

2020 Vision

REFLECT, RESHAPE, RESPOND



Lambert & Foster



ALAN MUMMERY MRICS FAAV
DIRECTOR OF
LAMBERT & FOSTER

January is often a time for reflection and when the die is cast on decisions for the year ahead for many of our farmer and landowner clients. From where I stand and with a few miles on the clock, having arrived at Lambert & Foster in 1986, I have seen many families agonise with decision making. Whether it be to bravely expand or diversify, or indeed, to decide to personally step back or contract. You are not alone if you find decision making difficult and in my experience for many this is the hardest part of the journey and it can be liberating to proceed to the practicalities of implementing the chosen pathway. That's where we can help.

I have seen most scenarios over the last 30 years and advising clients can range from untangling complicated and delicate family issues to a simple phone conversation when only a gentle nudge is needed to give someone the confidence to follow their instincts. During the last year we have been heavily involved in two of the largest sales of farms in the South East, acting for Executors at Lower Deans Farm at Harrietsham where the family had decided their time farming had reached the end of the road for their 528 acre enterprise. In different circumstances we advised a family selling a similar large block of commercial farmland and buildings in West Kent on an off-market basis as they sought to streamline their business. Both projects tested the full range of professional services Lambert & Foster and Bloomfields Chartered



LOWER DEANS FARM MACHINERY SALE

Town Planners offer. We successfully provided extensive valuation and tenancy advice, together with planning applications for buildings in West Kent, and at Harrietsham, a very successful farm dispersal auction was achieved in September - the full report of which can be seen on our website.

These days it is rare that an instruction passes through without some consideration of planning issues. For us, planning advice is not a small bolt on service but a very serious and significant part of our business undertaken by a well-resourced team of 10 planners and support staff working under the Bloomfields Chartered Town Planning banner. Many of our team have backgrounds in Local Authorities so bring with them considerable experience of navigating the complex planning processes. At any one time the Bloomfields team are dealing with 150 instructions across many Local Authorities in the South East. Working alongside our agency and valuation teams ensures joined-up thinking about potential planning outcomes with the aim of delivering a 'value added' service.

We have an experienced team of RICS



FROM THIS

COLLABORATIVE PLANNING, MARKETING & SALES AT FIVE OAK GREEN, KENT



TO THIS

ARTIST IMPRESSION

Registered Valuers who, whilst dealing with the traditional rural valuation and professional matters, are also assisting landowners with complex negotiations for development sites across Kent and Sussex. From small single unit and infill developments to very large schemes where thousands of houses will be delivered over the next 5-10 years. A successful negotiation to this type of work can deliver life changing results for clients.

Like you, we have to continually reshape our business and respond to client demands. This year will see us actively extend our planning services both east and west and we have exciting plans for our rural agency and valuation team to break new ground and enable more convenient points of contact for our expanding client base in Kent and Sussex - watch this space!



KATIE HURLEY
Director



JON BOOTH
Director



TIM DUNCAN
Director



NICK BRANDRETH
Director



GARY MICKELBOROUGH
Director



THOMAS OGDEN
Director

PLEASE CONTACT ALAN OR ONE OF THE TEAM IF YOU WOULD LIKE TO HAVE AN INITIAL DISCUSSION ABOUT YOUR FUTURE PLANS. WE WOULD BE PLEASED TO HEAR FROM YOU.

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IN ASSOCIATION WITH

