



Day One – 2 November 2022, Pavilions of Harrogate, HG2 8QZ	
8.30	Arrival Tea, coffee and biscuits
	INTRODUCTION
9.00	Future Farmers Introduction to the Course
9.10	Victoria Hudson (New entrant / vet) Experience of applying for tenancies from a new entrant's perspective
9.25	Overview - George Dunn (TFA) <ul style="list-style-type: none">• How can you occupy land?• Legalities including stamp duty and legal fees• Different types of tenancies• Different types of landlord• Agricultural policy levers regarding tenancies and new entrants• Terminology 5 Min Questions
10.30	Mid morning tea, coffee and biscuits
11.00	Overview Cont - George Dunn <ul style="list-style-type: none">• The particulars• Things to look out for in the Tenancy Agreement• What's in a tender? 15 Min Questions
11.45	Preparing A Tender Davina Fillingham (Dee, Atkinson & Harrison) Blair Wallace (The Land Management Partnership) <ul style="list-style-type: none">• How to build your personal profile to sell yourself as a tenant• Your business plan• What professional assistance might you need?
12.30	Lunch
1.30	Finance - Martin Hanson (HSBC) <ul style="list-style-type: none">• Assessing your capital requirements• Appreciation that access to capital is a barrier and how to overcome this Cashflow Forecasting <ul style="list-style-type: none">• How should Cashflow be presented / what does the bank want to see• Importance of knowing your numbers
14.30	Mid afternoon tea, coffee and biscuits
15.00	Martin Hanson (HSBC) - Cashflow Forecasting Cont'd
16.00	George Dunn & Martin Hanson - Question & Answer Session
16.30	Blair Wallace / Davina Fillingham - Introduction to Farm Tender Case Study
17.00	Departure



Day Two – 15th November 2022	
8.30	Arrival Tea, coffee and biscuits
	INTRODUCTION
9.00	Future Farmers Introduction to the Course
9.10	What are landlords looking for? How your tender is assessed? <ul style="list-style-type: none">• Philip Coles (Savills) - Private & Institutional Land Owner Agent• Peter Molyneux (Nostell Priory Estate)
10.15	Question & Answer Session
10.30	Mid morning tea, coffee and biscuits
11.00	Farm viewing Day - Philip Coles (Savills) <ul style="list-style-type: none">• Making the most of the day• Obtaining as much information as possible The Tender process and pitching your rent Interview Process
12.30	Lunch
1.30	Available Grants & Agri Environment Schemes – Simon Haley (Carbon Metrics) <ul style="list-style-type: none">• Business Grants – DEFRA / Shared Prosperity Fund etc• Innovation funding• Mid / Higher Tier – Annual and Capital Grants• SFI• Local and Landscape Recovery Schemes
14.30	Mid afternoon Tea, coffee and biscuits
15.00	Next Generation Finance – Mark Pearson (Oxbury Bank) Financing for new entrants – What is available and what is required?
15.45	Open Forum for Review & Discussion of Tender Case Study
16.30	Course Summary & Review
17.00	Close of Meeting