



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



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3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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TOTAL

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AFTERNOON PAPER

Time allowed: 2 ½ hours

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9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

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QUESTION 10 (15 marks)

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QUESTION 11 (15 marks)

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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
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- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



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3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

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7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

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Owner & Occupier	Mr P Witchell

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Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

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TIMETABLE

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MORNING QUESTIONS

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ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

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The examiners will control timings and will take you to each question in turn.

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
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**BY KIND PERMISSION OF
MR PETER WITCHELL**

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8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
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Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

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MORNING QUESTIONS

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ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

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In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

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TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

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MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
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GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
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TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

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MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
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3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
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-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

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Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
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MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.
- You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
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- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
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-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

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8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

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Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
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c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

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6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

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Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
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QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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GLOUCESTERSHIRE
GL8 8TS**

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1. Answers to be written in the Notebook provided.
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ORAL QUESTION

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AFTERNOON QUESTIONS

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MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

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TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding:	Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier	Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

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QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

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AFTERNOON QUESTIONS

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MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

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- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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- 7.1 Identify the previously grown crop in the field shown. (1 mark)
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Morning Paper	85 marks
Presentation of the Notebook	5 marks
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THE ORAL INTERVIEW

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TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

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- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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GLOUCESTERSHIRE
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ORAL QUESTION

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AFTERNOON QUESTIONS

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MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

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- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
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Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

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TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
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- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
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MORNING PAPER

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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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QUESTION 4 (15 marks)

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You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

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5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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TOTAL

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AFTERNOON PAPER

Time allowed: 2 ½ hours

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SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

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2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



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AFTERNOON PAPER

Time allowed: 2 ½ hours

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Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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QUESTION 10 (15 marks)

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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



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4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding:	Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier	Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

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7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

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Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

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MORNING QUESTIONS

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ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

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Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
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Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

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MORNING QUESTIONS

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ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
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- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

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In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

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- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

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12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

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8. Please prepare your Notebook including a summary page and index, using the following information:

Holding:	Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier	Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
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Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

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8.25 am	Depart for Charlton Court Farm, Tetbury
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MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 *(15 marks)*

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
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QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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TOTAL		300

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ORAL QUESTION

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AFTERNOON QUESTIONS

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MORNING PAPER

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

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7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding:	Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier	Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
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12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
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Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
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c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
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- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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GLOUCESTERSHIRE
GL8 8TS**

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TOTAL		300

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AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

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Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
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-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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Morning Paper	85 marks
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TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

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Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
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QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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TETBURY
GLOUCESTERSHIRE
GL8 8TS**

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Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

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1. Answers to be written in the Notebook provided.
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ORAL QUESTION

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AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

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You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
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QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
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- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

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In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

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QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
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- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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TETBURY
GLOUCESTERSHIRE
GL8 8TS**

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AFTERNOON QUESTIONS

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MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Answer ALL the questions in this section

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- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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- 7.1 Identify the previously grown crop in the field shown. (1 mark)
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Morning Paper	85 marks
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In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

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Answer 4 questions out of the 5 questions in this section

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8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

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- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
-

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
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QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
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- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
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-

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
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PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

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GLOUCESTERSHIRE
GL8 8TS**

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ORAL QUESTION

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AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

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Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

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Answer ALL the questions in this section

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- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
 - 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
 - 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
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QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
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QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

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In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
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QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



**THE CENTRAL ASSOCIATION OF AGRICULTURAL VALUERS
SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)
-

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)
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- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
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MORNING PAPER

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QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
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QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
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QUESTION 4 (15 marks)

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5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

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TOTAL

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AFTERNOON PAPER

Time allowed: 2 ½ hours

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SOUTHERN GROUP**

PRACTICAL EXAMINATION PAPER

WEDNESDAY 9th NOVEMBER 2016

**CHARLTON COURT FARM
TETBURY
GLOUCESTERSHIRE
GL8 8TS**

**BY KIND PERMISSION OF
MR PETER WITCHELL**

All candidates will be deemed to have read the Central Association of Agricultural Valuers' 2016 publication "Guidelines for the Practical and Written Examinations and Oral Examination" and be familiar with the contents.

Important Notes:

1. Candidates are required to undertake all necessary disinfection of footwear on entering and leaving the farm.
2. No smoking is allowed during the examination.
3. Candidates are responsible for their own Health & Safety whilst on the farm and should make themselves aware of any hazards and take appropriate precautions.
4. No mobile phones, computers or programmable calculators may be taken into the examination.
5. Candidates are not allowed to converse with each other. A breach of this rule may mean disqualification.

NOTES TO CANDIDATES

1. Notebooks, question papers and CAAV publications for both morning and afternoon sessions of the practical examination will be handed to each Candidate at the initial briefing. All answers, calculations and any assumptions must be properly recorded in the Notebook.
2. This exam paper comprises 10 pages of questions plus 2 blank pages for notes plus 2 plans. While on the farm, you will be able to make and retain notes on this examination paper which can be taken into the examination room for use in the afternoon written paper. The notes for the oral question are to be made on the green paper provided.
3. Whilst undertaking their valuations and inspection, Candidates must appraise the holding, taking particular note of what is to be seen on the farm as this will be of relevance to the afternoon session and to the interview.
4. Candidates will answer all questions during the morning session in the Notebooks provided, in pencil. Examiners will look for an orderly format to the Notebook and marks will be awarded for the Candidate's approach and for the presentation of the Notebook. CAAV guidance on approaches to Notebook layout has been prepared. Candidates will not be marked down for their choice of format, provided it is clear and logical.
5. Half an hour will be allowed before the end of the morning's examination for the completion of calculations and a final check on answers. The Notebooks will then be collected by the Examiners at the end of the morning session.
6. No information will be provided other than that given in the questions. You should answer the morning's questions in the order the questions are presented to you. The examiners will control timing.
7. The Candidate's number and practice area should be written on the top right-hand corner of the front cover of the Notebook.
8. Please prepare your Notebook including a summary page and index, using the following information:

Holding: Charlton Court Farm, Tetbury, Gloucestershire. GL8 8TS
Owner & Occupier Mr P Witchell

9. Where applicable you should show any assumptions that you have made in arriving at your answers. In respect of the valuations required on a stocktaking basis, you should clearly state which alternative method of valuation (as required by BEN19) has been adopted.
10. Candidates are under examination conditions and will be supervised throughout the day including during lunch.
11. **CANDIDATES MUST NOT CONVERSE WITH EACH OTHER. BREACH OF THIS RULE MAY DISQUALIFY A CANDIDATE**
12. Marks are available in each section as follows:

Practical Examination	Morning Paper	90
	Afternoon Paper	60
Oral Interview		50
Written Examination		100
TOTAL		300

To pass, candidates will need to achieve 65% across the whole examination (that is 195 marks out of 300) with not less than 60% in any of the Written, Practical or Oral parts.

PRACTICAL EXAMINATION PAPER

TIMETABLE

8.10 am	Meet at Hare and Hounds Hotel, Westonbirt, Tetbury, Gloucestershire, GL8 8QL
8.25 am	Depart for Charlton Court Farm, Tetbury
8.45 am	Introduction and briefing by the Exam Group Chairman and distribution of examination papers
9.00 am – 12.30 pm	Inspection of items included in the practical examination papers and of property relevant to the afternoon written paper and oral questions.
12.30 pm – 13.00 pm	Completion of morning Notebooks and separate notes for the afternoon written paper and oral interview. A covered seating area will be available
13.00 pm	Morning Notebooks and notes for the oral interview are collected by examiners. Return to Hare and Hounds Hotel for Lunch
c. 14.00 pm	Afternoon written paper at Hare and Hounds Hotel answering four questions out of five from notes made during the morning inspection.
c. 16.30 pm	Completion of the examination.

MORNING QUESTIONS

1. Answers to be written in the Notebook provided.
2. Candidates should mark their Notebook and papers with their examination number but **NOT** their name.
3. Candidates should indicate on the inside cover of their Notebook the general geographical area they work in and similarly on the first page of each of their afternoon answers.

ORAL QUESTION

Candidates may make notes on the **green paper** provided. These notes will be collected at the end of the morning and returned to you shortly before the Oral Interview. No other books, notes or materials may be brought into the Interview.

AFTERNOON QUESTIONS

The afternoon questions will be based on items seen on the farm during the morning's inspection. Candidates are advised to make their supporting notes on the additional paper provided.

MORNING PAPER

Time Allowed: 3½ hours plus an additional ½ hour for completion of the Notebook

To be answered in pencil in the Notebook provided.

Please start a fresh page for each question answered and include a numbered contents page at the front of your Notebook.

The examiners will control timings and will take you to each question in turn.

You will be acting for the owner/occupier unless otherwise advised.

Answer ALL the questions in this section

QUESTION 1 (10 marks)

- 1.1 Select five of the seven commodities shown to you labelled 1 -7 and identify and provide the current market value in £/t or £/kg. (5 marks)
- 1.2 Identify and state the use of five of the seven items shown to you labelled (i – vii). (5 marks)
-

QUESTION 2 (10 marks)

- 2.1 Describe and value the pen of calves shown to you for annual stocktaking purposes. (5 marks)
- 2.2 Describe and value the pen of sheep on a market value basis. (5 marks)
-

QUESTION 3 (10 marks)

3. The senior auctioneer at your firm has asked you to make notes in the preparation of a farm dispersal catalogue. Select five items of machinery from the items shown to you labelled A-G and describe and value each item. (10 marks)
-

QUESTION 4 (15 marks)

4. Your client has started to prepare the site outlined and hatched red on the plan for demolition, prior to the construction of a new building. In passing he mentioned that he had verbally asked a friend to carry out the demolition works.

You are concerned that your client will be responsible for the health and safety of the contractors on site during the works and suggest that you write to the contractor to give a formal instruction, to which your client agrees.

Write notes on the content of the letter that you will need to draft based on your observations of the site, the buildings and the plan, making specific reference to the following:

- 4.1 The responsibilities of the contractor during the project in relation to health and safety (3 marks)
- 4.2 The information that you need from the contractor before the project starts (2 marks)
- 4.3 The specific risks to health and safety that you are able to identify from your inspection of the site (7 marks)
- 4.4 Any recommendations for reducing those risks (3 marks)

QUESTION 5 (15 marks)

5. In front of you is a Traditional Farmhouse. **No internal access is permitted.** The building has 8 double Bedrooms, 2 Bathrooms, Living room, large Kitchen/diner, Dining Room, office and a large number of ground floor storage/utility rooms. There is a small cellar and attic rooms over half of the house. There is no insulation in the loft, walls or floor. There is mains water, electric and drainage connected. There is currently an old (1970's) central heating system servicing 75% of the building. The majority of the internal decoration was carried out in the 1970's. The property is not listed or within a conservation area.

Your client would like to let the farmhouse on the open market as there is no requirement for the accommodation within the farming business. Advise your client on what he will need to consider before letting the property?

- 5.1 What physical improvements will be needed to be made to the property before it can be let to a third party? (8 marks)
- 5.2 What legal requirements must be met before a new tenant moves into this farmhouse? (5 marks)
- 5.3 Advise your client on the rent and letting costs of finding a new tenant for the improved property. (2 marks)

QUESTION 6 (15 marks)

6. Your client has asked for your advice about renting the field identified on Plan 1 for maize cropping. The field in question is owned by a city banker neighbour.
- 6.1 Identify practical issues he should consider before entering into a tenancy based on what you observe from inspecting the field (3 marks)
- 6.2 Your client is concerned about the potential dilapidations liability at the end of the tenancy if the maize is harvested in wet conditions and there is damage to the soil structure. Advise your client on the law as it applies to repairs and any liability he would have for dilapidations under the Agricultural Tenancies Act 1995. (5 marks)
- 6.3 Propose sensible terms and reasoning for dealing with repairs liability in the tenancy agreement. (4 marks)
- 6.4 Suggest a rental value and at least three other terms (other than repairs/dilapidations) that, given the circumstances, you regard as important points of negotiation for your client. (3 marks)

QUESTION 7 (10 marks)

- 7.1 Identify the previously grown crop in the field shown. (1 mark)
- 7.2 Your client has established a temporary grass ley. Prepare a schedule of the costs of establishment of the 10.11 hectare (25.00 acres) field, to include details of the machinery inputs. (7 marks)
- 7.3 What factors affect the yield of the grass crop? (2 marks)

Morning Paper	85 marks
Presentation of the Notebook	5 marks
TOTAL	90 marks

THE ORAL INTERVIEW

The first part of the interview on Thursday afternoon will require knowledge of a practical and professional nature with reference to a particular part of the farm.

Candidates should pay particular attention to the area shown to you and edged yellow on Plan 1 including its physical characteristics, condition and uses.

Candidates should make notes on the **green paper** provided. They will be collected at the end of the morning and returned to you shortly before your oral interview. **Candidates are permitted to bring these notes to the interview.** No other books, notes or materials may be brought into the interview. *(25 marks)*

In addition there will be two technical questions set nationally drawing on your relevant general knowledge of subjects within the syllabus. This will be followed by 10 quick fire questions. Candidates will also be assessed on their communication skills *(25 marks)*

TOTAL

50 marks

AFTERNOON PAPER

Time allowed: 2 ½ hours

To be answered on the A4 paper provided. Please use a fresh piece of paper for each question answered and write on one side of the paper only

Write your CANDIDATE NUMBER on the top right hand corner of each sheet of your answer paper and the area in which you practise on the first sheet of each answer. Do NOT put your name on any of your answer sheets.

Answer 4 questions out of the 5 questions in this section

QUESTION 8 (15 marks)

8. Your client does not own the field edged blue on the plan and has rented it from a neighbouring landowner on an Agricultural Holdings Act 1986 tenancy for some time. The rent was last reviewed on the 1st December 2013. The field extends to 2.0 Hectares (4.94 Acres and the current rent payable is £500 per annum.

Last year the Landlord served a section 12 notice to review the rent for the holding with effect from the **1st December 2016**. Your client has recently received a letter from the Landlord's agent advising them that the Landlord no longer wishes to review the rent for the field this year.

Write a letter to your client outlining your advice in respect of the following:

- 8.1 The options open to your client in relation to the Landlord's Section 12 notice. (3 Marks)
- 8.2 The basis of assessing the rental value of the land, what information you would require and your assessment of the rent payable. (6 marks)
- 8.3 Your recommended course of action (6 marks)

QUESTION 9 (15 marks)

9. Your client has received a telephone call from the Rural Payments Agency advising that they will be carrying out a cross compliance inspection on the farm tomorrow. He has recently purchased an additional 20 dairy cows.

Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

- 9.1 Following your general inspection of the farm, your client has asked you to advise him on any cross compliance issues. (4 marks)

- 9.2** Your client has asked what paperwork he will need to have ready for the inspector (exclude NVZ paperwork). (3 marks)
- 9.3** The existing slurry store is not marked on the Land Parcel Information System maps and is included within the adjoining field. What steps will be required to rectify your client's maps and what may be the implications following the inspection? (2 marks)
- 9.4** Under the NVZ regulations, and following the purchase of additional cows, what calculations will your client be required to update and note any further implications in respect of the regulations. (4 marks)
- 9.5** The existing slurry store is at full capacity and therefore your client will require additional capacity once he increases the cow numbers further. What are the legislative issues your client will need to consider before constructing an additional slurry store? (2 marks)

QUESTION 10 (15 marks)

- 10.** Your client intends to demolish the buildings shown edged and hatched red on the plan and replace them with a single covered yard for the dairy herd. His planning consultant has recommended that you prepare a report on the agricultural issues to justify the proposal.
- 10.1** Write notes for your report on the main practical issues which make the existing buildings unsuitable for cattle housing (9 marks)
- 10.2** In bullet points list a suitable design for the proposed cattle yard. (6 marks)

QUESTION 11 (15 marks)

- 11.** Your client's freehold land, edged brown on the attached plan, has recently been included in a draft compulsory purchase order (CPO) under the Highways Act 1980. Prepare notes for a meeting with your client, addressing the following points:
- 11.1** Your client wants a quote for your firm to represent him, initially to object to the draft CPO, and then, assuming approved, to negotiate compensation. Propose reasonable terms to act, making reference to fees and reimbursement of fees. (4 marks)
- 11.2** What compensation heads of claim are likely to apply (other than for professional fees and disturbance), under which legislation for each? (6 marks)
- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)

QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)



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AFTERNOON PAPER

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Note that the farm is situated within a Nitrate Vulnerable Zone (NVZ).

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QUESTION 10 (15 marks)

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QUESTION 11 (15 marks)

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- 11.3** Make a note of some potential disturbance items likely to apply. (5 marks)
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QUESTION 12 (15 marks)

- 12.** Your client, the freehold owner and occupier of Charlton Court Farm, has decided to sell the area of land edged and hatched green on the accompanying plan and has asked you to deal with the marketing. The field extends to an estimated 2.30 ha (5.68 acres) and is accessed via a single gateway onto Linfoot Road.
- 12.1** In bullet points, set out the items of information that you would look to include within a set of sale particulars (10 marks)
- 12.2** Having specific regard to the location of the field in the context of the surrounding area, what special condition might you advise your client to impose within the sale contract (3 marks)
- 12.3** Assuming freehold vacant possession, provide your client with an indication of what price the land might be expected to realise as at today's date. (2 marks)

