attach a copy of this booking form.

# Speakers

**Colin Fenwick**  
*Senior Agriculture Manager, Lloyds TSB Agriculture*

Colin joined Lloyds TSB after graduating from Durham University in 1975. He has undertaken a variety of managerial roles with the Bank, in a career that started in the North East of England and included some time in Surrey before settling in the Midlands 25 years ago. In 1998 he was appointed Regional Agricultural Manager covering Derbyshire, Leicestershire and Warwickshire.

**Sandy Douglas**  
*Partner, Head of Rural Business, Knight Frank*

Throughout his career Sandy has managed Rural Property for a variety of clients from small, traditional landowners to Institutions and the super rich. He spent ten years involved with the RIGS, Chairing its Countryside Policies Panel for four years. He has pioneered a different approach to land management through consultancy and strategic planning.

**James Del Mar Partner**  
*Rural Consultancy, Knight Frank*

James Del Mar has focused on rural property management and consultancy, specialising in enhancing capital and revenue positions, strategic planning, telecommunications and compulsory purchase issues for over 13 years.

**Matthew Burton**  
*Partner, Landed Estates & Rural Businesses, Saffery Champness Chartered Accountants*

Matthew studied at the Royal Agricultural College, Cirencester, qualified as a Chartered Surveyor in 1997 and as an accountant in 2001. He joined Saffery Champness in 2004 and is a partner based in the London Landed Estates Group. Matthew's client base consists of traditional landed estates, associated businesses and high net worth individuals.

**James Falkner**  
*Partner, Mills & Reeve*

James specialises in property and landlord and tenant matters, covering all management and contentious aspects of commercial, agricultural and residential premises. James' recent work includes High Court cases including the termination of agricultural tenancy and an agricultural succession case; termination of leases on development sites; recovery of commercial premises for clients own use; enfranchisement claims; and defending enforcement of restrictive covenant.

**Brian Barrow**  
*Managing Director of Acorus Rural Property Services Ltd*

Brian is a Chartered Surveyor specialising in Rural Property Consultancy since 1988. This has included preparing planning applications, appeals and advising landowners on maximizing the value of their property assets. Acorus are a national firm of Chartered Surveyors and Planning Consultants advising a wide range of rural landowners, Government Departments and Local Authorities.

**Mark Newton**  
*Partner, Fisher German*

Mark Newton has 31 years experience within the profession, dealing with all issues of land in hand, let farms, residential property and commercial property. He is the only recommended agent for the NFU in England and Wales to advise their members on wind farms and telecom sites.

**Christopher Cox**  
*Partner, Lycetts Financial Services*

Christopher runs the Charlbury office of Lycetts and specialises in estate and private household insurance. Lycetts is recognised as one of the leading brokers for Farm & Estate and Bloodstock insurance which is in turn supported by both a commercial department and financial services division.

**Nick Straker**  
*Director, Lycetts Financial Services*

Nick Straker has worked for Lycetts for over twenty five years and is a main board director, as well as being managing director of their wholly owned financial services company. Nick specialises in Inheritance Tax and Pensions and is both a Chartered and Certified Financial Planner.

**Alastair Morrison**  
*Burges Salmon, Partner, Agricultural Property*

Alastair trained and qualified in 1987 and joined Burges Salmon in 1997 having spent five years in Yorkshire and County Durham acting for farmers of freehold and tenanted land. Alastair has served on the committee of the Agricultural Law Association and is currently a member of the legal and parliamentary sub committee of the Country Land and Business Association.

**Sam Eeley**  
*Partner, Henmans LLP*

Sam is joint head with Iain Davis of the Agricultural Department at Henmans LLP. Sam has been with Henmans for 31 years and a Partner of the firm for the last 26 years. He comes from a farming background and his family has farmed just outside of Kirtlington for 3 generations.

**Jeremy Moody**  
*Secretary and Adviser, Central Association of Agricultural Valuers*

Involved for CAAV and as independent adviser in agricultural property, policy, taxation and related issues including development of FBT legislation and CAP reforms. Produced a range of practical technical publications. Member of TRIG. Partner in TACSTALK offering rural taxation conferences.

**David Bolton**  
*Corporate Partner, Cheffins*

David is principally responsible for farm management advice and rural business consultancy. His specialist topics include strategic advice and financial planning for families, the construction and management of contract farming schemes as well as carrying out negotiations and mediations in the course of disagreements.

# About Blenheim Palace

## Blenheim Palace

Blenheim Palace, home to 11th Duke of Marlborough and the birthplace of Sir Winston Churchill, offers a memorable day out.

Set in 2100 acres of beautiful parkland landscaped by 'Capability' Brown, the exquisite Baroque Palace is surrounded by sweeping lawns, formal gardens and the magnificent Lake.



Inside, the scale of the Palace is beautifully balanced by the intricate detail and delicacy of the carvings, the hand painted ceilings and the amazing porcelain collections, tapestries and paintings displayed in each room.

Situated in Woodstock, just 8 miles from Oxford, the Palace was created a World Heritage site in 1987.

We look forward to welcoming you to Britain's Greatest Palace very soon.

## Our Sponsors and Supporters



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Presents



# Rural Property and Business Tenancies

Reap the rewards, avoid the pitfalls  
A one day conference

Wednesday 27th February 2008

Sponsored by



# Practical solutions to today's rural business issues

Tenancies have been an essential part of rural life for centuries. In today's political climate agricultural and rural policy is aimed towards maximum diversification which has established a balancing act between landlord and tenant interests regulated by the Agricultural Tenancies Act 1995 and its subsequent reform in the shape of The Regulatory Reform (Agricultural Tenancies) (England and Wales) Order 2006.

Since the introduction of the Single Farm Payment there has been a renewed impetus for landowners to find alternative uses and income streams for their properties. Tenancy of property, land and sporting rights have become an integral part of running many farm and estate businesses with a myriad of legislation and compliance issues to address.

This practical one day conference is aimed at those working at the grass roots of the rural business industry and will provide a platform for debating the issues involved ensuring delegates are up to date with the latest legislation and best practice for property management.

The 2008 Rural Property and Business Tenancies Conference is the essential guide for the modern rural business manager.

## The conference is aimed at

- Those involved in managing rural business tenancies, commercial, residential and sporting on small private farms to landed estates.
- Those involved in managing rural property who want to capitalise on their assets.
- Those managing the landholdings of public and private institutional bodies.
- Farmers and smallholders with property issues.
- Those working with rural property who need to be up to date with current legislation and thinking.

## Conference Venue

Blenheim Palace  
Hospitality Suite  
Woodstock  
Oxon OX20 1PX

# Programme

09:30 – 09:35	<b>Welcome by chair</b> Colin Fenwick, BA, ACIB, Senior Agriculture Manager, Lloyds TSB Agriculture.
09:35 – 10:15	<b>The challenge of being a landlord</b> "What do you want, what have you got & what are you up against?" <i>Sandy Douglas, Partner, Head of Rural Business and James Del Mar, Partner, Rural Consultancy, Knight Frank</i>
10:15 – 10:55	<b>Choosing the right farming arrangement whilst safeguarding Agricultural Property Relief</b> <ul style="list-style-type: none"> <li>• Tenancies</li> <li>• Partnership</li> <li>• Contract Farming</li> <li>• Share Farming</li> <li>• Machinery Syndicate</li> </ul> <i>Matthew Burton, FCCA, Partner, Landed Estates &amp; Rural Businesses, Saffery Champness Chartered Accountants</i>
10:55 – 11:10	<b>Coffee</b>
11:10 – 11:50	<b>Succession on death or retirement</b> <ul style="list-style-type: none"> <li>• Reminder of rules</li> <li>• Eligibility and planning for succession</li> <li>• Recent cases</li> </ul> <i>James Falkner, Partner, Mills &amp; Reeve</i>
11:50 – 12:30	<b>Tied properties – the pros and cons</b> The session will focus on the market for agriculturally and other tied properties looking at: <ul style="list-style-type: none"> <li>• The market for such properties</li> <li>• Valuation issues</li> <li>• Is there a link between farm incomes and value</li> <li>• Removal of agricultural ties by reference to planning applications and appeals</li> <li>• Implications of non compliance</li> </ul> <i>Brian Barrow, Managing Director of Acorus Rural Property Services Ltd</i>
12:30 – 13:00	<b>Making money from wind farms</b> <ul style="list-style-type: none"> <li>• How the wind farm market has developed in the last 10 years</li> <li>• What makes a perfect wind farm site</li> <li>• Avoid the "carpet baggers"</li> <li>• How the acquisition process works</li> <li>• Unravelling the myths of the financial cost of building a wind farm</li> <li>• The potential</li> </ul> <i>Mark Newton, FRICS, Partner, Fisher German</i>
13:00 – 14:00	<b>Lunch</b>

14:00 – 14:30	<b>Insurance – Are you at risk? Financial</b> <ul style="list-style-type: none"> <li>• Inheritance tax - short term protection , long term planning</li> <li>• Impact of estate diversification on IHT reliefs</li> <li>• Pensions - making adequate personal provision and the introduction of Personal Accounts from 2012</li> </ul> <b>General Insurance</b> <ul style="list-style-type: none"> <li>• Update on general insurance position including rates and flood cover</li> <li>• Specific insurance requirements for let properties, diversification (including sporting activities) and contract/share farming</li> </ul> <i>Christopher Cox, Partner, Lycetts and Nick Straker, Director, Lycetts Financial Services</i>
14:30 – 15:10	<b>Sporting Rights</b> <ul style="list-style-type: none"> <li>• What are sporting rights? - freehold or leasehold, personal, assignable or linked to ownership of land, statutory rights to security</li> <li>• The extent of sporting rights - getting the wording right</li> <li>• Gamekeepers - employment and occupational rights</li> <li>• Tax issues</li> <li>• Areas for disputes - eg damage to crops, conflict with public access rights, environmental issues</li> </ul> <i>Alastair Morrison, Partner, Burges Salmon</i>
15:10 – 15:50	<b>Termination of Farm Business Tenancies</b> <ul style="list-style-type: none"> <li>• Termination</li> <li>• Effect of Sub-Letting</li> <li>• Enforcement</li> <li>• Compensation</li> </ul> <i>Sam Eeley, Partner, Henmans LLP</i>
15:50 – 16:05	<b>Tea</b>
16:05 – 16:45	<b>Rent reviews - Farm Business Tenants v Non Farm Business Tenants</b> <ul style="list-style-type: none"> <li>• Revived Activity?</li> <li>• 1986 Act, 1995 Act And Trig</li> <li>• Key Issues</li> <li>• Arbitration</li> </ul> <i>Jeremy Moody, Secretary and Adviser, Central Association of Agricultural Valuers, (CAAV)</i>
16:45 – 17:25	<b>Diversifying your assets – Property the untapped business opportunity</b> <ul style="list-style-type: none"> <li>• Buildings - whose are suitable , who wants them , what are they suitable for?</li> <li>• Agricultural difficulties including planning difficulties and how to try to resolve them</li> </ul> The business opportunities of commercial lettings, tourism, leisure residential diversification and farm shops will also be illustrated during this session. <i>David Bolton, Corporate Partner, Cheffins</i>
17:25	<b>Roundup and Close</b>

# About Blenheim Palace Conferences

## Welcome to Blenheim Palace Conferences

In association with Blenheim Palace, Blenheim Palace Conferences provides a series of key practical conferences on a range of rural business development issues, presented by some of the top industry speakers within the magnificent surroundings of Blenheim Palace in Woodstock, Oxfordshire.

*Richard Good and Jo Ross, Directors, Blenheim Palace Conferences*

## Why choose a Blenheim Palace Conferences' event?

Changing times require novel approaches to rural business development. Blenheim Palace Conferences offers an intensive and innovative insight into a variety of key issues and topics affecting the farming

## Terms and Conditions

**Fees:** The fee for this event covers all written materials and refreshments. A VAT invoice will be sent once your booking has been made. Please contact us if you do not receive this within fourteen days of booking. Joining Instructions will be sent approximately three weeks before the event. This includes a full statement of our terms and conditions and a venue location map which may also be found at [www.blenheimpalaceconferences.co.uk](http://www.blenheimpalaceconferences.co.uk)  
**Cancellations/substitutions:** Cancellations made up to 21 days before the course will receive a refund of 80% of the booking value. Cancellations less than 21 days before the course will not be refunded but a replacement delegate may be sent. No transfers to other events will be accepted. Cancellations must be received in writing.  
**Important note:** This booking form constitutes a legally binding contract. It may be necessary for reasons beyond the control of Blenheim Palace Conferences to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme

industry today whilst ensuring time away from the farm and estate is kept to a minimum.

Our one day events focus on:

- Improving your business profitability,
- Ensuring you are up to date with the latest regulatory challenges
- Current environmental issues and thinking

*"We are delighted to work with LRM Consultancy (UK) Ltd to create "Blenheim Palace Conferences" and to stage a series of key practical conferences on a range of rural business development issues here at Blenheim Palace into 2008 and beyond. It is vital for all of us to keep pace with change and these events should provide an ideal platform for stimulating debate as well as offering a valuable networking opportunity in inspiring surroundings"*

*John Hoy, Chief Executive, Blenheim Palace*

being cancelled, Blenheim Palace Conferences will automatically make a full refund but disclaim any further liability.  
**Early Bird discounts:** The early bird discount can be used by the stated date only. After this date the full fee is applicable.  
**Disability:** We check our venues for accessibility. Please let us know if you have any access, or other, requirements by calling 01869 347874.  
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