



Securing lending for landed estate refurbishment

Our client operates a mixed traditional Deeside landed estate business, comprising of farming, forestry, shooting and fishing interests as well as an old hotel building and a main estate house within the grounds. The client wished to refurbish the old hotel building into a bistro and luxury self-catering accommodation and create an events venue at the main estate house.

EQ Corporate Finance and EQ Agriculture were approached by the clients to prepare costings and projections for the new enterprises and prepare a proposal for the businesses' existing lenders.

The Transaction

EQ prepared the business proposal and presented it to Clydesdale Bank, the existing lenders, to request additional lending however, they did not want to support because of the enterprise type. We then approached another lender, Barclays, who specialised in and understands the landed estate sector and they were happy to support based upon the information contained in our business proposal. The choice of lender was key, as we understood that a different lender would be keen to get involved as their approach and specialism would allow the funding to be in place.

Once the lender was secured, the additional borrowings to invest in new enterprises allowed for work to be completed in the refurbishment of the old hotel building and also upgrading the main estate house into 5* self-catering accommodation alongside an events venue, suitable for weddings.

For more details on this transaction or to speak to someone about how we can assist you, please contact:

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