

BROWN & CO JH Walter

PROPERTY & BUSINESS

2022



Facts about bees

There are around 20,000 bee species worldwide, most of these are solitary bees with only 250 bumblebee species and 9 honey bee species

There are roughly 25,000 to 30,000 bees in a swarm

The largest bumblebee in Britain is the *Bombus ruderatus*. It uses its long face and tongue to pollinate hard to reach tube flowers

Bumblebees are key pollinators in agricultural ecosystems - around 30% of the food and fibre crops grown globally depend on pollinators for reproduction

The value added by insect pollination in crop production in the UK has been estimated at several hundred million pounds

Bumblebees are important for biodiversity and the wider environment as they help plants to produce fruit and seeds which birds and animals rely on

Bees have 5 eyes

Male bees in the hive are called drones

Bees navigate using the sun and earth's magnetic field and do a waggle dance. Their eyes are sensitive to polarised light which penetrates through even thick cloud so they are able to 'see' the sun, even when the weather is poor

The distance each bee flies in its life is astonishing. It is possible for forager bees to fly about 3 miles for food, however an average distance would be less than a mile from the hive. A strong colony therefore flies the equivalent distance from earth to the moon every day. The normal top speed of a worker would be about 15-20mph (21-28km/h) when flying to a food source and about 12mph (17km/h) when returning with nectar, pollen, propolis (resin collected from tree buds) or water

Claudia Bowring

Contents

Page 04-05
Page 06-07
Page 08-09
Page 10-11
Page 12-13
Page 14-15
Page 16-17
Page 18-19
Page 20-25
Page 26-31
Page 32-36
Page 37-43
Page 44-45
Page 46-47

Merger Announcement
Rural Farmland Market
Residential Market
The County Property Auction
Commercial Agency
Valuation Services
Development Land Market
Machinery Auction
Rural Services
Agricultural Business Consultancy
Property Services
Planning Consultancy
Community Involvement
Our People

Foreword

Welcome to Property and Business magazine, under the new banner of Brown&CoJHWalter, published by the two Lincoln offices. The merger of Brown&Co and JHWalter has got off to a flying start.

The two practices had so much in common, so they have blended seamlessly. The two offices in Lincoln - Lincoln Central and Lincoln Out of Town - parade the team members and their wide ranging expertise on the following pages.

The residential property market remains remarkably strong, not just in and around the city but around the region. Lincoln is a city on the move. This is reassuring to the families who invest their wealth, energy, and love into their homes.

Interest rates and access to mortgages continue to encourage the market, even though general inflation, fuel, and energy price rises are persuading us all to consume less.

The activity in the commercial property sector shows that Lincoln and Lincolnshire are driving the region's growth with real energy. It is what the East Midlands need, and it is being delivered locally. Enthusiasm and demand for commercial space remains unabated and it is encouraging developers to build business premises and, indeed, homes.

Agriculture has its own challenges. Not only to deliver green outputs - public goods - for which farmers must receive public money. However, the government, for all its enthusiasm for the green agenda, must not lose sight of the fact that the primary function of farming is to deliver food to the nation's tables. The rising price of grain, due in no small part to the crisis in Ukraine, is simply paying for the rising costs of farming inputs, particularly fertiliser.

There is fundamental change happening to the structure of British farming and the land agency, agricultural business consultancy and planning and energy teams are helping the sector navigate and grasp the opportunities to maximise the potential from the available assets.

Never a dull day for the teams in Lincoln. We are here to serve and assist clients to navigate change and prosper from it.

Ian Walter



Merger Announcement

BROWN & CO

JHWalter

On 1st October 2021 JHWalter LLP merged with Brown&Co under the Lincoln trading name Brown&CoJHWalter. The Partners of JHWalter had been looking to grow the business to ensure that their clients could be provided with the widest range of services and with the best possible advice. The opening of the Brown&Co office on Doddington Road, Lincoln in January 2021 provided the opportunity to create a regionally significant hub offering property and business advice across the region. Both Partners of Brown&Co and JHWalter recognised that here was a business that is very similar and offered an opportunity for growth. Both businesses are chartered surveyors and property agents working in Lincolnshire, Nottinghamshire and surrounding counties. JHWalter, in addition to their strong client base, have brought The County Property Auction, residential sales, town and country planning and residential surveys to the combined business in Lincolnshire. Brown&Co bring a stronger Commercial team and a large Land Agency team and a substantial Farm Business Consultancy, Environmental Consultancy team and the ability to win National contracts.

Brown&Co is much larger than JHWalter with 13 offices across the East Midlands and East Anglia and three offices overseas. The combined business now approaches 300 people. The Lincoln teams operate from both the Doddington Road office and Mint Lane with a total team of over 60 staff. The combined Lincoln practice and the wider Brown&Co network means that clients have access to the widest specialisms and a greater depth of resource ensuring the best possible advice and most successful outcome.

JHWalter's Lincoln city centre office will continue to host the residential and The County Property Auction teams and the rural, commercial, planning and energy teams will integrate with Brown&Co's existing partners and staff at the firm's Doddington Road offices.

Ian Walter, Senior Partner, JHWalter, said: "We share the same values and culture of Brown&Co and this represents an ideal fit for our staff and our clients to provide a long term future and opportunity for growth for the firm, our partners and staff."

John Elliott, Managing Partner, JHWalter, added: "The County Property Auction, our planning services and our residential

agency capacity will be an addition to the Brown&Co current offering in Lincoln and we are delighted to be joining them to operate and grow in a larger firm and bring our combined expertise under one business."

Charles Whitaker, Managing Partner, Brown&Co, commented: "We see great synergies between the two of our practices; both sharing a heritage and legacy created in the heart of Lincolnshire and sharing core business values. JHWalter have a strong rural client base and we are delighted to add their additional services, capacity and people to our business. This investment helps us to create value, efficiency and growth for both our clients and the practice of Brown&Co. It serves as a key driver for our partnership and the JHWalter team fit well with this for us."

BROWN & CO JHWalter

Land Market Update

There appears to be various common themes in any commentaries one reads on the land market and these are the same as last year's Land Market Update. There continues to be a very limited supply of farms coming to the market. Volumes of both public and private offerings are certainly down compared to previous years, although we must accept the previous 10 to 15 years saw a significant amount of land being traded. Covid continues to influence people's decision making process as well as continued speculation on future farming profitability with the reduction of the Basic Payment Scheme. At this time of year we normally have some idea of the likelihood of what is coming to the market in 2022 and all indications across the Brown&CoJHWalter region are that this lack of supply will continue. The general view of all our agents is that if anyone is considering selling there is no reason to delay so as to take advantage of this shortage of farmland.

How Strong is The Market?

It all depends where you are. Location, location, location makes a real difference. Lincolnshire has some of the best soils in the country, but they are geographically inaccessible. That makes the market less bullish than in other parts of the country.

If the extensive rollover money that is available in the system is not invested locally, it is a very different marketplace. Those who have moved to Lincolnshire with rollover money are those committed to farming. Life-style investors are attracted to more fashionable and accessible areas however our region offers value for money. So Lincolnshire continues to offer very good value, despite what prospective local purchasers say!

Can we expect to see more land coming to the market any time soon?

It should be no surprise that anything that has been traded has sold extremely well reflecting the supply and demand principle. During the pandemic, sales of development land continued at very good levels fuelled by the escalation of house prices generally across the country. The vast majority of farmland that has been traded has been bought by buyers looking to rollover their significant gains.

There continues to be plenty of development money in the market which adds to the reason not to delay a decision to consider marketing a farm in the current market. It is not just development land that has created buyers but also those in receipt of monies from infrastructure projects of which there seems to be an increasing number so I would suggest it is a sellers' market at present and it is likely to be so for 2022.

In terms of values the reduced supply has helped maintain price levels across our region. Arable land values in the Louth Marsh area for Grade 2/3 soils typically ranged from £7,000 to £10,000 per acre, The Wolds have been commanding a premium as has been the case historically with values in the region of £11,000 per acre. The Heath and Cliff coming in

If farming profitability takes a real nosedive, there will be those who decide to call it a day. Debt rarely forces land to the market although banks have been less patient recently. This is not currently a great source of supply

As arable holdings continue to expand smaller holdings, that used to support a family comfortably, are added to larger holdings. Year by year there are fewer opportunities.

It all makes for a fascinating market that intrigues those of us who are involved in it. Should the IHT and CGT tax regime ever change, it would have a profound effect on the market. Until then anticipate less land for sale year by year and the market defying gravity, when gravity threatens.

Best to sell before the market falls not when it has started to fall.

The team at Brown&CoJHWalter have considerable experience in the buying and selling of farmland. Talk to us without obligation to discuss your plans.

Ian Walter

between. Mirroring the national trend there has not been a significant amount of Grade 1 silt traded but what evidence is available suggests that values have been maintained and reflect a healthy premium over their Grade 2 and 3 counterparts.

So whilst we have a strong market I cannot stress enough the importance of preparing a farm diligently for marketing purposes in advance of its launch. It will certainly assist with the conveyancing process once a deal has been agreed and negate the risk of any problems. Market knowledge is the key to achieving successful sales and all our agents at Brown&CoJHWalter are well placed to deliver you this advice. We look forward to discussing your property requirements and objectives during the forthcoming year.

Charlie Bryant

Ian Walter: "Farmland has always been a hedge against inflation. Inflation is at a 30 year high".

Tim Atkinson: "Little land has been marketed in 2021. Sales we have seen have been good suggesting both demand and prices have risen".

James Black: "Sales of poultry farms offer higher rates of returns for investors looking to diversify their income stream over conventional agriculture."

Judy Strawson: "We received a high level of interest from all types of buyers for Springcliffe Farm, Redbourne which sold very well and shows that there is still high demand for the right farm."



HARSTON ESTATE - LEICESTERSHIRE

Agricultural, Residential and Sporting Estate

3 let farms including 4 sublet cottages, range of farm buildings with development potential (STP)

Woodland with sporting rights

In all extending to approximately 757 acres



LAND AT CORBY GLEN, GRANTHAM, LINCOLNSHIRE

151.07 hectares (373.29 acres). An attractive commercial bare arable land opportunity for farmers and investors.



LAND AT WALKERINGHAM, N. NOTTINGHAMSHIRE

48.00 hectares (118.61 acres). Bare Grade 3 predominately arable land with some grassland let on a 5 year FBT.



SPRINGCLIFFE FARM, REDBOURNE, N. LINCOLNSHIRE

132.65 hectares (327.78 acres). A 5 bed farm house, 3 bed cottage and range of traditional buildings all offering potential together with grain stores and highly productive Grade 2 arable land.



ABBAY WARREN FARM, BUCKNALL, LINCOLNSHIRE

76.44 hectares (188.90 acres). A mixed farm including a 5 bedroom farm house, range of buildings and productive agricultural land.

Residential Market Update

2021 proved to be another astonishing year for the Lincolnshire property market, with pricing and demand defying expectations set by the pandemic, with a housing market which has remained remarkably resilient.

As we enter 2022, the demand for properties in Lincolnshire shows no sign of easing off with buyers continuing to 'up sticks' from all parts of the country and within. Lincolnshire continues to offer excellent value for money and a lifestyle which many city-based buyers simply have not been able to enjoy in the past, because they can now work remotely from home and are not geographically tied to specific parts of the country. The added attraction of excellent communication links in Lincolnshire to the rest of the country, with direct daily trains to London from the picturesque Cathedral City of Lincoln, has allowed buyers to combine a better work life with the added incentive to live in areas with easy access to open countryside, which the county offers in abundance. There is still an imbalance between demand and stock levels at present

“Our agent was wonderful and very helpful he made the process easier. He gave a 5 star service and went above and beyond what we expected. We would recommend without hesitation.”

with fewer options available to buyers, which should continue to strengthen the property market in the coming months for sellers, and we have found that it is not uncommon for properties to sell for their asking price or above, and in some instances, several buyers vying for the same property within a short period of marketing due to a shortfall of available properties. This is reflected in the nation's demands in changing their lifestyles and working aspirations and has intensified the importance buyers have placed on owning a home, with the work from home trend seemingly here to stay.

We have found with the housing market that some sellers are delaying listing their properties until they feel confident enough to find their next suitable property and we are seeing many sellers committed to finding the right home and to try and secure that 'perfect house' to move to, whilst seeking a better way of life. Listing properties now puts sellers in the best possible position to take advantage of a buoyant market and we expect to see stock levels improve over the coming months, with valuations of properties dramatically increasing since the start of 2022, which should offer more options to buyers.

Buying or Selling?

We ask our Residential Property Agent, James Drabble, to share his views on the local property market and his top tips.

Most interesting house you have sold?

We had a period property which had been altered and extended over time and had an unusual layout. The property had been on the market for a couple of years with over 60 viewings taking place, but one particular weekend we had four viewings and remarkably all four viewers made offers. This resulted in a bidding war and the property selling for in excess of the asking price!

Where are buyers coming from?

Buyers are coming from all over really. During the first lockdown we sold property to a number of buyers, in particular from the London area who had been stuck in small houses or apartments with little or no gardens. With the realisation moving forward, they would be less office based and working from home more the appeal, Lincolnshire all of a sudden became more appealing. They were keen to take advantage of the lower house prices, bigger properties with gardens and a slower pace of life! Demand for people wanting to re-locate to the County, along with sellers fast forwarding moving in 2021 to 2020 to take advantage of the stamp duty window has seen a shortage of property on the market and therefore increased prices.

Poignant moment?

I once did a viewing at an empty house and the viewer got the fright of their life as they opened the door of a cupboard in a bedroom to find a six foot toy gorilla staring straight back at them!

Do you have any tips for the seller?

Presentation and first impressions are key. Prepare the property as best you can for the photographer and viewings by de-cluttering, freshening up the décor and gardens. Also ensure your property has had recent gas and electric safety checks carried out. Keep hold of paperwork for any works you have had done to pass to your solicitor and reduce the chances of any delays.

Do you have any tips for the buyer?

Make sure you do as much research on the property and the local area before you buy, such as any nearby planning applications. It is also worth seeking advice from a builder or surveyor when looking to purchase an older property.

How is the new build market?

The recent rise in costs of labour and materials has resulted in higher prices.

James Drabble

RESIDENTIAL SALES



SOLD
THE MANOR HOUSE, BURTON



SOLD
GREESTONE HOUSE, LINCOLN



SOLD
THE CHESTNUTS, METHERINGHAM



SOLD
THORN LODGE, BRANT BROUGHTON



SOLD
WALNUT HOUSE, AISTHORPE



SOLD
ST NICHOLAS HOUSE, LINCOLN



SOLD
THE HEIGHTS, LINCOLN



SOLD
GRANGE FARM, COLLINGHAM



SOLD
PRIEST'S HOUSE, GREAT LIMBER



SOLD
THE OLD COACH HOUSE, LINCOLN



SOLD
EASTFIELD LANE, WELTON



SOLD
THE GROVE, LINCOLN

BROWN & CO

BRANCH NETWORK

For proactive and professional services contact your local experts

- Banbury: 01295 273555
- Bury St Edmunds: 01284 725715
- Cromer: 01263 511506
- Holt: 01263 711167
- Humber: 01482 421234
- King's Lynn: 01553 770771
- Leicester: 0116 2894719
- Lincoln: 01522 457800
- Lincoln Centre: 01522 504304
- London: 0207 8390888
- Melton Mowbray: 01664 502120
- Norwich: 01603 629871
- Retford: 01777 709112
- St Neots: 01480 213811



Growing Once.. Growing Twice..

The County Property Auction team had an excellent 2021 selling £12,500,000 worth of property and land which equated to 71 out of 80 lots offered.

We continue to expand across the East Midlands with another six live stream auctions planned for this year. The recent merger with Brown&Co allows us to deliver our highly professional service to a much wider audience as you can see below.

Brown&Co already have a very successful property auction team operating from Norwich which cover East Anglia via their four online auctions a year. We have now formed a powerful partnership covering a large geographic area of the UK and will seek to expand this further across our network of Brown&Co offices.

County Property Auction 2022 Auction Dates

- March 2nd - **Complete**
- April 27th - **Complete**
- June 15th
- August 10th
- October 19th
- December 14th

If you have property or land to sell please contact the following for a free market appraisal

James Mulhall

“I’d like to thank yourself and your team for the effort and professional application you have taken throughout the process , it’s been from my point of view a smooth and well managed operation and living so far away made my life so much easier.”

THE COUNTY PROPERTY AUCTION SALES



SOLD
1.97 ACRES & LAKES, BRANSTON



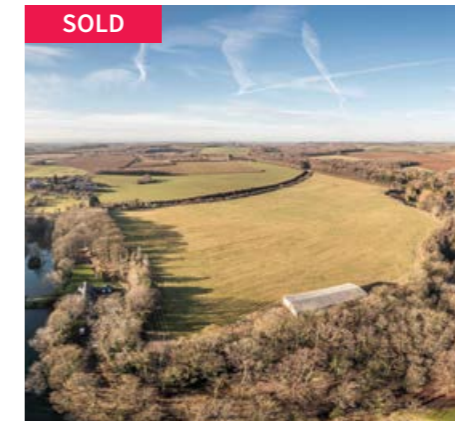
SOLD
FORMER CRICKET GROUND, WESTON



SOLD
AROUND 15.69 ACRES, TICKHILL



SOLD
FORMER RED LION PUB, GEDNEY



SOLD
AROUND 25.3 AC, LINDRICK DALE



SOLD
THE LODGE, BARDNEY



SOLD
10 AVONDALE STREET, LINCOLN



SOLD
DEV SITE, SILK WILLOUGHBY



SOLD
24 NEWPORT, LINCOLN



SOLD
ST HUGH'S, STURTON BY STOW



SOLD
SOUTHLANDS, HORNCastle



SOLD
SWAN COTTAGE, HEIGHINGTON

Commercial Agency Update

Despite industry expectations that demand for Commercial property across all sectors would generally fall owing to the Coronavirus Pandemic, 2021, if anything, saw a resurgence in activity across virtually all sectors in Lincoln and the wider East Midlands region.

An increase in demand for home and online shopping has led to a noticeable increase in demand for Warehouse space, however, the majority of this has been concentrated around Logistics Centres such as Northampton and Doncaster rather than in our traditional area of geographical expertise. That said, there have been a number of start-up and expanding businesses in the Manufacturing and Warehouse sectors locally which have led to an increase in demand, particularly for freehold accommodation due we believe to the relatively low current cost of borrowing. Demand for rented space remains good, especially in Lincoln and Grantham, where the majority of Industrial and Warehousing that comes to the market tends to be on a leasehold basis.

We have also seen a surprising increase in demand for small to medium sized Retail Units, both in Neighbourhood and City/Town settings, and we believe that much of this demand has been brought about by people seeking new careers following a decision to change their lifestyles during the Coronavirus Pandemic, some of which will doubtless have been brought about by redundancy affecting certain sectors of the economy.

Demand has also remained resilient for Office space and a number of small and medium sized lettings have been agreed in and around Lincoln over the last 12 months where Brown&CoJHWalter LLP have been actively involved. Office activity has also remained at a better than average level in towns such as Grantham and Sleaford.

Commercial Development Land remains in relatively short supply, however, demand for it by speculative Developers also remains relatively low in Lincolnshire at this time as there is generally uncertainty as to how the UK economy will perform as 2022 progresses, where we are likely to see inflation peak at 7% or above later this year which will also undoubtedly lead to interest rate rises which may have an adverse effect on the economy as a whole.

Overall, we remain optimistic as to the coming fortune of the UK Economy as a whole, and more particularly that relating to Lincolnshire and the surrounding Counties where we are most active. We believe that Lincolnshire offers excellent value for money across all sectors of the Commercial Property Market together with good transport links by both road and rail, coupled with the ever-expanding Lincoln University which continues to grow in stature and popularity as time goes by, as well as the City's thriving Tourism Industry. We therefore feel and hope that Lincoln and the surrounding Towns that make up our County will remain a popular place to do business and to invest in going forward.

James Cameron & Nick Dawes

“Brown&Co have acted for our family property companies since April 2009 in both the acquisition of Commercial and Residential investment properties, and their subsequent management and asset management. They have always performed extremely well in terms of collecting our annual rent roll which now exceeds £3.5 million per annum and manage over 100 properties on our behalf throughout the UK with a combined capital value in the region of £60 million. We would not hesitate to recommend their services both as an investment acquisition Agent and as a Managing Agent to any potential new clients.”

COMMERCIAL PROPERTY SALES



9 WATERGATE, GRANTHAM



329 HIGH STREET, LINCOLN



FORMER FIRE STATION, SLEAFORD



UNIT 14A LONDONTORPE RD, GRANTHAM



UNITS C & D LINCOLN ROAD, HOLDINGHAM



UNIT 3, 421 NEWARK ROAD, LINCOLN



FORMER PIZZA HUT, GRANTHAM



UNITS 10 & 11, FARRIER ROAD, LINCOLN

Cash or Capital?

Is a difficult question for businesses. Is it better to have cash available or to seek capital growth and rely on gearing to take opportunities?

We have found that over the trials of the last two years, business resilience and cash flow are driving capital values. Where properties enable their managers to derive sustainable profits their values have increased. Let's look at some example sectors and consider how they benefit a business' cashflow and capital.

Leisure

Many sectors and trades have faced major challenges over the last couple of years however some business areas have been well placed to find the opportunities within the challenges. The Leisure market, notably domestic tourism accommodation, is one of these. Consumer reluctance to take the risk of travelling abroad with constantly changing Covid rules means many people have chosen to holiday within the UK countryside and along our coastlines.

Holiday bookings in all accommodation types have been strong this year, including winter lettings of cottages and caravans which would usually be lower through November and December. This opportunity looks set to continue into next year and perhaps beyond. There have been some challenges to the sector such as gas prices and supply of materials for caravan factories but in the round the sector has been resilient.

So, what does that resilience mean for the Leisure industry freehold market? Ultimately opportunity. The sector has proven itself profitable when others struggled. As a result there has been increased investor interest in the market and as demand rises faster than supply so must values.

The Leisure market is available to many Brown&CoJHWalter clients, either as a primary business or a diversified income. Taking a farm as an example, there may be opportunities to convert a cottage or barn for holiday lets, install a small touring caravan park or seek a more substantive

development around a lake or woodland. Lakes and woodlands having opportunities of their own, but that is an article for another time. Holiday returns are good for the investment required, though the would be entrant should understand the challenges. The key challenge being labour: weekly changeovers, bookings, grass cutting and enquiries all take time. If you believe you or your business team have that time, determination, and opportunity to either take on a new or develop an existing property there is real opportunity to diversify a farm business and achieve weekly cash flow. Once up and running Leisure is a great way to improve a business' cash flow and that resilience adds capital value.

Horticulture

I use the word horticulture inappropriately, as it refers to the cultivation of all crops, if you will humour me, I use it here to mean production under glasshouses and polytunnels.

We all understand that buildings have a useful life and that as they age the repair costs will increase until the point when

The past two years have seen a cash flow buckle in this usual trend, meaning many horticultural sites have seen a boost in capital value. This is driven by one main factor and that is a desire to shorten the supply chain. This can take several forms, whether the grower adds value by increasing direct online sales or large retailers prioritising UK production to reduce exposure to the risks of international freight and the associated delays. They all mean more sales and cash flow available to horticultural sites.

For the Horticultural business this gives opportunity to consider re-financing, which they may not have had the capital for in the past. Used well, finance can improve efficiencies of production or expand an operation and aid the conversion of cash flow into profit. For the new entrant there will be customers and contacts available, provided you can deliver a consistent and quality product. The capital input into glasshouses is too high for most new entrants, who might be better to consider an on farm polytunnel system delivering soft fruits, bedding plants or herbs as an initial entrance to the market. Remember



it becomes more efficient to start again. Horticultural buildings have a relatively short life cycle and there are only a few over 50 years old. This presents a challenge to capital values because, inflation aside, these assets will decrease in value over time.

to identify your customers and your price points. If done well and with a variety of crops, horticultural enterprises can offer regular cash flow which will improve a farm business' resilience.

John Smithson Whitehead

VALUATION SERVICES

“Having now completed the seemingly numerous valuations required on parts of my farmland, I am writing to express my thanks for the very profession service that you provided. The valuations were not straight forward and required a detailed knowledge of the CGT valuation process together with the experience and judgement to provide auditable valuations. It was a refreshing experience to have a valuer explain the process to me and discuss judgement calls at each step prior to firming up valuations. Should I need further valuations, I would look no further than your services.”



What advice do Landowners want about Development Potential?

That depends on the individual but, as you would expect, all are interested in the time it will take to realise development potential and the likely return. It is surprising how many are interested in 'legacy' and what benefit they can return to the community around them.

How long will it take to bring forward a property for development?

That really is a 'piece of string question'. Land already allocated in the Local Plan and existing buildings with Permitted Development Rights should be reasonably straight forward. That said, few happen in less than 2 or 3 years from inception to spade in the ground. Where there is no allocation, access to reconfigure, land ownerships to assemble, tenants to relocate or a myriad of other issues, time scales of 5 to 10 years are common, and longer is not unusual.

What will be the reward for bringing forward a property for development?

In theory, the value of development land is easy to calculate. Take the value of the finished development, deduct costs and a reasonable profit for the developer and what is left is for the landowner. In practice, there are many unknowns in this simple statement. What can be built, in terms of planning and the physical characteristics of the site? Will costs include abnormal foundations, extra costs for conservation features, special drainage requirements, s106/CIL payments and much more? Of course, there will be information available from other projects to give a broad idea but there will be a journey throughout the development process to maximise the return for the owner.

What is the best way to sell my development property?

That will depend on the attitude to risk of the landowner. The approach that will maximise revenue and give the landowner the most control will be for the owner to promote the property themselves. Indeed, we offer a planning service capable of bringing forward land. The downside of that approach is that the owner has to outlay potentially substantial costs before knowing whether a planning permission will be granted or on what terms. At the other end of the risk spectrum, the property can be sold, usually with a clawback/overage payment when the buyer secures a development. That way, the owner might get a small premium price now and a share in the winnings later, but all control is lost. Most choose to go with a promoter with a Promotion Agreement or a developer on an Option Agreement.

The difference? On the face of it, very little. In both cases, someone else takes responsibility for the cost of bringing forward the property for development. If they fail, there is no cost to the landowner and, indeed, there may be an 'upfront' payment. Once planning is secured, the differences become more apparent. A promoter will not want to buy the property but will take a share of the proceeds when it is sold. A developer will buy the property, usually based on market value to be agreed. A promoter will say that they bring the comfort of knowing that the landowner will get a share of the actual market price while an Option Agreement is a 'pig deal' of negotiation. A developer will say that they have a better chance of securing a consent by bringing credibility to the local authority that the development will bring forward what the planners want. Whether choosing a promotion or an option, the key to success is to ensure that the other party has a good reputation and the skills to secure the best outcome for the property owner.

Nick Dawes & John Elliott



Cost doesn't Equal Value

Oscar Wilde famously defined a cynic as someone who knows the cost of everything and the value of nothing. Cost and value are certainly different. A developer must build for a lower cost than they will sell for, if they wish to make a profit. A specialist building in an unconventional location may cost more to build than it would sell for. You only need to watch Grand Designs on Channel 4 to know that! Not that cost never influences value. Development value in simple terms equals end value less cost and profit to leave land value. If you know the cost of the perfect building for you or your business, you may have that in mind when deciding whether to buy or build. On the other hand, you may not be able to find any building within the distance you can move your home or operation to and then cost is the only approach. In the main, valuation is not about what it would cost to build but what the market will pay. For businesses, that is about the productivity of the building and its location. For an investor, it is about income, how secure it is and likely growth. For the homeowner it is a mix of subjective things around the space it offers, its location and how it makes the home owner feel.

John Elliott



SOLD
LAND SOUTH OF THE RIDINGS, MARKET RASEN



SOLD
4.5 HECTARES (11.0 ACRES) | COLSTERWORTH



SOLD
FIRTH ROAD, LINCOLN



SOLD
LAND OFF NEWTONS LANE, AWSWORTH



SOLD
HIGH ROAD, WESTON



SOLD
LONGDALE LANE, RAVENSHEAD



Brown&Co Machinery Auction September 2021, Sutterton, Lincolnshire

On Farm Machinery Auctions - The Best of Both Worlds

For the Agricultural Auctioneer, one of the favourite places to be is in front of a crowd of eager buyers engaged in a furious bidding contest to purchase a valuable piece of machinery.

During Covid lockdown, the on-farm auction ceased and the online timed auction replaced the traditional sale method.

We are now back on farms conducting farm machinery and equipment sales but not all sales proceed in this traditional way any more.

Why is this so? Modern information technology has connected auctions to a global audience, who can bid for what they want on their computer in the comfort of their office. Even smaller lots, traditionally sold best to a crowd of bidders, find new homes online. Online auctions can be simply timed events with no auctioneer taking the bids.

So will the online auction replace the traditional auction gathering?

Certainly not. Today we can have the best of both worlds and do.

Alongside the Auctioneer, gavel in hand, and booking clerk, clipboard poised, is the technician from the internet bidding platform making bids on behalf of those using the service. This service has transformed the on farm auction service provided by Brown&CoJHWalter.

The last on-farm auction conducted by JHWalter before the merger was the retirement sale for Philip and Alan Steadman at Bucknall, Lincolnshire. It was a very successful sale dispersing the accumulated equipment of the family's long tenure of the farm.

There was also a good line up of equipment from other farmers. The final put in lot of the day being a New Holland tractor that made over £100,000. Interestingly, there was no online bidding platform used that day. Not all sales will use that service, but we highly recommend it in most circumstances. Each auction must be planned to make the best of what is to be sold as cost effectively as possible.

The expertise and experience of Brown&Co, found across the broad acres of the arable counties of England, ensures that the auction team is regularly in action, planning and conducting farm machinery auctions.

In 2021, twenty three on farm auctions were conducted raising a total of £7.8million from dispersal sales in the counties of Lincolnshire, Nottinghamshire, Yorkshire, Cambridgeshire, Norfolk and Suffolk. The database of over 20,000 buyers from around the globe ensures the best possible exposure and very satisfactory results.

This specialism is backed up by the associated expertise of farm machinery valuation. A good Auctioneer must know the value of what is being sold. Accordingly, the machinery valuation service complements the auction service. These specialisms are now in fewer hands amongst competitor firms, because of the level of expertise and experience required.

When you have your farm equipment to sell or value, entrust the job to a firm with bags of experience and regularly in the market. You only get one chance.

Ian Walter



“Judy Strawson from Brown&Co arranged our Machinery Auction Sale. She was the lead organiser, identifying and listing sale items, organising advertising and arranging all the staff from security to auctioneers. This was a brilliant, smoothly run operation. I highly recommend all of the Brown&CoJHWalter staff that made the day a success.”

MACHINERY AUCTION SALES

SOLD



2013 CASE AXIAL FLOW 7230 COMBINE HARVESTER WITH STRAW CHOPPER AND AFS PRO 700 MONITOR

£112,000 - Sutterton September 2021

SOLD



2019 CASE MAGNUM 380 ROWTRAC CVX 40KPH WITH 4 ELECTRIC SPOOLS, HYDRAULIC TOP LINK (ADD ON)

£155,000 - Sutterton September 2021

SOLD



2013 NEW HOLLAND CR9080 SMARTTRAX COMBINE HARVESTER WITH 30FT VARIFEED HEADER

£82,000 - Wainfleet, Skegness March 2021

SOLD



2010 NEW HOLLAND T6070 TRACTOR, 40KPH, 16 SPEED, ELECTROSHIFT, WITH 3 REAR SPOOLS

£38,000 - Redbourne, Gainsborough October 2021

SOLD



2011 JOHN DEERE 6830 PREMIUM TRACTOR, 40KPH, 24 SPEED, POWER QUAD, WITH FRONT SPOOL & 3 REAR SPOOLS

£65,000 - Redbourne, Gainsborough October 2021

SOLD



2017 NEW HOLLAND T8.435 AUTOCOMMAND SMARTTRAX, 40KPH TRACTOR, INTELLIVIEW IV MONITOR, RTK READY

£89,500 - Wainfleet, Skegness March 2021



Generation Change

Making plans is a vital tool for every business from the daily task list through to the 100 year business plans produced by Japanese corporations. The process of making the plan can be as valuable as the finished document; such as consultation with those working in the business and setting aside time to think through the issues. So often circumstances change and result in a diversion from the plan, but as they say plans are made to be changed.

Ellie Allwood: “Planning the succession arrangements for a business greatly increases the chance of its long term success and the baton being passed on from one generation of management to the next. The lump sum exit scheme is a great opportunity to start a conversation.”

Some of the following tools in our box may be of assistance.

The Family Meeting/The Management Meeting

We can facilitate a meeting and provide neutral ground to start discussions. Early in the process all the parties’ views need to be heard and objectives set. It is valuable to remember that views and positions may change through the planning process as ideas develop.

BPS ‘Lump Sum Exit’ Scheme or retirement scheme

We can advise landowners and tenants on the requirements of the scheme, implications for the farming business and associated retirement decisions. We can also advise on the requirements of the scheme to ‘dispose’ of land by letting or selling or, for tenanted land, termination, surrender or succession and the associated landlord discussions.

Tenancy

With over 30 years’ experience in Agricultural Holdings Act tenancy succession we can advise on the crucial planning stages, through the application and then deal with the landlord’s challenge to succession tenancy itself. We also deal with the alternatives of long term Farm Business Tenancy or surrender of the tenancy. With changes to the succession rules, AHA tenants and their families need to be fully aware of the implications for future succession.

Partnership Dissolution

We are frequently called to assess the existing value and potential value of businesses, property and other assets to ensure an equitable split between parties. We sometimes act for the parties as one and sometimes as representing one of the parties with the intention to negotiate values. Frequently, there is a need to realise an asset. We can arrange sale by the best possible and method and this might be a private off market deal, sale by private treaty, tender or auction. Often it is felt that part of the land has future potential for development but this is not reflected adequately by the market in its current value. There are a variety of ways to overcome this difficulty, but frequently we are able to suggest development clawback provisions to allow all the parties to have a share in the future development value.

Wills/Taxation

We can work with your Accountant and Solicitor to ensure the best approach is used for any Will planning as well as lifetime transactions, advising on both values and alternative ways of dealing with property sales, tenancies and other occupational arrangements and the timing and order of transactions. Where existing professionals are not in place, we have experience of a number of specialist advisers and can make recommendations.

Caretaking and alternative methods of Farming

Sometimes there is a need to bridge the gap between generations with temporary farming measures. Tools available to us to achieve this include a whole range such as: in hand farming, contracting arrangements, lettings on Farm Business Tenancies, Licences, Contract Option Agreements and Contract Farming Agreements. We can put these in place including all negotiations and preparation of appropriate documentation and, if required, manage farming and affairs.

We offer a full estate management service including managing in hand farming and land commercial and residential lettings, securing planning permission and promoting development opportunities.

For example, we manage a 300 acre arable farm with farm buildings and cottages for a client who is living abroad, dealing with all tenancy issues, management of the contract farming agreement and division of annual returns.

**James Black, Ellie Allwood,
Tim Atkinson & Judy Strawson**



Brown&CoJHWalter are currently advising High Speed Two Ltd (HS2)

Infrastructure

Flood Alleviation Schemes

Climate change continues to make extreme weather a more common occurrence with warmer wetter winters becoming the norm. This combined with growth in our towns and cities has led to a reduced area of ‘green earth’ to absorb higher levels of rainfall leading to greater run off into our waterways.

With many settlements centred around waterways, flooding is becoming both an economic and environmental threat requiring mitigation.

The market towns of Horncastle and Louth have both recently benefitted from Environment Agency owned and funded flood alleviation schemes that serve to hold water back during periods of very heavy rain fall.

While the town remains safe the landowner will have their land flooded until the waters subside. Compensation is due to the landowner for losses suffered as a result of the Environment Agency’s right to flood. In addition other associated liabilities need consideration when dealing with a third party’s acquisition.

Electrical Cable Easements

The UK government’s climate change commitments have given rise to an influx of large scale national infrastructure projects aimed at reducing our carbon emissions. Electrical cables making landfall from either offshore windfarms or interconnectors bringing in green energy from abroad, often travel underground for many miles before feeding into the national grid.

There are a number of legal mechanisms that can be used for a scheme to acquire land rights to install a cable through your land, however in the majority of cases schemes look to acquire rights by negotiation rather than some form of compulsory acquisition. Professional representation in these instances is strongly recommended to ensure the best possible settlement can be reached. It is usual for professional fees to be paid by the acquirer.

Major schemes crossing through Lincolnshire in recent years include the Triton Knoll and National Grid Viking Link interconnector in which Brown&CoJHWalter have extensive experience. More large scale schemes are inevitable for renewable energy projects in particular and the benefits of experience and market knowledge are critical to negotiating good terms.

James Black & Dan Jobe

Renewables

Farms to convert to large scale solar

Around £1,000 per acre rent per year will be paid to landowners selected for the latest Solar developments. The Solar renewables industry has taken a giant leap moving to proposed schemes which will cover several thousand acres of farmland with some proposing to produce 1,000 Mega Watts of power which is sufficient to power around 320,000 homes. Several schemes are not yet in the public domain, but consultation is already underway for Gate Burton Energy Park, West Burton Solar Project and Cottam Solar Project, Mallard Pass Solar Farm, Heckington Fen Solar Park.

The Trent Valley is set to become sunshine valley. As the coal fired power stations along the River Trent are decommissioned providing grid capacity for renewables generation. Any Solar scheme larger than 50 Mega Watts which equates to around 250 acres is automatically a Nationally Significant Infrastructure Project. The consequences are that the planning application is not dealt with by the Local Authority, instead it is a matter for the Secretary of State. There is an extended public consultation period and a far greater chance of consent being given for the scheme as on the basis that it is of national importance. The Development Consent Order is likely to give the developer for compulsory powers permitting the acquisition of land. Developers we are dealing with say that they would use compulsory powers with great reluctance and this is likely to be restricted to where it is necessary to acquire the rights to lay infrastructure cables.

There are a few models that developers follow for their scheme, but mainly this relies on an Option Agreement and a long Lease.

The Option Agreement gives the developer a period of years to obtain Planning Consent for the scheme and once planning consent has been obtained, they can initiate the automatic right to complete the Lease.

The Lease forms part of the Option Agreement documentation and is likely to give the developer the right to rent the land for the purposes of a Solar Farm for between 30 and 40 years. There are provisions for a rent review often in line with the Retail Prices Index and many Leases give the right for an annual top up in rent if the farm is producing turnover beyond expectations.

Before the terms of the Option Agreement are sent to the lawyers the developer will issue Heads of Terms for negotiation. This will include a provision for the landowner to appoint their own land agent and solicitor and have a contribution towards these costs.

Frequently the Heads of Terms appear to be a simple Agreement, but there are many matters which need to be negotiated not least the provisions for the removal of the project panels and infrastructure at the end of the term.

We are acting for landowners across the region with schemes from inception through to schemes currently in for public consultation.

If you are considering a Solar scheme or have been approached by a developer, please contact us immediately and we will be pleased to assist you.



Key facts for Solar scheme:

Likely project life 30 - 40 years.

Likely development cost £250,000 per hectare

Landowners rents £850 - £1200 per acre.

One Mega watt requires around 5 acres.

Solar Panels are in short supply and prices are rising

Tim Atkinson & Martin Herbert

The developers frequently require initially for the landowner to sign an Exclusivity Agreement for a period of perhaps 12 months allowing the developer a period of exclusivity to investigate the availability of Grid connection, identify additional land and then put forward an Option Agreement.



Our Top Ten Things to Consider when Buying or Selling Equestrian Property:

Location - A rural setting with access to bridleways but with easy access to equestrian venues.

Land - The British Horse Society advise 1.5 acres per horse, ideally benefitting from well-draining soil to allow for year-round grazing.

Stables - These should be well built with ample space and good ventilation allowing free flow of air; the BHS recommends 12' x 12' stables as standard. Stables can come in varying forms such as a traditional brick stable yard or larger American barns.

Boundaries - It is important to factor in the costs of replacing or repairing existing fencing to ensure it is stock proof. Hedging and trees offer comfort in the form of shelter and shade.

Access - Both the property and surrounding roads should be able to accommodate large vehicles and trailers. Tight driveways, single track roads and weight-limited bridges may pose problems.

Water Supply - Water supply to fields and stables should be available or have the potential to be connected.

Storage - Plenty of storage should be available for feed, bedding and equipment.

Training Facilities - Properties which benefit from training facilities such as indoor or outdoor manèges, or have space for these to be constructed, are desirable.

Security - A secure site with gated access, together with onsite accommodation will be viewed favourably. Additional improved security measures such as CCTV systems are a valuable investment.

Site Potential - If the property you are looking at does not have purpose built facilities, you may wish to explore the options to convert or construct these, subject to the relevant planning consents.

Monet Johnson & Kirsten Wright

Environment

The Environment Act 2021

Natural England are quoted saying “The Environment Act 2021 - a turning point for Nature” but what does it mean for agriculture? There is a lot of talk of environmental opportunities on farm. However, we are yet to see a lot of legislation or schemes to really back up these concepts.

The Environment Act became an Act of Parliament on 9th November 2021. We have picked out a handful of opportunities, regulation changes and concepts coming out of the Act.

A date for your diary - Water Abstraction Licences

After 1st January 2028 the Environment Agency will no longer be required to compensate Licence holders for revoking or enforcing changes to underused or damaging Licences.

Buzz word - Biodiversity Net Gain

Future planning permissions for development will require approval of a Biodiversity Gain Plan. The requirement being a 10% increase in biodiversity. This must be met either onsite or via a Registered Offsite Biodiversity Gain allocated to the development or via Statutory Biodiversity Credits.

One to watch - Local Nature Recovery Strategies

These will set out biodiversity allocations per region and it is thought these will influence land use and the allocation of future environmental schemes.

Change to the status quo - Conservation Covenants

Conservation agreements between landowners and third parties will now need to be executed as deeds. The aim here is to enable net gain or even carbon sequestration opportunities to be given a greater legal standing. However, this part of the Act is to come into force on a date to be decided.

One to watch

Stay tuned for more specific requirements which will be set out by Defra in the following areas: air quality, biodiversity, water, resource efficiency and waste reduction. Defra is set to release their 15 year targets in these areas by the end of 2022.

More to come

Many of the items within the Act require secondary legislation to clarify the exact opportunities and regulation to come but it does give a clear indication of the Government's priorities.

Tim Atkinson

“Judy Strawson from Brown&Co dealt with the sale of our inherited business Springcliff Farm. She was professional, informative, supportive and communicating at every stage of the sale, taking the stress out of the situation. She arranged other staff members to help at different stages and they were all professional. I would definitely recommend Judy Strawson and Brown&Co as a land and property agent.”



Grant Funding Opportunities

In the Agricultural Transition Plan, the Government pledged to reduce direct payments (BPS) and roll this money into other support for farmers - including a range of new grant funding schemes. This is now in practice.

The first tranche of the UK Government's package of grant funding to farmers, following the exit from the EU has been unveiled and, as anticipated, it offers grants to pay for new equipment and infrastructure that improve efficiency and deliver environmental benefits.

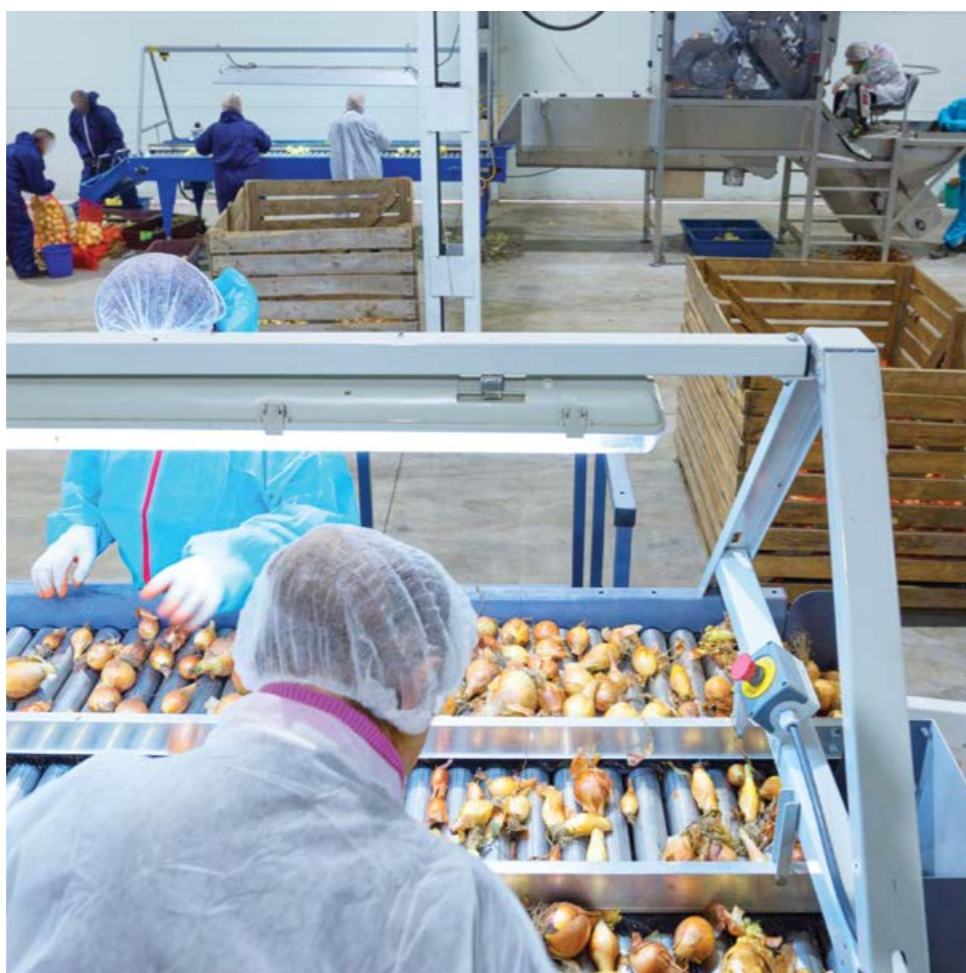
With the labour challenges agriculture is currently experiencing, the schemes represent an excellent opportunity to secure funding to improve business productivity and input use.

Many of the grants we expect to see will sound familiar to farmers as they are similar to their predecessors being the Countryside Productivity Small Grants Scheme (CPSG) and the Countryside Productivity Scheme (CPS).

Defra is aiming to cover several themes with the Farming Investment Fund (FIF) over multiple rounds.

- 1. Farming Equipment and Technology Fund** – Round 1 closed for applications on 7th January, but Round 2 is expected in early spring 2022. Popular items from Round 1 included direct drills, cattle and sheep handling, slurry equipment, forestry items and grain stirrers. 120 items are available with set grant rates from £2,000 to £25,000.
- 2. Farming Transformation Fund** - has three themes which are:

Water Management: Eligible projects are designed to introduce more efficient water application, for example, changing from rain gun application to trickle or boom application.



Also favoured, are projects that secure water supply for crop irrigation, to enable water to be used in a more sustainable way, such as constructing a reservoir and moving away from summer abstraction to rainwater harvesting. Defra is also encouraging collaboration, for example supplying water to neighbouring farmers. Grants range from £35,000 to as much as £500,000. Round 1 closed on 12th January, with full applications due in by 30th June 2022. We expect a second round in late spring 2022.

Improving Farm Productivity: Eligible projects are designed to: improve efficiency and effectiveness of primary agricultural or horticultural production, reduce your farm's environmental impact resulting in a positive contribution to net zero and GHG reduction, improve nutrient and resource management that supports optimisation of field and livestock operations and adoption of automation in

areas where access to labour is an issue. Grants range from £35,000 to £500,000. Examples of eligible items include:

Robotic harvesting equipment, robotic weeding equipment, robotic spraying equipment, autonomous driverless tractors or platforms, voluntary robotic milking system, robotic feeding systems, robotic transplanting, advanced ventilation control units, wavelength specific LED lighting for horticultural crops.

Other autonomous robotic technology that is not included in the list above will also be considered. For this equipment to be considered eligible it needs to have all the following: a sensing system, ability to understand its environment, decision making capability to plan, control actuators (the devices that move robot joints).

Adding Value: The Adding Value to Agri-food Scheme is due to open in spring 2022. The Scheme will be based on the previous Countryside Productivity Scheme adding value. Knowing this, we anticipate eligible items will be: optical and split graders for potatoes, vegetable grading/processing and wrapping equipment, flower cutting and bunching, meat and milk processing and adding value to grain, to name but a few. It is likely the grants will be the same as Farm Productivity from £35,000 to £500,000.

Farming in Protected Landscapes Will offer funding to farmers and land managers in Areas of Outstanding Natural Beauty (AONB), National Parks and the Broads. It is not an Agri-environment scheme.

The programme will fund projects that: Support nature recovery, mitigate the impacts of climate change, promoting connectivity between habitats, replacing stiles with gates on public footpaths, for easier access, conserving historic features on a farm, support a locally branded food initiative, promote the links between the product and the landscape in which it is produced, take action to reduce carbon emissions on a farm, gathering data and evidence to help inform conservation and farming practice.

This Scheme is slightly aligned with the LEADER programme and may fund items which other schemes cannot. Although the Scheme sounds vague, it is worth trying for any on farm investments.

Slurry Investment Scheme A Slurry Investment Scheme will be offered from 2022, to help reduce pollution from farming and contribute to the 25 Year Environment Plan and net zero commitments. This Scheme will help farmers to invest in new slurry stores that exceed current regulatory requirements and are proofed against higher standards that we expect to be introduced in the future.

The scheme will enable farmers to adopt other pollution-reducing measures such as low emissions spreaders (to be a legal requirement by 2025) and the cost of storage capacity to go beyond the current legal requirements.

What will you do to get a step ahead on your FIF applications?

- Prepare early – understand what you want to invest in and why.
- Engage help to establish the eligibility of your project as early as possible.
- Act quickly as there may be competition for funding and the RPA can remove funds if a scheme is fully committed.
- Make a list of the quantifiable benefits, such as the projected additional production resulting from an investment and providing figures on what that means for turnover.
- If you need planning and consents for projects such as reservoirs or a construction element of a project, get this done now.
- Gather quotes for equipment and as much supporting evidence as possible.
- Understand what outputs you can offer in relation to the grant request as this will make for a stronger application – the more funding the RPA commits to a project the more benefits it wants to see.
- Utilise the funding for as much of the project as possible - if elements rely on other elements to work then they may be eligible too.
- The schemes may seem niche but this does not mean that your project won't qualify – you may be surprised at what is eligible.
- In previous rounds of grant funding Brown&CoJHWalter have advised on 338 applications with a grant value of over £30 million at a success rate of over 97%.

Chris Sheldon

“Chris has advised us on Grant Funding for a number of years and we have completed two successful applications allowing us to invest in new automated technologies which have improved our efficiency and reduced costs. The advice and work to complete the applications has taken the pressure off us and made the funding simpler and more accessible.”



With Subsidy Change - Take Stock for a Healthy Business

With the agricultural sector facing several challenges over the next few years, it is a good time to take stock.

The challenges for most farm businesses vary with different circumstances, location and soil types. Business objectives should be periodically re-assessed. The questions you might ask include:-

- **Am I sufficiently profitable?**
- **How will loss of Basic Payment Subsidy affect me?**
- **Have I addressed succession?**
- **Is my debt really affordable?**
- **Is my mix of enterprises healthy?**
- **Should I investigate diversification opportunities?**
- **Am I a good business person?**

Without profitability, decision making becomes more difficult so this is a good place to start.

Whilst business accounts are useful, they are often 1-2 years out of date and therefore should be supplemented with farm office computerised information and an annual farm budget, not just a cashflow. Based largely on actual historic data, the budget will allow for greater analysis of profitability and benchmarking of both enterprise output and costs, miscellaneous income and private and business costs.

With ever increasing more sophisticated computerisation on farms should provide an opportunity for individual businesses to update their farm accounting and this should be using a software package appropriate to allow for easy business analysis and not just for preparation of the farm accounts and submission of VAT returns.

But how do you know if you are doing a good job or not? It's not easy. Brown&CoJHWalter have recently been involved in undertaking benchmarking work on behalf of the Agriculture and Horticulture Development Board (AHDB), the results understand their financials, better management of machinery, setting targets and how to reduce costs.

Whilst generic benchmarking is difficult and should be done with caution, AHDB analysis indicates the following target spend.

Proportional Accounts Analysis	Target %
Turnover	100
Variable costs	30
Gross margin	70
Labour costs	17
Power costs	17
Administration	3
Property costs	3
Total fixed costs	40
Pre-rent & Finance Surplus	30
Rent & Finance	15
Profit	15

With the changes to farm and rural subsidies, a strong grip on the financial aspects of the business becomes more important and should be immediately addressed.

Paul White

The Future of Environmental Schemes

The environment is becoming more important to help replace lost subsidies and improve the countryside for future generations.

Brown&CoJHWalter had another record breaking year for delivering Countryside Stewardship applications for 2021, with over 315 clients farming 158,800 acres and encompassing 33,000 acres of scheme features equating to over £35 million worth of options and capital items.

ELMs will be a staged release with parts of Sustainable Farming Incentive (SFI) now open for applications, until all tiers including The Local Nature Recovery (Tier 2) and Landscape Recovery (Tier 3) are available from 2024.

Mid Tier application windows will be open until 2023 (1st January 2024 start date) and will still run for the five year duration. New Mid Tier Agreements will include an early exit clause to allow Agreement holders to enter ELMs, should it be more applicable. Unlike ELS, Mid Tier offers the flexibility to enter as much land as you want whilst being paid on an area basis for your chosen options. Most businesses can identify areas that are difficult to farm; and it is these areas that we encourage farmers to transfer into a Mid Tier scheme to take a fixed return from marginal land.

In January, Defra announced option payments will increase for current and new Agreement holders which, on average, will see scheme values increase by 10 to 20%. Returns will vary due to the broad choice of options but the most common arable options will return a gross amount of £500 to £640/ha. The highest paying option is a combination of Wild Bird Cover (AB9) with supplementary feeding (AB12) which totals £969/ha. Many farmers have turned to Mid Tier as a way of including a new rotational break crop into their rotation. The most popular being a two year legume fallow (AB15) paying £569/ha, which also has its benefits for blackgrass control. Capital works up to £60,000 can be included in a Mid Tier scheme for options such as hedge laying & planting, livestock fencing, and concrete yard renewal for water priority areas.

Inspections are increasingly focused on management as well as appraising quantity of options. It is strongly recommended that businesses have regular 'health checks' to ensure that correct records are being kept. Our Scheme Management service will give you confidence that your Scheme is compliant and businesses using these services have found the inspection process much easier, which can reduce the risk of financial penalty.

Woodland planting schemes are also available through England Woodland Creation Offer which will fund up to £8,500/ha to cover the costs of planting followed by an annual maintenance payment of £300/ha for 10 years. This can then be linked to the Woodland Carbon Guarantee allowing the land owner to auction off their carbon credits, from newly planted trees only and receive an annual payment of c. £200/ha for 30 years. For smaller scale plantings, the Woodland Trust's MoreWoods scheme would be more applicable covering roughly 80% of costs.

Applications for all Schemes open on the 8th February with deadlines being 29th July for Mid Tier and the simplified Wildlife Offers.

There are multiple aspects to Countryside Stewardship with differing criteria and deadlines and so we strongly advise contacting us to plan early in order to deliver the right scheme for you.

Tom Cheer



Highland Cattle at RSPB Frampton Marsh

Energy Price Increases - Growth for New UK Renewable Generation?

Recently there has been a well-publicised and significant rise in energy prices across the UK, the impact of which has been seen across all industries and domestically. The increase can be attributed to a multitude of factors such as a lack of wind, a fire at the Sellindge interconnector in September 2021, a shortage of gas across Europe due to cold weather and increased demand for gas from China among others.

These factors have highlighted a clear issue with energy security in the UK, one that will have significant impact on businesses and individuals; not just in the short-term.

The increasing pressure to decarbonise UK energy generation in line with Net Zero 2050 combined with the continuing electrification of the world, seen most obviously with the rise in electric vehicles, will mean a long-term development of both our energy use and the way it is generated.

In the UK, renewable energy has seen a huge increase in deployment following tariffs for early adopters. The introduction of new tariffs is now largely over however the Green Gas Support Scheme (GGSS) introduced in late 2021 offers over £200m for new Anaerobic Digestion (AD) plants which upgrade the gas produced from crops and waste into biomethane. This scheme combined with the gas price increase has breathed a new lease of life into the biogas industry which will provide a much-needed push towards the decarbonisation of UK heating.

Onshore wind remains largely unsupported by tariffs or grants which means less funding related restrictions and scheme requirements which in turn is enabling new technology to operate more efficiently with increased production levels at smaller size and cost. Where combined with high onsite usage this technology is seeing a notable resurgence in deployment onshore in the UK.

Solar too has seen a renewed increase in popularity towards the end of 2021 with rental opportunities available in areas with available grid connection and self-developed projects where onsite use is significant during the day.

While new renewables operators are unlikely to see the high returns seen by early adopters, they have a key role to play both up to 2050 and beyond. The UK's demand for energy will only increase over time and as more older fossil fuel power stations are decommissioned renewable energy technologies will be key assets well into the future.

Reducing Carbon Emissions from Vehicles through On-Farm Anaerobic Digestion

The UK has seen a notable increase in the uptake of electric and plug in hybrid vehicles now numbering over 700,000 on the road. This is set to rise further with the UK's ambitious target to ban the sale of new petrol and diesel cars by 2030. This is positive for cars and vans but electric HGVs and farm vehicles still appear to be some way off.

The Tesla Semi (HGV) was perhaps the most notable vehicle at the forefront of development. Announced in 2018 it claims to travel 500 miles with a 40-tonne load but it is not expected to be ready until 2023 at the earliest. Even after this project is realised there are some doubts to its ability to operate as stated with electric vehicles notably struggling with range over two tonnes.

In the meantime, UK businesses with significant vehicle movements need to look to adopt practises which reduce their carbon emissions to meet looming UK and industry targets. While carbon offsetting may be an option for some, the capacity for this is limited and the framework for measurement is still somewhat uncertain. With the unlikely viability of electric HGVs and the development of a hydrogen network still some years off, the use of Biomethane Compressed Natural Gas (CNG) combined with carbon capture offers a key opportunity for reducing emissions.

The use of compressed biomethane as a road fuel is not a new technology with companies such as Hermes, UPS, Waitrose and Sainsbury's, as well as many UK bus services having adopted this fuel over the last 10 years. The introduction of the New Holland T6 Methane Powered Tractor into the UK market in 2021 is a key development for low carbon farming. Designed to run fully on compressed methane this provides a first step to decarbonising on farm vehicle movements.

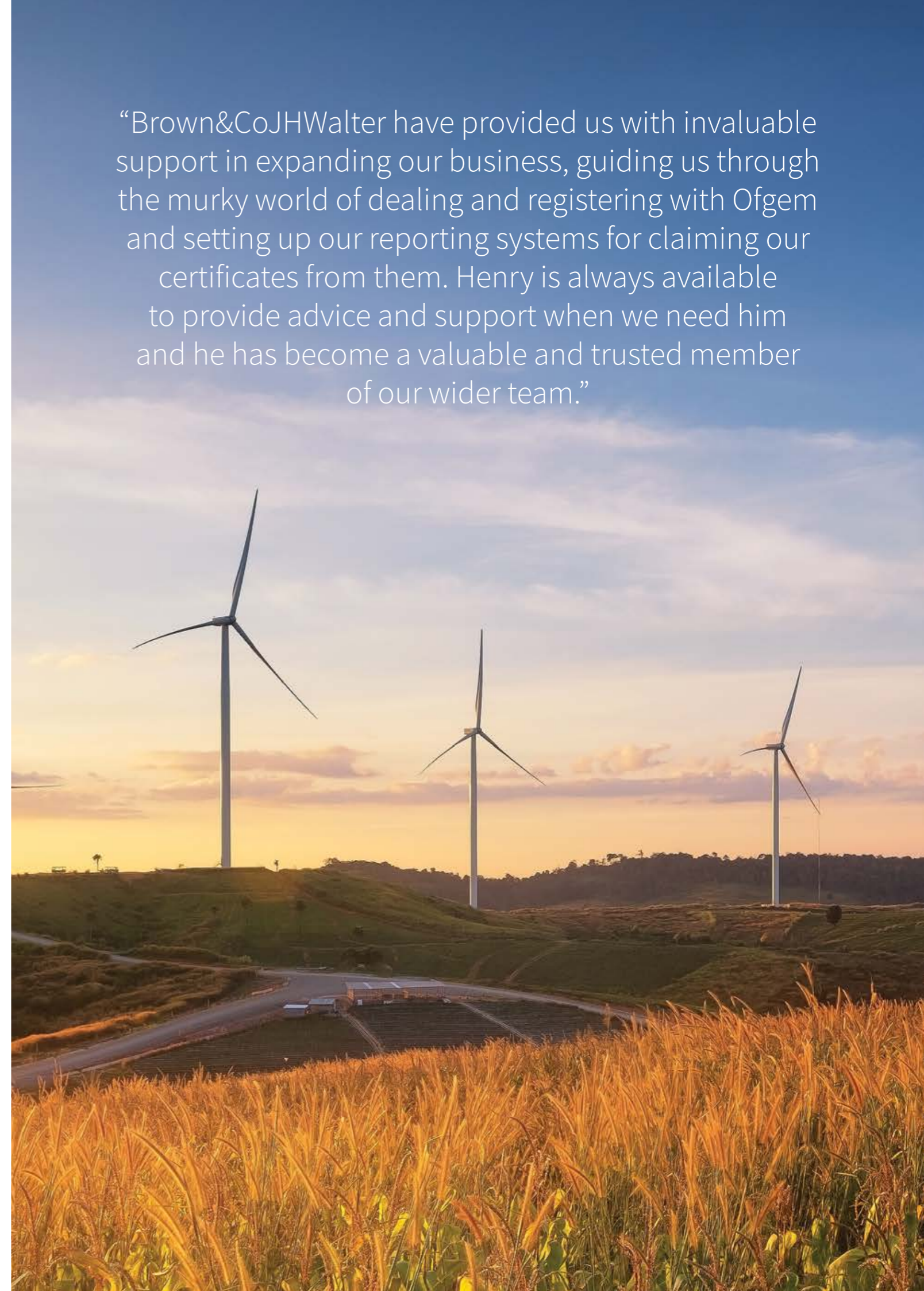
With on-farm Anaerobic Digestion (AD) shown to be a successful model in the UK, the development of new AD sites with biomethane upgrading and carbon capture provides a key opportunity to decarbonise through providing low carbon fuels both onsite and to others through CNG filling stations. Combining this with the use of digestate fertiliser produced by the AD process further allows for carbon reduction through replacing the use of carbon intensive synthetic fertilisers.

Henry Haworth



NH T6.180 Methane tractor - Image by permission New Holland

“Brown&CoJHWalter have provided us with invaluable support in expanding our business, guiding us through the murky world of dealing and registering with Ofgem and setting up our reporting systems for claiming our certificates from them. Henry is always available to provide advice and support when we need him and he has become a valuable and trusted member of our wider team.”



The UK Commercial Property Investment Market

Generally speaking, the UK Commercial Property Investment Market has never looked stronger with yields having recently plateaued at historically low levels, particularly in the Industrial and Warehousing sectors.

Market activity remains low with few lots coming to the market but where buyer demand remains high putting increasing pressure on already low yields.

There is a market both for Retail and Office investments, despite the damage caused by the Coronavirus Pandemic to both sectors due to home working and the increasing demand in the online shopping sector. Indeed, many investors see the Retail and Office sectors as being undervalued and where they certainly offer exceptional value compared to investments in the Industrial and Warehousing sectors.

High demand also exists for Residential investments as the UK saw a 10% general increase in house prices during 2021 which has lowered affordability to many potential buyers leading to an increase in demand for private rented accommodation across much of the UK. This increasing demand for rented

housing looks set to continue as costs of borrowing are likely to increase in 2022, further stretching affordability for many. Increased borrowing costs will mean that investors already holding property that is subject to third party financing will see a squeeze in liquidity as borrowing costs become a higher percentage of rental income which may see some investors disposing of stock, which could lead to a greater degree of equilibrium between supply and demand which could in turn see a softening of yields and prices across all sectors of the Commercial Property Investment Market.

We represent a number of active investors who remain keen to acquire quality assets, but mainly in specified sectors where they see the potential for future growth. We believe that the market has reached its height and that it will soften during the latter part of 2022 and into 2023, particularly as borrowing costs increase which they look set to do as inflation rises above 5%, with some predicting it will reach 7% by Christmas 2022 before settling down to a lower level. Whatever the predictions, those holding property with debt attached are likely to see a squeeze in their liquidity ratios which may force supply into the market which will be good for all investors that are still acquisitive.

James Cameron

“We have enjoyed a strong relationship with John Elliott for well over 10 years. During this time John has provided invaluable advice and support on a range of issues from commercial property valuations through to lease reviews and renewals plus expert advice on property development and investment. John is supported by an excellent and dedicated team.”





A Commercial Property Manager's Curriculum Vitae

A straight forward question to answer one would expect. A member of the RICS who has demonstrated that they have the correct level and understanding of the commercial property world..

Perhaps the answer is not quite as simple as this. The role and skill set of the Property Manager in the 21st Century needs to be many and varied. But why? We are in an ever evolving world of technology and digitalisation, data, artificial intelligence, climate change and hybrid working. A backdrop of new demands, requirements and challenges.

So what is property management..

“Controlling, managing, protecting and caring for a real estate asset and wherever possible enhancing income..”

Not quite the words one would expect to see when one visualises bricks and mortar which need to be kept wind and watertight and safe and fit for purpose. The property in effect is a small segment of the overall picture.

The RICS Practice Standards UK Commercial Property Management in England and Wales 2nd edition guidance note defines the overall objective of the Property Manager as an agent acting for the landlord to manage some or all of the responsibilities of the landlord under the property's lease, and under the property's occupational leases to occupiers and other occupiers, some or all of the landlord's responsibilities regarding laws in owning or operating a property and supporting in making a success of the property in terms of financials and use and operation.

So how does the Property Manager manage to achieve so many demands which require a breadth of knowledge and skill sets on many different levels? A Property Manager's job description could typically read as-

- Ensuring statutory and Tenant compliance
- Day to day communication with Tenants, Landlords and Contractors and ensuring service satisfaction
- Delivering investment objectives
- Maintenance of records
- Delivering lease obligations
- Procurement of facilities management services
- Undertaking financial administration of the property
- Implementation of insurance and compliance with policies to meet the requirements of the lease and any lending institutions and dealing with any claims.
- Operating on a sustainable basis

Delivering the above successfully is far from one sided. The Property Manager is the all important link between understanding the needs of all stakeholders, all of whom have a voice that need to be respected.

We referred above to the property only being one small segment in the overall property management picture. So what are the other key components?

Relationships with all stakeholders and understanding their needs

Communication with all stakeholders and responding to their needs

Understanding the portfolio and responding to the specific needs

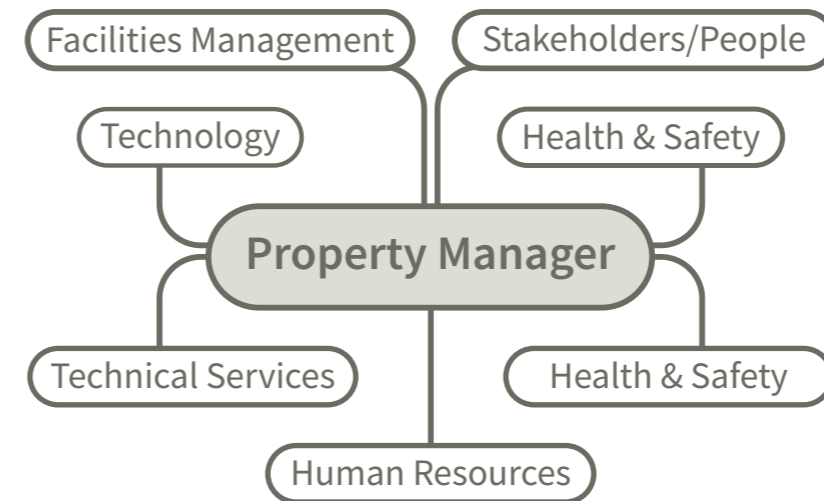
It is evident that the skill set of the Property Manager goes well beyond the academic qualifications required. Property Management is a balance between understanding the built environment and people skills with an equal focus on the following skill sets



Nettleham Road Shopping Centre

- Numeracy
- Strong Communication
- Leadership
- Ethical
- Time Management
- Governance
- Patience
- Good Listener
- Empathetic
- Problem solver

The wheel of Property Management is diverse and varied if the true value and potential of a property is to be realised:-



The events of the last 18 months have brought new challenges for the Property Manager and highlighted the importance of being able to bring into play all the key skill sets outlined. The start of the pandemic and the implementation of lockdown resulted in complete uncertainty in terms of all stakeholders' businesses and lives. The clear divide between the world of business and personal lives was blurred and never more has it been apparent that protecting the value of the property required all of the varying skill sets to come into play.

Marie Gutteridge

An investment in property goes beyond bricks and mortar.

It is an investment in a process which needs to be carefully managed through each stage of the life cycle of the building to maximise value. The Property Manager is armed with the varying and diverse skill sets to achieve this ensuring stakeholder satisfaction along the way.

The importance of Landlord and Tenant relations

The events of the last two years have highlighted that the relationship of a landlord and tenant is significantly more than a contractual arrangement between two parties. Both parties have businesses; the tenant's being evident by the business being run out of the property, the landlord's perhaps less evident by the absence of visibility but both equally important and crucial to the lives of the parties concerned.

The suddenness of lockdown in March 2020 and uncertainty of the future resulted in both the landlord and tenant's need to preserve their financial position. With many tenants in enforced closure, an immediate reaction would be to request changes to lease terms. A short term fix, but on balance perhaps not creating the right platform for the future.

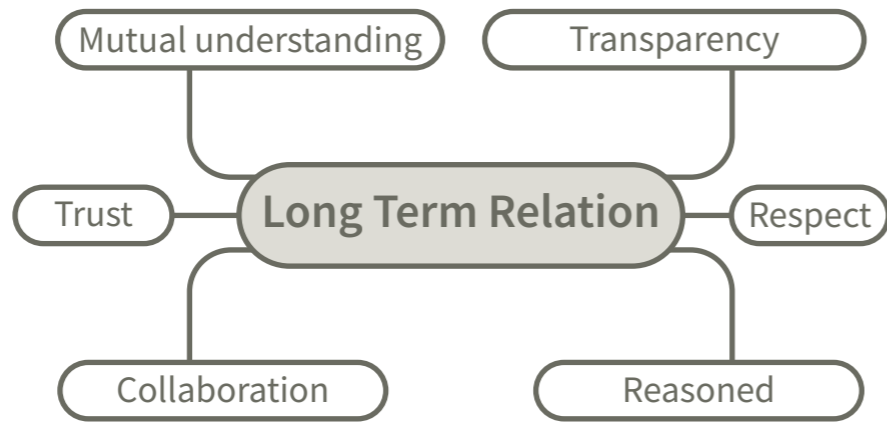
An unexpected and unprecedented scenario requiring both parties to work together and consider ways of managing the situation in the short term to shape and preserve relations for the future.

This all sounds simple in words, but how does this transform to become a reality?

We can draw on

“The Code of Practice for Commercial Property Relationships during the COVID-19 pandemic.”

- 6th April 2021 brought in by the Government to guide landlords and tenants to promote good practice in relationships dealing with economic upheaval caused by the pandemic. The code is entirely voluntary and the legal relationship and lease contracts remain the overriding factor. As a consequence of the Government stepping in with the offers of various grants and financial assistance over the course of the last two years and currently, in many cases this has been the only help needed to fulfil obligations. Where however this has not been achievable, what are the key words/



actions synonymous with maintaining the relations for the future?

The business interest of both parties extends far beyond the pandemic. Both are stakeholders with a vested interest in success and prosperity. These are not words associated with opponents, but ones of a unity and acknowledgement of a world beyond the immediate issue and crisis.

Any changes to the current contractual arrangements between the parties which are regarded as being critical for future sustainability should be thought through and reasoned to avoid risking damaging relationships and preserve a sustainable and viable business relationship for the future. Retaining mutual respect is key if this is to be achieved.

It is possible in some situations, that any discussions between the two parties will need to extend to other stakeholders. In such circumstances, there needs to be an acknowledgement of a unified approach to achieve the single aim.

Every landlord and tenant relationship will be different and this should be acknowledged, understood and respected. Whilst the above scenarios represent the ideals of addressing issues to achieve the aim for a longer term future, it has to be recognised, that this is not always possible and other factors may preclude a satisfactory solution being reached. In such circumstances, the Code of Practice encourages the involvement of a Third Party Mediator to be employed by mutual agreement of both parties.

In the current uncertain situation there are constant changes in the rules and requirements relating to landlord and

tenant matters. Precise and accurate advice on how to proceed under these regulations is key to ensuring that both landlords and tenants continue to run their businesses as effectively as possible and manage the tenancy in such a way to continue to benefit both parties.

The UK Commercial Property market is respected and this is built on a foundation of collaboration of mutual interests to realise a business model which enables both landlords and tenants to realise their potential and achieve their aims, financially or otherwise. Pre the pandemic, this scenario would have evolved generically. The shock and suddenness of the pandemic brought us all into a different world where the normal chain of events was broken temporarily. Our thoughts and approaches to life in every respect have needed to be adapted. The hope and expectation is that over time “normal business will resume” but with the added dimension of a better understanding of the needs of all individuals to enjoy a long and prosperous future.

“We have developed a good partnership with Brown&Co since they took on the management of some of our properties in 2019. The communication from their team is good, which allows a joined up strategy to be implemented to deal with the range of landlord and tenant matters that can arise.”

Marie Gutteridge

Planning Team new addition to Lincoln Office Brown&Co

JHWalter clients are familiar with the work of our planning team of 4, with experience in everything from barn conversions to residential development sites for hundreds of houses, commercial sites, offices blocks, sweet factories and commercial truck premises. We have experience with renewable energy schemes such as photovoltaics, wind turbines and anaerobic digestion projects. In addition we have expertise in site promotion, architecture, landscape and heritage.



Our Merger with Brown&Co has created a larger team and a broader set of experience with 27 team members in office locations from Yorkshire to Norfolk and westward to Oxfordshire. We have always offered our services across the country and in addition to the East Midlands and Lincoln we have carried out projects in Northumberland, Liverpool, Wales and the south west, but with the bigger team and more local offices, where and when appropriate, we can truly offer services across the whole of the UK.

Whether it's an asset appraisal to investigate planning and development opportunities to raise capital, site promotion/master planning, a specific planning application, help with an appeal against a refusal or dealing with enforcement issues, we can help.

Biodiversity Net Gain

The Environment Bill received Royal Assent on 9 November 2021 and is now an Act of Parliament.

The Town and Country Planning Act needs to be amended to include mandatory biodiversity net gain. It is likely to become law in 2023, however many local authority ecologists are already implementing requirements for 10% BGN on all relevant Planning Applications.

The DEFRA consultation on detailed delivery asks 55 questions and outlines the key components of the mandatory BNG as:

- Minimum 10% gain required, calculated using the Biodiversity Metric & approval of net gain plan
- Habitat secured for at least 30 years via obligations/conservation covenant
- Habitat can be delivered on-site, off-site or via statutory biodiversity credits
- There will be a national register for net gain delivery sites
- The mitigation hierarchy still applies of avoidance, mitigation and compensation for biodiversity loss
- Will also apply to National Significant Infrastructure Projects (NSIPs)

BNG will be required as a pre-commencement condition on qualifying development and must be discharged by the local planning authority before development can start.

Planning applications will require information to be submitted regarding:

- The pre-development biodiversity value
- Proposed approach to enhancing biodiversity on site
- Any proposed off-site biodiversity enhancements

Applicants are still required to consider how to: avoid biodiversity impacts; enhance and restore on site habitats; create or enhance offsite habitats; and as a last resort where BNG is not achievable through on or off-site enhancements – purchase biodiversity credits from the UK Government.

Applications will require a biodiversity gain plan.

Off-site biodiversity should be delivered locally, but further afield is acceptable and all must be delivered within 12 months of the discharge of conditions.

Gains and losses will be measured in “Biodiversity Units”; which use habitats as a proxy for biodiversity. Natural England has published Biodiversity Metric 3.0 and a Small Sites Metric (SSM) is subject to a further consultation.

There will be a site register set up for BNG sites and landowners who create or enhance habitats to the required standards on their land will be able to sell the resulting biodiversity units to developers.

Do give us a call

Steve Catney

PLANNING SUCCESSES



Residential

The team gained Outline Planning Permission for 46 dwellings in South Holland in 2018. We demonstrated that, although the site was not allocated and partly located in open countryside, South Holland did not have a 5-year housing supply and was a sustainable housing supply. The site was sold by Brown&CoJHWalter to a developer. We were then instructed to submit the Reserve Matters Application, followed by discharge of conditions and building regulations, all of which have been approved.



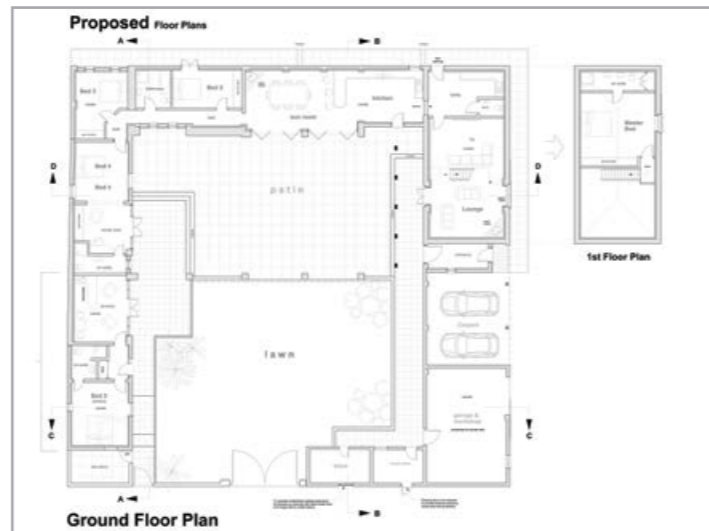
Commercial Premises

We have gained consent for converting commercial premises in several locations across the country to Adult Gaming Centres (AGC's). These applications have ranged from standard change of use to more complicated ones involving the internal and external changes to listed buildings meaning Listed Building Consent applications were submitted together with the change of use applications. In each case, it was justified the change of use of the buildings to AGCs would not affect the character of each location's high street. In the last year, the team has successfully gained consent in Mablethorpe (Lincolnshire), Mansfield (Nottinghamshire), Wimbledon (South East London), Epsom (Surrey) and Westow Hill (Crystal Palace, London).



Agricultural

The team has obtained consent for a range of agricultural developments. Such developments have included a full planning permission for a new agricultural machinery shed and store together with prior approval applications for an irrigation reservoir near Boston and new cattle shed near Lincoln. In each case, the team justified that the development was essential for ongoing operations and continue to meet modern agricultural need.



Traditional Barn Conversion

We recently obtained consent for a 19th Century farmstead in Lincolnshire, originally arranged in a regular courtyard of U-plan. Planning was justified as the farmstead was unsuitable for modern agricultural practices, storage or a community use, given the small internal layout of the barns, relatively remote location and the significant architectural and historic merit. Planning consent was granted for converting the farmstead into a single four-bed dwelling with the crew yard used as a private garden space including a one bed attached annexe.



“Brown&CoJHWalter assisted me with acquiring Outline Planning permission on a small parcel of land. Their professional end to end service from assessing the land, drawing up site plans along with their knowledge of the local authority requirements meant that my planning application went through without issue. I cannot thank the team enough for their hard work and dedication to providing a truly professional service. I will certainly be using their services in future.”

Planning & Rural

Farm Appraisals

Our Planning team works closely with our ABC and LA teams to undertake farm appraisals. These are ideal for landowners who wish to better utilise their assets and have land which is yielding little income. We can advise on whether land and buildings can be given a new use and if buildings can be converted to residential or commercial uses. For land adjacent to settlements, an appraisal will assess if planning can be obtained on the land for development. We can also advise on expansion of agricultural enterprises.

Agricultural Building Conversions

Conversion can include residential uses or commercial uses (e.g. offices, storage, etc). Some conversions to commercial uses are undertaken via Permitted Development Rights (Class R) or by full planning applications. Applications need to consider and justify that conversions do not have an adverse impact on the building's immediate surroundings, particularly noise, transport and highway safety and landscape impacts.

Residential Developments

The size of the development will depend on the size of the settlement, the land it is adjacent to and can range from small-scale (usually less than 10 dwellings) to a large-scale development, if the land is allocated for residential development in local authorities Local Plans. Factors to consider include whether the development of the land keeps the character, form and shape of the existing settlement; ecology; highway safety; flood risk; drainage; and landscape impacts.



Before



After

Agricultural Developments

We have undertaken numerous applications for farmers to expand their farming enterprises, such as new cattle sheds, grain stores and irrigation reservoirs. The team can advise clients on the planning factors they need to consider and how best to submit a planning application.

James Lambert



The Value of Converting Unused Agricultural Buildings to Dwellings

The number of planning applications for both modern and traditional agricultural buildings has risen significantly.

Historic England published guidance in 2015 which highlighted that traditional farm buildings, most dating back to the 19th Century, play a vital role in the local character of the surrounding countryside. The buildings are under threat of redundancy and loss due to changes in agricultural and the main approach to save them is to provide a new use for the buildings.

The most common reuse is housing, residential conversions often providing the best returns. Local Planning Authorities are generally supportive, if it can be demonstrated that a building is no longer suitable for agricultural purposes; is capable of conversion with minimal alteration including no new inappropriate openings and additional features; and a building is of notable architectural or historic merit. It is important to check whether a barn is listed and if so, submit a Listed Building Consent application together with a planning application.

An example of such a development is a 19th Century farmstead in Lincolnshire, arranged in a U-plan around a central crew yard. The buildings were converted into a single five-bed dwelling with garage, car port, crew yard garden and a one bed annexe.

Modern Buildings

It is also possible to convert more modern portal frame buildings to dwellings under Class Q permitted development rights.

Class Q was introduced under The Town and Country Planning (General Permitted Development) (England) Order in 2015 to allow conversion to residential use without planning permission. The Order was amended in April 2018, which increased the cumulative floor space to be converted within an established agricultural unit to 465m². The number of dwellings which can be converted to is three larger dwellings (floor space of more than 100m² but less than 465m²) and/or 5 smaller dwellings (floor space of less than 100m²).

There are other requirements, including whether the barn is subject to an agricultural tenancy is not listed or located in a protected landscape. A factor which remains contentious is the amount of work allowed. The legislation permits building operations that are reasonably necessary to convert the building, which could affect its external appearance and includes the installation or replacement of windows, doors, roofs, exterior walls, water, drainage, electricity, gas or other services to the extent reasonably necessary for the building to function as a dwelling. However, it does not permit major structural changes or for buildings to be rebuilt. They would go beyond what is reasonably necessary for a building to be converted to residential use.

Unfortunately, the legislation provides little clarity on these issues and the Government has provided planning case law to try and guide the difference between conversion and rebuilding. This has had mixed success, but what is clear is a steel portal barn with a roof, no concrete floor and one or two walls will not be classed as convertible and a building with four bricks walls, concrete floor and a roof is suitable for conversion. In between these two extremes remains unclear and if you are considering a Class Q project, do give us a call. However, as an example, Brown&CoJHWalter successfully obtained approval for the barn in the photograph below for two single-storey three-bed dwellings with a large open-plan kitchen/diner/living space.

James Lambert



Planning for Renewable Energy

Renewable energy is very much the focus of attention at the moment to reduce carbon.

Wind turbines are now worth considering again, particularly if you have a use for some or all of the power in front of the meter. There is again choice of different sizes of turbine after a difficult period for obtaining the smaller machines. In addition, the previous sweet spot for the 500kW machines are now being repowered with options for 750kW, 900kW or even up to 1MW for the same footprint and profile. There are various options of tip heights from as low as 61m depending on specific circumstances of the site. It is also worth noting, that in December 2021 the government published Feed-In-Tariffs (FIT) scheme: Decision of replacement generating equipment as a response to the consultation in the previous July. While any increased capacity or extension of generating equipment will not be eligible for FITs (as stated by the government from 15th January 2016), the new decision will allow extensions to, or repowering of existing equipment without

losing existing FITs. So new schemes can now be taken ahead and if generation and export meters are shared, pro rata payments will be made according to the elements of the scheme which do or do not attract FITs.

Local Planning Authorities are now being more supportive of Wind Turbines. In Lincolnshire, the Regulation 19 Consultation Draft on the Central Lincolnshire Local Plan includes a Proposed Submission Policies Map for Areas potentially suitable for medium and large scale wind turbines.

Finally, Cross bench peer Baroness Hayman has introduced her Onshore Wind Bill to turn back the Ministerial statement of 2015 that withdrew support for wind turbine development. Instead the Bill suggests that National Planning Policy should again support onshore wind turbines. The Bill went through its third reading without a hitch and the Commons will now deliberate the proposed changes.

For a Wind Generation Renewable Energy Scoping Study or a review of other energy generation opportunities do contact us.

Steve Catney

3D Photo Surveys

In addition to existing surveys and traditional plans and elevation drawings Brown&Co now offer 3D photo surveys. Buildings are captured photographically in three dimensions. The resulting product allows for tours through the building and the ability to view from any angle. The added benefit being the capture of accurate infra-red measurements that create internal space that can be accurately measured when viewed through a computer or other electronic device. Whether just measuring up for curtains, making an accurate estimate for a quinquennial review or the total refurbishment of a building, remote accurate measuring is incredibly useful.

Photo surveys are relatively quick to undertake and extremely quick to process compared to the production of drawings, with the full 3D survey usually being available within 24-48 hours. The survey can also have tags added to elements - for example within an historic building a particular built feature such as an elaborate fireplace could be tagged. When clicking on the tag other detail can be accessed, such as the architect, an accurate drawing with an explanation of the design, historic photos or detail of the priest holes hidden from view!

The survey can also be used to enable a potential purchaser or a planner to undertake a virtual tour.

The Brown&CoJHWalter planning team recently obtained planning permission for the conversion of a traditional barn complex near Market Rasen in Lincolnshire to a residential dwelling. Due to the relatively complex set of buildings and differing floor levels the site was relatively complex to understand without a site visit. At the height of the Coronavirus pandemic lockdown the survey enabled planners to "visit" the site without leaving their office. The 3D photo survey enabled West Lindsey District Council planners to satisfy themselves on a number of technical issues and grant planning permission.

A further example of survey recently undertaken is a historic building record of a barn in very poor condition prior to its demolition. Click on one of the images below to view a 3D survey if using the digital version of this document or enter the link into your browser.

3D imagery available online here: <https://bit.ly/3dimagery> Using the password: IvyHouseFarmSurvey



Planning & Commercial

When land has potential for development, landowners are often posed with questions of what to do. Sell? Find a promoter? Pursue planning themselves? There is no right or wrong answer, but it is recommended to seek the appropriate advice to inform the decision process and find the best option for you.

The Connection between Commercial and Planning

Most of development is dictated by what national and local planning policy permits and it is crucial for landowners to understand the timescales and risk and reward implications of the planning process. Planning policy is ever-changing and depending on Local Plan reviews or five-year housing supply considerations, opportunities for obtaining planning permission can soon come and go without landowners realising the assets they are sitting on. What could look like an agricultural field on the edge of a settlement, could actually hold potential for an extension to a town or village. Similarly, what could look like a tired brownfield site, could actually have potential for employment expansion. Planning often lies at the root of being the true facilitator for realising and unlocking the value of development sites.

The end goal for many is to dispose of land to the right developer at the right price. Planning and agency are different areas of business, but that doesn't mean that they cannot inform one another. Planning

knowledge can provide crucial detail to realising value within the marketing process of and likewise, commercial agency knowledge of the market can inform the most practical options of planning to pursue. After all, there is little benefit in bringing forward a site with a certain planning permission that is not best for the market. Similarly, understanding of the planning nuisances and complexities can result in a quicker and simpler sale. An example of this is the quantum of plots on a residential development. Naturally, you would expect that the more plots you can obtain, the more valuable the site is. However, sometimes value can be similar, if not greater, with fewer units on bigger plots and it is that type of detail that can prove why engaging with Commercial Agents and Planning Consultants can be fruitful for landowners.

The Process of Promotion through Planning

Identifying the potential of land is normally the first stage of realising what it could be worth. Planning appraisals and feasibility studies can help landowners understand the planning context of their asset and what planning opportunities and restrictions it may be pertinent to understand.

When Local Authorities are bringing forward a new Development Plan or reviewing their existing, they often issue a 'Call for Sites', which allows landowners to submit land that they wish to be made available for consideration and allocation in the emerging Local Plan. If land is allocated, it does not have planning permission yet, but it means that the Local Authority deem the land to be suitable, in principle, for development. We often use

the term, 'you've got to be in it to win it', when promoting land through the Call for Sites process, meaning if you want to give your land the best chance of being included within Local Authorities plans, then engagement through the Local Plan process can be beneficial.

It is also important to highlight that obtaining planning should not always sit with the landowner. After all, in promotion of land, the landowner should do what's in their best interest at that time considering the risk and reward of the process. If landowners do not wish to try and obtain planning permission themselves then marketing strategies such as Option Agreements, Promotion Agreements and Conditional sales are all methods of disposing of land to developers without undertaking the initial cost and risk of planning albeit that the rewards tend to be lower. This highlights once again the importance of planning and commercial input in streamlining the promotion process.

How we can help

We can identify development opportunities and promote them through the planning process and with the expertise of our Planning Commercial Department. We often also take sites further, providing Architectural and Planning services for Reserved Matters and Building Regulation submissions for developers. There are often multiple options for landowners when it comes down to bringing land forward for development and we will be delighted to help and guide you.

Alistair Anderson

Review of Local Authority Local Plans

District/Authority	Current Stage	Next Stage
North Lincolnshire	Completed public consultation on their Publication Draft of the Local Plan (Regulation 19 Stage) in October and November 2021. They are reviewing all responses received.	Once all responses are reviewed and their policies finalised, they are hoping to submit Local Plan to the Secretary of State for independent examination in 2022.
North East Lincolnshire	North East Lincolnshire's Local Plan was adopted in 2013.	No consultations expected
East Lindsey (Lincolnshire)	Completed public consultation in Spring 2021 asking for feedback on their Issues & Options Paper and to submit any potential development sites for their "Call for Sites" Consultation. East Lindsey is currently reviewing all consultation responses.	Part of Regulation 18 Consultation Stage, East Lindsey will release their draft Local Plan to allow people to respond on the housing & employment sites they are proposing to allocate.
Central Lincolnshire (Includes West Lindsey, North Kesteven and Lincoln City)	Public consultation on the pre-submission Local Plan (Regulation 19 stage) opened on 16th March and ends on 9th May 2022 .	After consultation the responses will be reviewed with respect to Legal compliance and soundness. The draft local plan will then be edited if appropriate and submitted to the Secretary of State for independent examination later in 2022.
South Kesteven (Lincolnshire)	Requested potential development sites from October 2020 as part of their "Call for Sites" consultation. They are currently reviewing all submitted sites.	They are currently preparing a new Draft Local Plan for public consultation (Regulation 19 Stage), which they aim to release by end of 2022.
South East Lincolnshire (Includes Boston Borough and South Holland)	The South East Lincolnshire Local Plan was adopted on 8th March 2019.	No consultations expected
Bassetlaw & District (Nottinghamshire)	Just finished consulting on the Addendum Version of their Publication Draft of their Local Plan. Call for site complete, only specific issues being reviewed. The consultation ended on 17th February 2022.	Latest available timetable suggests Bassetlaw will submit the draft plan (Reg. 19) to Planning Inspector in April, however the plan has been held up pending further revisions and no new timetable has been published yet.
Newark & Sherwood District (Nottinghamshire)	Their policy consists of the Amended Core Strategy 2019 and Allocations & Development Management DPD. A public consultation was completed in August/September 2021 in order to update their Allocations & Development Management DPD. Currently reviewing all responses.	Taking a pre-submission draft (Reg 19) to Planning Committee July 2022 with a public consultation in August/September. Aiming to submit to the Secretary of State by the end of the year. Hoping to publish and adopt in spring 2023.

Where have We Been..?



Lincoln Imp Auction raises £128,000.

As Auction Partner, Brown&CoJHWalter were proud to support Lincoln Business Improvement Group's third sculpture trail, a mass participating public art event celebrating Lincoln, its art, culture and heritage. The auction of the Lincoln Imps' sculptures was held on Lincolnshire Day in Lincoln Cathedral, where the Lincoln Imp can be found, captured in stone. The auction, conducted by Ian Walter raised £128,000 for the St Barnabas Hospice



Designed around the architecture and features of Lincoln Cathedral, the "Impenetrable" stands proudly at Oakwood Road office after being auctioned off.



Brown&CoJHWalter proudly co-hosted the Farming Matters conference: sustainable agriculture for a better climate in January, the first hybrid event with great attendance online and in person.

We at Brown&Co LLP are urging firms to sponsor Ukrainian refugees for jobs and accommodation in the UK. We have offices in Poland and Romania as well as friends and colleagues in Ukraine. We have supported Polish Humanitarian Action (PAH) with a £50,000 donation to help the growing Ukrainian refugee crisis. We have also pledged to help find up to 100 Ukrainians work and a home in the UK, and are rallying support from fellow businesses, particularly those in the agricultural industry.

Charles Whitaker, Managing Partner, Brown&Co, said: "We urge businesses to register their willingness to help find employment or accommodation for the Ukrainians so that this country can start to help welcome refugees with the prospect of a home and job."

You may be pleased to know our accommodation and jobs registration process is now up and running on our web site (see below), and many of the team, including Adam Oliver based in Poland, are working behind the scenes to make the connections so that we can hopefully help some of the displaced refugees to find homes and where appropriate, employment and new, safe lives in the UK.

Helpful links:

Assistance for Accommodation & Employment:
<https://bit.ly/ukraineassist>

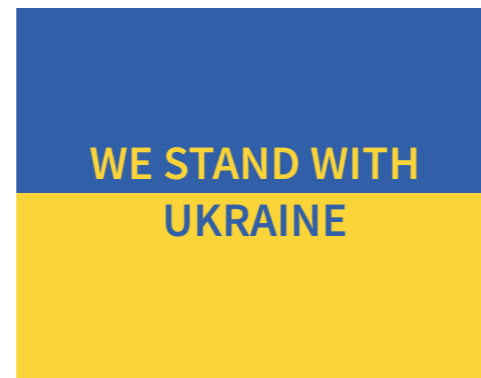
To Donate Please Visit:
<https://www.pah.org.pl/en/>



Making a splash at the Lincoln Dragon 2022 boatrace

Brayford Waterfront will see the return of the Lincoln Dragon Boat Race organised by Ringrose Law and Lincolnshire charity, LIVES, in June. Brown&CoJHWalter are delighted to support the event and will be entering a team to raise funds for the local charity. Partner, Nick Dawes has nominated himself as chief oarsman and is very keen to take the team to the next level (whatever that may be!).

Full report to follow in our next edition.



Out & about..

Our team of professionals will be in attendance and donating our services this year at these events around the region. Please do come and see us.



Wednesday 22 & Thursday 23 June 2022
Stand 5-09
The Lincolnshire Showground



Saturday 24 September 2022
Southwell Ploughing Match & Show
Farnsfield, Nottinghamshire



Wednesday 16 & Thursday 17 Nov 2022
Midlands Machinery Show
Newark Showground



Starting My Career Here

Elizabeth Copeland

Life as a Graduate Land Agent with Brown&CoJHWalter is never dull! I am engaged in a wide range of work from valuation, assisting with landlord and tenant work, mapping, utilities work affecting our rural clients and machinery auctions to name but a few of the areas I am involved in. I also assist the Agricultural Business Consultant team with Basic Payment, Countryside Stewardship and other grant schemes. I love the variety in my role, and that I am not stuck behind a desk 24/7. It is great to have the opportunity to meet our clients both on their land, and also at the shows we attend. The Brown&CoJHWalter team are incredibly supportive and keen for us to do well with our graduate training, and I know that this same level of care is given to the assistance we provide to our clients too.

Isabel Chennells

I found my interest in Land Agency following a week's work experience at JHWalter whilst at school, this inspired me to study Rural Enterprise and Land Management at Harper Adams University where I graduated in 2021. I joined Brown&Co in September 2021 where I am involved in a range of work covering agency and auctions, valuations, landlord and tenant matters and compulsory purchase and compensation work acting on behalf of acquiring authorities and claimants. I enjoy the responsibility that I have been given as a graduate and the opportunity to work with and learn from experts within my team in all areas of land agency whilst working towards my professional qualifications.

Claudia Bowring

I thoroughly enjoy my role as a Graduate Land Agent at Brown&CoJHWalter, no two days are the same as there is a diverse range of work to be involved with. I most enjoy days out of the office valuing farms and estate assets, as I am passionate about the outdoors and enjoy being given the chance to create good relationships with clients. Machinery auctions are another exciting job that I have been given multiple opportunities to engage with this year. Being a graduate at Brown&CoJHWalter has allowed me to develop my confidence on a variety of projects, as I have been given responsibility and support within a strong team.

Olivia Fairburn-Wright

Within my role of being an Office Apprentice at Brown&CoJHWalter, it brings me a wide range of opportunities such as getting to work with different departments and learning what they all do. I have a lot of diverse responsibilities which means my role is very varied and no day is the same. I joined Brown&Co in December 2020 and since being here I have gained lots of experience and knowledge in both the Commercial and Land Agency teams such as dealing with Contractors and Health & Safety compliance to looking at land and farm sales and comparables. This has provided me with an all-round exposure and experience of working within an office environment.

Alex Clifton

My role as a Graduate Commercial Surveyor with Brown&CoJHWalter has provided me with valuable hands-on experience in both property management and landlord and tenant matters. Predominantly act for landlords of Commercial Property portfolios, providing advice in respect of Commercial Property Management across all sectors including retail, industrial and office, together with advising landlord clients of all aspects of commercial property leases. No two days are the same in my role as a Graduate Property Manager, I can be at my desk one day and investigating the condition of a roof the next! I love the variety and responsibility of my role, as well as the opportunities that Brown&CoJHWalter have given me to develop within my career.

Alistair Anderson

My role as a Town Planner & Commercial Surveyor at Brown&CoJHWalter allows me to work on a variety of diverse and interesting projects. I joined JHWalter in 2017 on a placement through my sandwich degree at university and then re-joined in 2019 following graduation. Within my planning role, I am able to undertake planning appraisals for clients and prepare, submit and manage planning applications for a variety of residential, agricultural and commercial projects. My Commercial Surveyor role provides the opportunity to assist with valuations of development opportunities and assist with the marketing and sale of residential development sites. The variety of my role and opportunities provided by Brown&CoJHWalter are thoroughly enjoyable and have been beneficial to my training and my professional development.

MEET OUR LINCOLN TEAM

LAND AGENCY



Ambrose Fowler
Consultant | Land Agent
E ambrose.fowler@brown-co.com



Claudia Bowring
Graduate | Land Agent
E claudia.bowring@brown-co.com



Ellie Allwood
Divisional Partner | Land Agent
E ellie.allwood@brown-co.com



Ian Walter
Consultant | Land Agent
E ian.walter@brown-co.com



James O'Brien
Consultant | Land Agent
E james.o'brien@brown-co.com



John Smithson-Whitehead
Senior Associate | Land Agent
E john.smithson-whitehead@brown-co.com



Kirsten Wright
Associate | Land Agent
E kirsten.wright@brown-co.com



Michael Watson
Associate | Land Agent
E michael.watson@brown-co.com



Richard Godson
Consultant | Land Agent
E richard.godson@brown-co.com



Charlie Bryant
Partner | Land Agent
E charlie.bryant@brown-co.com



Daniel Jobe
Divisional Partner | Land Agent
E daniel.jobe@brown-co.com



Elizabeth Copeland
Graduate | Land Agent
E elizabeth.copeland@brown-co.com



Isabel Chennells
Graduate | Land Agent
E isabel.chennells@brown-co.com



James Black
Divisional Partner | Land Agent
E james.black@brown-co.com



Judy Strawson
Divisional Partner | Land Agent
E judy.strawson@brown-co.com



Martin Herbert
Partner | Land Agent
E martin.herbert@brown-co.com



Monet Johnson
Associate | Land Agent
E monet.johnson@brown-co.com



Tim Atkinson
Divisional Partner | Land Agent
E tim.atkinson@brown-co.com

RESIDENTIAL & PROPERTY AUCTION



James Drabble
Associate | Residential
E james.drabble@brown-co.com



James Mulhall
Senior Associate | Property Auctions
E james.mulhall@brown-co.com



Jeremy Baguley
Partner | Residential
E jeremy.baguley@brown-co.com



Mark Atkins
Viewings | Residential
E cpa@brown-co.com

COMMERCIAL



Alexandria Clifton
Graduate | Commercial
E alexandria.clifton@brown-co.com



James Cameron
Partner | Commercial
E james.cameron@brown-co.com



Leo Marshall
Senior Associate | Commercial
E leo.marshall@brown-co.com



Nathan Roe
Associate | Commercial
E nathan.roe@brown-co.com



William Gaunt
Professional | Commercial
E william.gaunt@brown-co.com



Andrew Curtis
Consultant | Commercial
E andrew.curtis@brown-co.com



John Elliott
Divisional Partner | Commercial
E john.elliott@brown-co.com



Marie Gutteridge
Divisional Partner | Commercial
E marie.gutteridge@brown-co.com



Nick Dawes
Partner | Commercial
E nick.dawes@brown-co.com

ARCHITECTURE & PLANNING



Alistair Anderson
Professional | Architecture & Planning
E alistair.anderson@brown-co.com



Steve Catney
Divisional Partner | Architecture & Planning
E steve.catney@brown-co.com



James Lambert
Associate | Architecture & Planning
E james.lambert@brown-co.com

AGRICULTURAL BUSINESS CONSULTANCY



Chris Sheldon
Divisional Partner | ABC
E chris.sheldon@brown-co.com



Louise Grant
Associate | ABC
E louise.grant@brown-co.com



Tom Cheer
Associate | ABC
E tom.cheer@brown-co.com



Henry Haworth
Senior Associate | Energy
E henry.haworth@brown-co.com



Paul White
Partner | ABC
E paul.white@brown-co.com

Brown&Co Lincoln
5 Oakwood Road | Lincoln
Lincolnshire LN6 3LH
T 01522 457 800 E lincoln@brown-co.com

Brown&Co Lincoln Centre
1 Mint Lane | Lincoln
Lincolnshire LN1 1UD
T 01522 504 304 E lincolncitycentre@brown-co.com
T 01522 504 360 E cpa@brown-co.com

Property and Business is published by Brown&CoJHWalter LLP Editors: Judy Strawson & Tim Atkinson. Design and Publication: Fran Thornton & Kate Wells, 2022 - Printed by: Property World Publications Ltd The cover and text pages are both FSC Accredited. Printed on paper from responsible sources. This publication is intended as a general guide, and although every effort has been made to ensure accuracy, liability cannot be accepted for any errors of fact or opinion. Always seek professional advice.

BROWN & CO

brown-co.com