



# So you want to tender for a farm?

Writing a farm business tender is one of the most important documents you might ever have to consider and one which you may not have to do very often. Some landlords prefer tender documents to be farmer-written rather than prepared and submitted by Land Agents or other professionals.

The Farmer Network is often asked to help prospective tenants to write a farm tender. We've put together a 30 minute framework of points for consideration as you start to plan your tender document. We hope that this is of use in the early stages of your proposal. If further help is required, please do contact Head Office and we will be happy to support you.

## **The 30- minute farm tender framework**

### **1. What is your Proposal?**

- Briefly detail the proposal and why this provides you with an opportunity.
- Is there anything unique that you bring to the tender?
- Talk about a vision for the business/property.

### **2. What is your experience?**

- How did you get into farming?
- What sectors have you worked in?
- What experience do you have?

You will need a C.V and references at a later stage

### **3. What is your basic plan?**

- Summarise what you would do on the property?
- Does this utilise all the property assets (houses/buildings/land)
- What do you intend to farm?
- Will there be any livestock to take over i.e hefted flocks or other stock on the farm?

#### 4. **Your enterprises within the plan**

- Summarise each proposed enterprise
- Say why you have chosen each enterprise i.e. best use of resources/experience/rotation etc.
- Comment on possible outputs yields, markets for stock.

#### 5. **SWOT Analysis – Strengths, Weakness's, Opportunities, Threats**

- A strength is good, but a weakness turned into a strength is better.
- List strengths first (so what are you good at or what areas do you enjoy most)
- Then outline weaknesses and threats and think about how you overcome them.
- What further opportunities might the tenancy afford you
- What are the potential threats to your new business

Some of this information may not be included in the final tender document, but it will help you in your early stage planning

#### 6. **Your Finances**

- What is your current net worth? (all assets vs. all liabilities)
- What is your current financial state? I.e. recent accounts, current bank balance etc.
- What funds are needed to take on the tender property?
- Where will these funds come from?

#### 7. **Any other issues**

- Consider environmental benefits or enhancements you can bring?
- Do any grants or other funding opportunities look likely?

### **SUMMARY**

You should by now have the basic framework of a tender document. This list is not exhaustive and there may be other factors to consider pertinent to your own circumstances or indeed the farm for which you are considering tendering. We hope this is at least a starting point for Farmer Network members. Please remember you can call our office and speak to one of the team to further discuss any tender document you may be considering.

**Good luck, from the Farmer Network Team!**

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