



## BIAC MEMBERS' ONLY ONLINE TRAINING EVENT

Tuesday 13<sup>th</sup> September 2022  
9.30am – 12.30pm

### Which Farming Agreement is best?

#### BIAC Training Session on Contract Farming Agreements/ Share Farming/ Farm Businesses Tenancies

With changes in farming likely to be accelerated with the Lump Sum Exit scheme BIAC have created an online training event to examine and challenge which agreements may suit the Farming Business. With a range of experienced speakers the course aims to deliver an understanding of the advantages and disadvantages of the three basic agreements, Contract Farming Agreements, Farm Business Tenancies or Share Farming Agreements.

#### PROGRAMME

09.30 **Introduction & Welcome:** Mike Greetham CEO BIAC

09.35 **Contract Farming Agreements** – Mike Holland, ALA

10.05 **Farm Business Tenancies** – Adrian Cannon FBIAC, Tayler & Fletcher

10.35 **Share Farming** – David Meredith FBIAC, DJM Consulting

Followed by Questions

11.05 Coffee break

11.20 **Evaluating the options** – Al Brooks, Faccombe Estate

11.50 **Breakout session – discussion on the options**

Questions

**Open-mic discussion and comments**

12.20 **Closing:** Simon Britton FBIAC, Chairman BIAC, George F White LLP

12.30 Close

**TO BOOK YOUR PLACE ON THIS MEMBER-ONLY EVENT PLEASE GO TO [www.biac.co.uk/events](http://www.biac.co.uk/events)**

£25.00 inc. VAT per member



## ABOUT OUR SPEAKERS

### MIKE GREETHAM FBIAC, CEO BIAC



Mike is a farmer's son from Lincolnshire who graduated at Nottingham University with a BSc (Hons) in Agricultural Sciences.

In 1975 he took up a post with full responsibility for the management of an arable and beef farm business of a well-known Nottinghamshire Farmer before joining Andersons in 1979 based at Melton Mowbray as an agriculture business consultant. He then transferred to the Bury St Edmunds office where he began to specialise in complex business problem solving work. He quickly established a national reputation in the fields of specialist feasibility study, complex farm structures, contract and share farming, litigation, managed recovery and insolvency practices. In 1984 Mike became an Equity Partner and returned to head office to set up a new department. Mike headed up Andersons Professional Services providing services for the financial institutions, accountants and the legal profession.

Mike has established a formidable reputation for achieving successful outcome for clients' in many areas and works closely with the legal, accounting and surveying professions.

In April 2014 Mike retired from Andersons to set up Expert Agriculture Ltd.

He was appointed Chief Executive of the British Institute of Agricultural Consultants in May, 2014. As part of this role he sits on high level committees within the Rural Payments Agency and attends the Bank of England high level quarterly meetings

### MIKE HOLLAND, ALA

Mike is a Chartered Surveyor and the Secretary and Adviser at the Agricultural Law Association. In addition to his role with the ALA, Mike continues to operate his own small private practice advising farming clients, predominately located in the South East, on strategic land and property matters, valuation, estate planning, CPO, development and general farming-related matters.



### ADRIAN CANNON FBIAC, TAYLER & FLETCHER



Adrian Cannon, Partner at Tayler & Fletcher Ltd heads up the Rural department at the Bourton-on-the-Water office in the North Cotswolds. Undertaking typical rural consultancy and land agent duties he is involved with land sales, valuations, business management & consultancy, BPS and agrienvironmental schemes, landlord & tenant matters and compensation work

He is a Fellow of RICS and qualified Valuer, Fellow of the Central Association of Valuers, Fellow and current Treasurer of the British Institute of Agricultural Consultants



## DAVID MEREDITH FBIAC, DJM CONSULTING



David Meredith is the Principal Rural Business Consultant at DJM Consulting, a consultancy firm that he started in 2004, which has since expanded and gone from strength to strength. With over 30 years of working for farmers, David is able to draw on his wealth of experience and expertise to the benefit of his clients and tribunals. His enthusiasm for all things rural coupled with his gentle approach, grit and determination to succeed for his clients on every task has proved invaluable.

The broad range of work in which David is involved includes:

- Strategic consultancy, mentoring, running participative training courses for farmers and agricultural professionals
- Estate reviews, financial appraisals, business plans, joint ventures
- Valuations; from stock taking to taxation
- Grants for rural businesses
- Expert witness work

Son of an upland beef and sheep farmer in mid-Wales, a graduate of the University of Wales, Bangor – Agriculture with Agricultural Economics. David has worked with ADAS in Lincolnshire/Leicestershire and was Director and Head of Farm Business for land agents in Northamptonshire before setting up DJMC. Former chairman of BIAC, initiated a national buying group, sits on various DEFRA stakeholder groups, TFA Regional Committee member, Mentor for Princes Countryside Fund, founder member and Director of the Natural Capital Consortium Limited (NCC Ltd) with a focus on monetising natural capital for farmers. Owning and managing his own 750 acre mixed family farming business in Shropshire, David has a very clear and practical understanding of many farming issues – turning advice into reality!

## AL BROOKS, FACCOMBE ESTATE

Al Brooks started his farm management career as Assistant Manager on the Temple Estate in Wiltshire before moving back to his home county of Warwickshire to manage a 2500 acre holding centred around the villages of Harbury and Chesterton. After a stint managing the farms on the Waddesdon Estate in Buckinghamshire, Al is now Managing Director of Faccombe Estates Ltd that is located in north Hampshire. He is managing the activities on 5,700 acres of which 4,250 acres are owned with the balance comprising of various arrangements., Al is responsible for various other interests other than agriculture which range from a large commercial shoot, residential property, wood pellet manufacturing through to a pub. He was one of the original Professional members of the Institute of Agricultural management and is a Fellow of the Royal Agricultural Societies. He has recently retired as a Trustee of the Addington Fund and was also Farmers Weekly Farm Manager of the year in 2010. In recent years he was Chairman of the Oxford Farming Conference and was the first of Crop Production Magazine's Climate Change Champions in 2020.





## SIMON BRITTON FBIAC, CHAIRMAN BIAC

Simon Britton is a Senior Equity Partner and Head of Rural at George F. White LLP, a firm of property and business consultants based throughout the North of England. He is a Fellow of the British Institute of Agricultural Consultants (BIAC), and is currently Chairman of BIAC.



Previous to this Simon has been a Partner in Strutt & Parker, Director in Savills and also Andersons The Farm Business Consultants.

Over the last 26 years, Simon has gained extensive experience in Agriculture and Rural based Consultancy and all its aspects, including dealing with complex family and business matters, strategic business planning, farm Management, joint ventures, enterprise diversification, DEFRA's Subsidy Schemes and farm purchases and sales. Simon is also SFEDI Accredited and has been accepted by Business Link, DEFRA and others in similar bodies to deliver Government funded farm business advice services to an advanced level.

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