



Farm Tenancy Programme

Day 1



23 October 2025, at Pavilions of Harrogate, HG2 8QZ

8.30	<i>Arrival Tea, coffee and biscuits</i>
	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) • 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
10.00	<i>Mid morning tea, coffee and biscuits</i>
10.30	Overview Cont – George Dunn / Blair Wallace / Davina Fillingham • The particulars • Things to look out for in the Tenancy Agreement • What's in a tender? 15 Min Questions
11.15	Preparing A Tender Duncan Winspear (Savills) Blair Wallace (TPPG Ltd) • How to build your personal profile to sell yourself as a tenant • Your business plan • What professional assistance might you need?
12.00	<i>Lunch</i>
13.00	Finance – Ian Buckton (NatWest) • Assessing your capital requirements • Appreciation that access to capital is a barrier and how to overcome this Cashflow Forecasting • How should Cashflow be presented / what does the bank want to see • Importance of knowing your numbers • Financing for new entrants – What is available and what is required?
14.00	<i>Mid afternoon tea, coffee and biscuits</i>
14.30	Ian Buckton (NatWest) - Cashflow Forecasting Cont'd
15.30	BW / DW / DF & Ian Buckton - Question & Answer Session
16.00	Blair Wallace / Davina Fillingham - Introduction to Farm Tender Case Study
16.30	<i>Departure</i>



Farm Tenancy Programme Day 2



**6 November 2025 ** Meeting Room at Regional Agricultural Centre (adjoining Fodder)
Harrogate Showground, HG2 8QZ**

8.30	<i>Arrival Tea, coffee and biscuits</i>
	INTRODUCTION
9.00	Future Farmers Introduction to day 2
9.05	Open Forum for Review & Discussion of Tender Case Study (BW/DF)
9.35	What are landlords looking for? How is your tender assessed? [incl environmental element] • Andrew Fallows (Carter Jonas) - Private & Institutional Land Owner Agent • Peter Molyneux (Nostell Priory Estate)
10.30	Mid morning tea, coffee and biscuits
10.45	Farm viewing Day – with BW / DF / Andrew Fallows • Making the most of the day • Obtaining as much information as possible The Tender process and pitching your rent Interview Process
12.00	Question & Answer Session
12.30	Lunch
1.30	Intro to contract & shared farming (key differences between various structures) DW
2.00	Richard Oglesby (New entrant – contract farming)
2.30	Matthew Nicol (new entrant – contract / tenant)
3.00	Available Grants & Agri Environment Schemes – DF (adjust length as needed) • Business Grants – DEFRA / Shared Prosperity Fund etc • Innovation funding • Mid / Higher Tier – Annual and Capital Grants • SFI • Local and Landscape Recovery Schemes • Carbon audits – baseline surveys
3.30	Mid afternoon tea, coffee and biscuits
3.45	Course Summary & Review / panel discussion Q&A (BW / DW / DF)
4.30	<i>Departure</i>