

Committee Name: East Midlands Regional Tenants Forum

Meeting Date: November 7, 2016

Location: Greetham Valley Golf Club

Chairman: Brian Sutton

Secretary: Paul Tame

Present: Mr and Mrs Julian Davis, Mr and Mrs Peter Gadd, Richard Houghton, James Langley, Mike Meakin, Chris Renner, Bill Scorrer, Philip Shipman, Neil Stubbs, Brian Sutton and Jon Weston

By Invitation: Guy Banham, Business Consultant, Berrys, Kettering

In Attendance: Eleanor Griggs (HQ Land Adviser) and Paul Tame

- 1) Minutes. The minutes of the meeting held on March 7, 2016 were confirmed and signed.
- 2) Guest speaker. Guy Banham spoke about the returns on capital for tenants and the necessity for tenants to know their costs and benchmark and have and keep to budgets. His top tips for tenants to consider included fixing the exchange rate for your BPS payment as the Euro is so high; selling some grain and oilseeds forward to achieve better prices; if you have a spare shed put pigs in it on a contract basis and achieve cash plus muck for your arable operation and find some spare livestock manure or sewage sludge to cut your fertiliser bills.
- 3) Rents. The experience from those attending was that FBT rents are coming down and AHA rents are stable. Guy Banham had drawn up three rental agreements recently where the rent was based on the price of wheat. Eleanor Griggs spoke about the NFU tenants rent register and how to complete information for it.
- 4) National tenants' forum. Brian Sutton gave a report of the NFU national tenants' forum held on November 2. Topics discussed included a forthcoming meeting with George Eustice, the biannual NFU tenants' conference at Wigan on November 9, 2017, the tenants rent database, Legal Assistance Scheme cases involving tenancy disputes and stamp duty for tenancies worth more than £150,000.
- 5) Liaison with CLA and Midland Counties Valuers Association. The annual liaison meeting would be held on November 29 with Brian Sutton and Mike Meakin representing the NFU East Midlands region.
- 6) The date of the next tenants' forum would be Monday, March 6, 2017, at the Wyndham Garden Inn, Marston.
- 7) Any other business. The issue of electricity wiring surveys and who should pay for them was raised. The terms of the tenancy agreement were crucial as was obtaining good advice.