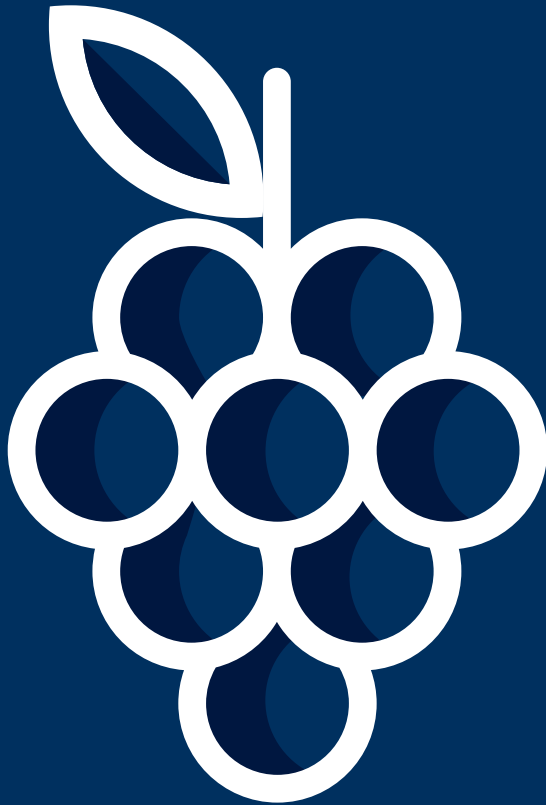




Land & Property Experts  
[www.btfpartnership.co.uk](http://www.btfpartnership.co.uk)



Viticulture Services



As one of the South East's leading land and property specialists, our experience and depth of knowledge ensures that our clients receive the best possible advice in every aspect of their business.

With one of the largest client bases in the South East, we are regularly approached by farmers and landowners looking to diversify their business into viticulture as well as working to support existing vineyards here in the South East.



## Viticulture Services:

- Tailored land searches
- Sales and acquisitions
- Farm Business Tenancies
- Grower contracts and joint ventures
- Valuation
- Project finance

## Consultancy examples:

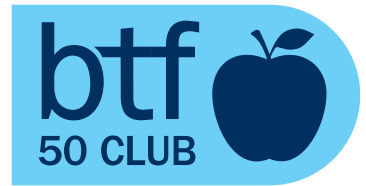
We were instrumental in the purchase of Gusbourne Farm in 2003, subsequently providing advice through to the eventual sale of Gusbourne Estate in 2013.

We also represented the vendor in the sale of one of the most prestigious sites in the UK, Domaine Evremond at Chilham, Kent to Champagne Tattinger. BTF were initially retained to work with them to find the right site, however we subsequently managed the sale to them, which now forms an exciting joint venture with Hatch Mansfield and local investors.

Further examples of our involvement in this sector include negotiating an FBT for over 100 acres of vines at Bodiam, East Sussex in 2018 and advising many other clients on commercial terms and rental agreements over the past decade.

Working with the likes of Stephen Skelton and Vinescapes, we are experienced at identifying and selling land suitable for new vineyard planting, existing vineyards and lock-stock vineyard sales with buildings and equipment both on and off market.

Our services to growers are extended via our employment consultancy – The BTF 50 Club. We represent around 300 growers in the agricultural, horticultural and viticulture industry on employment matters from across England and Scotland.



## Join today for access to:

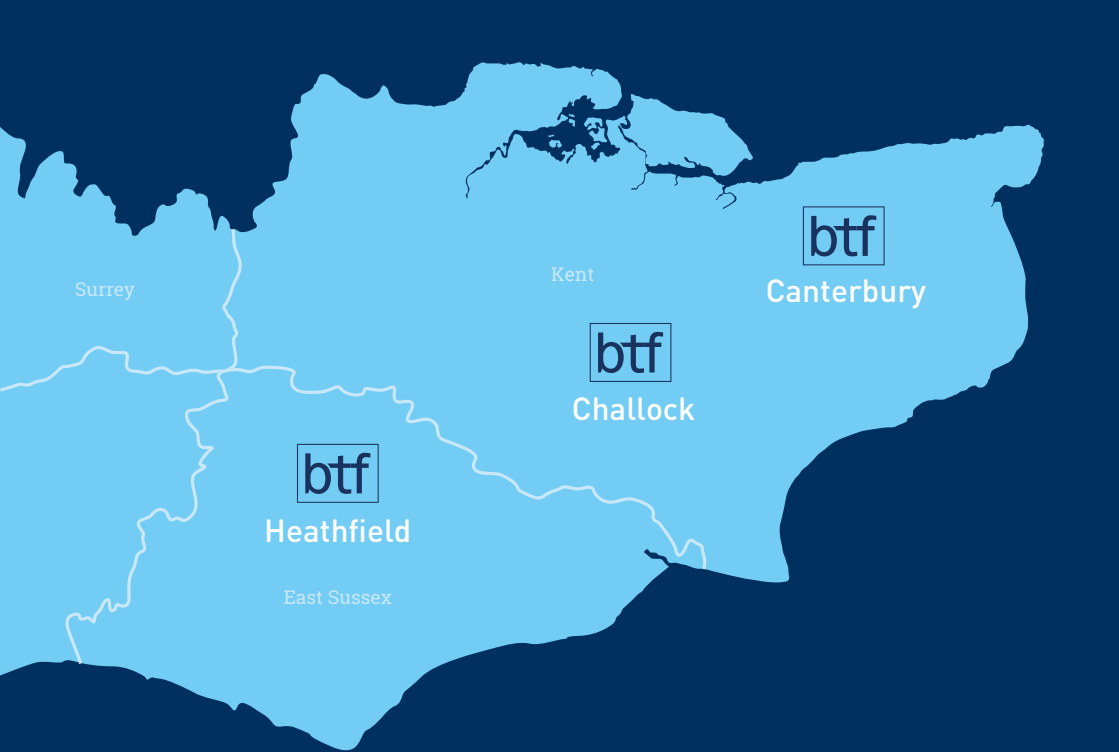
- Unlimited telephone/email/written advice
- Identification and communication of new legislation
- Annual Workshops
- Precedent contracts of employment
- Template policy and procedure documents
- Practical Advice on ETI audits, GLA compliance and managing seasonal labour
- Grower visits tailored to individual needs
- Regular newsflashes and legal updates
- Lobbying the Government for the industry on relevant issues



We act for a number of estates and property portfolios in Kent and East Sussex and apply a bespoke approach to each. Services range from portfolio management to direct day to day management. We have recently expanded our estate management team and are looking to take on more estates in the future.

## Overall expertise:

- Rural and Commercial Sales
- Valuations
- Planning and Development
- Property, Estate and Facilities Management
- Grants and Subsidies
- Landlord and Tenant
- Compulsory Purchase and Compensation
- Property Investment Advice
- Agricultural Finance
- Arbitration and Expert Witness
- Agriculture and Viticulture Employment Advice



## Our Offices

### Challock

Clockhouse Barn  
Canterbury Road  
Challock  
Kent TN25 4BJ

01233 740077

[rural@btfpartnership.co.uk](mailto:rural@btfpartnership.co.uk)

### Canterbury

27 Watling Street  
Canterbury  
Kent CT1 2UD

01227 763663

[commercial@btfpartnership.co.uk](mailto:commercial@btfpartnership.co.uk)

### Heathfield

Euston House  
82 High Street  
Heathfield  
East Sussex TN21 8JD

01435 864455

[info@btfpartnership.co.uk](mailto:info@btfpartnership.co.uk)

