

**CHEFFINS**

# LAND, FARMS AND RURAL CONSULTANCY



Cambridge | Ely | Haverhill | Newmarket | Saffron Walden | Sutton | London





WELCOME TO

**CHEFFINS**

**Established in 1825, Cheffins is the oldest and most established independent firm of Chartered Surveyors, Valuers, Auctioneers and Estate Agents in the area.**

The firm has grown to become a modern and dynamic multi-disciplinary practice with expertise in rural consultancy, farm management, planning and development, commercial property, estate agency and residential lettings.

Our multi-disciplinary practice provides clients with access to a depth of experience and expertise across many sectors, rarely found elsewhere.

Our established network operates from offices in Cambridge, Ely, Haverhill, Newmarket, Saffron Walden and Sutton providing strong links throughout East Anglia for farmers, landowners and rural business owners.





# About Cheffins Rural

Cheffins Rural team delivers high quality advice, outstanding service and excellent value for money to get the best results for our clients on a wide range of land and farm business matters. Our clients include established landowners, private clients, charities, trusts and institutions and we often work closely with our clients' lawyers and accountants to provide a streamlined approach to successfully achieving the objectives.

## Farm and Rural Property Agency

Cheffins' rural team manage all aspects of buying and selling land, farms, rural properties and estates with a personal and hands-on approach.

There are a number of key drivers that affect the land market in the region and our team have unrivalled local knowledge and experience to tailor our advice according to current market conditions.

We advise on the most appropriate method of sale and suggest a marketing strategy to best suit our clients' circumstances – whether by open market sale, public auction or a private off-market campaign.

Cheffins host one of the largest land and property auctions in the Eastern Region, which consistently achieves results well above the guide price. Auctions provide a competitive and cost-effective method of disposing of smaller parcels of land and property, with a quick completion period and a transparent sales process.

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## Estate & Rural Property Management

However you decide to structure your farming business, Cheffins has experience in setting up and managing all types of tenancies and farming arrangements. From a Farm Business Tenancy, conventional Contract Farming Agreement or other form of Joint Venture, we can offer a complete or partial service from negotiating terms between the parties, preparing agreements and providing ongoing management advice and rent collection.





# Professional Valuations

Cheffins' RICS qualified valuers provide clients and their lawyers, bankers and accountants with valuations for a variety of purposes including:

- Statutory valuations for Capital Gains Tax
- Inheritance tax and general tax planning
- Restructuring property ownership
- Insurance
- Security/bank lending/refinancing
- Dispute resolution and expert witness reports

Our reports are compliant with the RICS Valuation Global Standards (the 'Red Book') to guarantee our

clients the highest standard of valuation advice.

We are also longstanding agents and valuers for the Agricultural Mortgage Corporation Plc ('AMC'). Our team can advise and assist in all types of AMC applications and valuations to successfully secure financing for land purchases, improvements and the restructuring of existing borrowing.



# Specialist Rural Services

Land ownership and occupation requires professional advice on a range of specialist matters which is often provided in conjunction with clients' lawyers and accountants. Cheffins rural chartered surveyors advise on:

- Agricultural tenancies (both Agricultural Holdings Act and Farm Business Tenancies) including surrender and regrant, end of tenancy compensation and rent reviews
- Capital taxation including Agricultural and Business Property Relief

- Compulsory Purchase and Development Consent Orders for utilities, road schemes and other infrastructure projects
- Wayleave/Easement negotiations with statutory bodies and private companies for utilities, fibre optic and other service media
- Telecommunication sites including negotiating lease terms and rent reviews under the new Electronic Communications Code
- Energy and Renewables covering advice on lease terms and options for solar, wind and large-scale battery storage schemes



## Planning and Development

We provide landowners with a comprehensive Planning & Development service, liaising closely with colleagues in the Cheffins Planning & Development team. We work alongside landowners to unlock the development potential of farm buildings and land utilising a range of options including outright planning applications, option agreements, land promotion, joint ventures and collaboration agreements depending on the landowners' objectives.

Our experienced planners prepare feasibility studies and work with local authorities on a wide range of rural planning matters including new uses for redundant farm buildings, farm diversification projects and removal of agricultural occupancy conditions.

Our planners also regularly submit representations to promote land through local plans and give evidence at public examinations throughout East Anglia.

Cheffins has recently been involved in a number of residential development schemes providing a complete service from negotiation of promotion/development agreements, guiding landowners through the planning application process and handling the successful sale of the land with planning permission. These schemes have ranged from single plots and barn conversions through to large mixed-use schemes of 1200+ houses.



# Rural Enterprise and Diversification

Alternative income streams are becoming increasingly important for estates and farming businesses and recent changes to National Planning Policy Framework (NPPF) and increased government grant funding now make many diversification projects more viable and achievable.

Cheffins combine expertise in rural planning, capital grant applications and local market knowledge to provide a full service for diversification and capital investment projects from a single source.

## Subsidies, Environmental Schemes and Grant Funding

Our rural business consultancy team offers expertise in farm subsidy schemes, including advice on emerging policies, eligibility, cross-compliance, exemptions and greening requirements.

The new domestic subsidy policies place enhanced focus on environmental issues with emerging environmental schemes designed to improve biodiversity, soil health and water quality. These schemes can provide an important additional income for farming businesses and Cheffins advise on the most beneficial options for Higher-Tier, Mid-Tier or Capital Grant Funding. Our experience of environmental stewardship schemes includes the entire application process and identifying the opportunities available to achieve the best balance of maximising environmental benefits with financial returns for landowners.

There is a range of Capital Grant Funding options available for rural businesses depending on the nature of the project. Cheffins has considerable success in securing grant funding for a variety of capital investment projects from advising and submitting the initial application through to managing the drawdown of funds.



## Farm Consultancy and Strategic Reviews

Agriculture is increasingly subject to global volatilities and the need to swiftly adapt to changing demands from environmental, socio-political and financial drivers is key to sustaining a profitable business. Our rural team can offer a full consultancy service, regardless of whether you are looking to expand or contract your business, ranging from practical management solutions such as business appraisals, budgeting, day-to-day management as well as strategic business reviews, tax and succession planning.

## Machinery Auctions and Valuations

Cheffins hosts the world's largest monthly auction of modern agricultural machinery and plant at our 40 acre sale ground at Sutton, near Ely. Tractors and machinery are consigned from farmers, agri-businesses, local authorities and national finance companies. Our Machinery team also conduct on-site auctions throughout the UK. Cheffins' skilled and experienced auctioneers can set up the sale at clients' premises, conducting the auction and dealing with payment and final accounts. On-site auctions are the most effective method of sale when clients are considering a complete dispersal sale or looking to dispose of large quantities of surplus machinery and equipment whether it's modern, classic or vintage. We also offer a timed online auction for vendors who would prefer to avoid the logistics of transporting machinery to our sale ground.







## Principal Contacts



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## Did you know...?

We have been auctioneers since 1825 and whilst machinery auctions are at the heart of our business, we also host auctions in Fine Art and Antiques with a number of generalist and specialist sales held throughout the year from our purpose-built sale rooms in Cambridge.

Cheffins also operate one of the most successful residential sales and lettings businesses in the region with five estate agency offices including Cambridge, Ely, Haverhill, Newmarket and Saffron Walden.

We also have a significant commercial property department that provides consultancy advice for the sale and purchase of commercial property and commercial property management.

# CHEFFINS

Property | Land | Fine Art | Farm Machinery

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