



Atkins Ferrie Wealth Management

ISSUE 6 | JUNE - AUGUST 2021 | £2 or FREE to AFWM Ltd clients

venture

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welcome



This issue of *Venture* marks our sixth edition. When we launched the magazine in early March last year, we set out to keep you informed on financial matters but, most importantly, to bring you a quarterly dose of ideas and inspiration to help you 'enjoy life more'. At the time, we could never have imagined how difficult it would become for any of us to try to abide by this simple imperative. Nevertheless, I hope that in spite of the restrictions the pandemic has placed on our lives, the magazine has inspired you to do something or go somewhere – if not now, then in the future – and that as life returns to normal you will be able to seek out more opportunities to enjoy life more.

This is your magazine, for your enjoyment, and we would love to know if there are any topics you would like us to feature. Earlier this year we surveyed a small cross-section of clients and were encouraged by the responses we had back. 98% of respondents said that they read the magazine in part each quarter, with nearly 50% reading it from cover to cover. When asked what they would like to see more of in future issues, the most common responses were: in-depth articles on local businesses, features on wildlife conservation and ethical issues, places to go, art, new innovations and investment opportunities. A letters page was even mooted. If you weren't part of the survey but have some feedback on the magazine or ideas you'd like to suggest - or maybe a letter you'd like us to publish - do send me an email and we'll do our best to oblige.

One thing I'm looking forward to reinstating in the next issue is our events pages. AFWM Ltd are passionate about investing time and resources in supporting community and charity events and as the events world begins to open up again I will be featuring many of them in more detail. In the meantime, there are a number of events set to take place over the next few months (all being well) that AFWM Ltd are pleased to be supporting. They include the Falmouth Classics (11-13 June), Grand Summer Fete at The Royal Cornwall Showground (3 July) and RHS Rosemoor Flower Show (13-15 August). At long last, there is much to look forward to this summer. We hope you will enjoy!

Kate Treleaven

EDITOR

kate@afwmventure.co.uk

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PLEASE RECYCLE

venture

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● Matthew Chambers *Blue Spiral*

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EXAM SUCCESS

CONGRATULATIONS TO Oliver Walker who passed his final Diploma in Financial Services (DipPFS) exam in March. Oliver has recently made the rare move out of Cornwall to advise in our new Sherborne office and is featured in this issue's Staff Spotlight over the page.

Our congratulations also go to Laura Burman who has successfully completed her QCF Level 3 Diploma in Business Administration. Laura is currently office manager in our Chudleigh branch and is looking to build on her skills to support our future growth.

BARNSTAPLE OFFICE NOW OPEN

WE HAVE OPENED our first fully-manned office in North Devon. For six years we have had a successful 'by appointment only' presence at Regency Estate Agents in Bideford, but with our significant sponsorship of RHS Rosemoor events and our influence in North Devon growing considerably, it was absolutely the time to provide permanent coverage.

Our new office is at St John's Garden Centre in Barnstaple. Normal working hours are Monday-Friday 9am-5pm and occasional weekends. We are delighted to

be sited at this very successful family business (which you can read more about on page 49) and it further cements our involvement in the gardening community.

Initially, we will have three staff sited here: Zoe Watkins as a Trainee Independent Financial Adviser who is soon to qualify, Sharon West as our first full-time Marketing and Events Coordinator and Anthea Bradshaw as Office Manager.

We expect to out-grow this office within the year and in addition to this site we hope to open a further office in North Devon in 2022.

SHERBORNE OFFICE NOW OPEN

IN MAY, we also opened a new office at 86, Cheap Street, Sherborne. Occupying a prime spot on Sherborne's tremendously busy main shopping street, this is a very exciting new location for us. We have already made various enquiries to support local charities and good causes, and these will be announced in due course. Later in this issue we visit Sherborne, and if you have never been I strongly recommend it as a great day out or long

weekend. Along with Independent Financial Adviser Oliver Walker, Sherborne will have two further new staff initially: Karen Watson, who arrives as Office Manager, and Tabitha Bland who joins as a Trainee Independent Financial Adviser. Also due to arrive in August is Arran Sawyer, who is currently completing his Economics degree and will be a further Trainee Independent Financial Adviser.

SUPPORTING THE NATIONAL TRUST

WE ARE PLEASED to announce that in addition to our long standing relationship with the National Trust on the English Riviera, we have agreed to support a comprehensive list of events and activities with the National Trust, South Somerset for 2021. It is hoped that this will develop into a new long-term supporting relationship.

AFWM Ltd's Managing Director John Waldie says: "As a former NT volunteer many years ago, I am always delighted to build further on our supporting relationship with the National Trust. Now that we are opening in Sherborne we can support this new area very closely and I look forward to working with the team in South Somerset who have been very welcoming."

Keri Phillips, General Manager of National Trust, South Somerset says: "The National Trust's South Somerset portfolio is very excited that Atkins Ferrie Wealth Management will kindly be supporting us in 2021. Together we will be building upon a strong relationship that AFWM Ltd has already developed with other National Trust places in the South West. As we move towards welcoming more visitors back this year, we are looking forward to having the AFWM Ltd team join us periodically throughout the year at Barrington Court, Lytes Cary Manor and Montacute House."

in the spotlight



Want to know what makes the AFWM Ltd team tick? Each issue we shine the spotlight on a different member of our talented team. Here we speak to Financial Adviser OLIVER WALKER.

What did you do before joining AFWM Ltd?

My life before AFWM Ltd was predominantly academia based. I moved to Cardiff in 2012 to study for a Bachelor's degree in Astronomy and Astrophysics, subjects I'd always found fascinating. I then embarked on a Master's in Astrophysics at the University of Barcelona, with a secondary goal being to get a tan (something that had largely evaded me in the UK). After an incredible time in Spain, I decided the PhD route wasn't for me and moved onto pastures new. I was given the opportunity to step into the finance world at AFWM Ltd in 2019 and I've never looked back.

Explain your role at AFWM Ltd

I have been providing technical support to one of our directors, James Sculthorp-Wright, who has been instrumental in my development here. Whether it's bespoke fund research, or drafting a client recommendation, there is always something to keep you on your toes. I've also been studying for my Diploma in Regulated Financial Planning, which I completed in March. That means I'm now qualified as a financial adviser, heading up our new office in Sherborne. Pop in and say hello if you're in the area!

What do you like most about your job?

I think it has to be seeing the positive financial impact that good work can make on a client, allowing them to improve their quality of life. The company is very encouraging when it comes to career progression as well, something that gives each day that added excitement.

Past achievements

When I moved to Barcelona, I arrived having never previously set foot in the country with only ten Spanish sentences under my belt. I survived though, and it's a wonderful city that I'm lucky to have been able to live and study in. Last year, I somehow summoned the courage to do a skydive on behalf of one of our sponsored charities, Merlin MS Centre. It was in equal parts incredible and terrifying!

Future ambitions

I'm very much looking forward to drawing on my academic and research experience to help me progress and become an accomplished adviser. From there it's a case of gaining a great

client base that can rely on me to help them accomplish their goals. Personally, I hope that enables me to one day visit each continent (Antarctica too!), as well as get a kitchen island. You know you've made it if you have one of those.

If you could do any other job for just one day, what would it be?

I think there's probably no greater thrill than playing a sport for your country. So I would probably choose Jimmy Anderson's job in opening the bowling in an Ashes test at a packed Lords, drinks flowing in the sunshine.

Hobbies and interests outside work

I'm a big sports fan, with a particular passion for cricket and football. I was born in Leicester so came to be a religious Leicester City fan, and my Dad and I have the rather turbulent commitment to following the club. I also love a good dog walk, so you'll often find me along one of the many coastal walks we're blessed with in the south west.

Top three favourite books

I recently read *The Economist Guide to Financial Markets* during my financial planning exams which was a great complement to understanding more about what makes the investment world tick. Going back to my university days, Stephen Hawking's *A Brief History of Time* provides a beautiful overview of the universe and the misbehaving objects which reside within it. I recommend it to anyone with or without a background in physics, it's truly mind-blowing stuff! Finally, I want to mention *Private Eye* – even though it's a magazine not a book. It is great for some satirical relief from current affairs, during what's undoubtedly been a trying year for us all.

What do you like best about where you live?

I love to visit my old local beach, Swanpool, just outside Falmouth. It's often very peaceful and boasts a terrific seafood restaurant, Hooked on the Rocks. Our St Agnes office benefits from being just minutes away from Trevaunance Cove – I love the staggering cliff edges there that North Cornwall is renowned for. Rain or shine, look no further than The Chainlocker in Falmouth for a perfect ale overlooking the harbour.

Favourite place to eat

There's a seemingly infinite amount of fantastic restaurants in the south west, and I'm a chef's dream in that I'll be happy with most things. The one that comes to mind straight away is Amanzi in Falmouth. A brilliant and welcoming South African restaurant, they comfortably make the best vertical meal I've ever had, the Espetada!

Best holiday

I'd say my two year stint in Barcelona if it wasn't for all the studying! I do try to visit every year though, as I love the city. Other standouts include Berlin, which boasts some great rooftop eateries, or Pula in Croatia with its Roman ruins dotted across picture-postcard beaches.

Best bit of advice you've ever been given

My mum provided me with a good analogy during a particularly busy work and study period, adapted from the novelist E.L. Doctorow. "Progress is like driving a car at night. You only see as far as your headlights, but you can make the whole trip that way. You don't have to see your destination or everything you will pass on the way, you just have to see a few feet ahead and you will make it." A good motto if one ever feels impatient.

What's on your bucket list?

A friend and I have long been threatening to take part in a rally across India that runs over the festive period – this year might be the year, so watch this space! Speaking of which, going into space has been on the list since I can remember, although that may be a tad out of reach! A third would be to attend a World Cup Finals tournament, be it football, cricket or rugby. The buzz of having all those nations together in one country, all vying for the same thing would be a phenomenal experience.

If your house was burning down, what is the one non-living thing you would save?

It would probably be my guitar, which I've had since my rock star aspirations at secondary school. It's been through a lot already without the potential of a fire!

What three famous people, living or dead, would you invite to a dinner party?

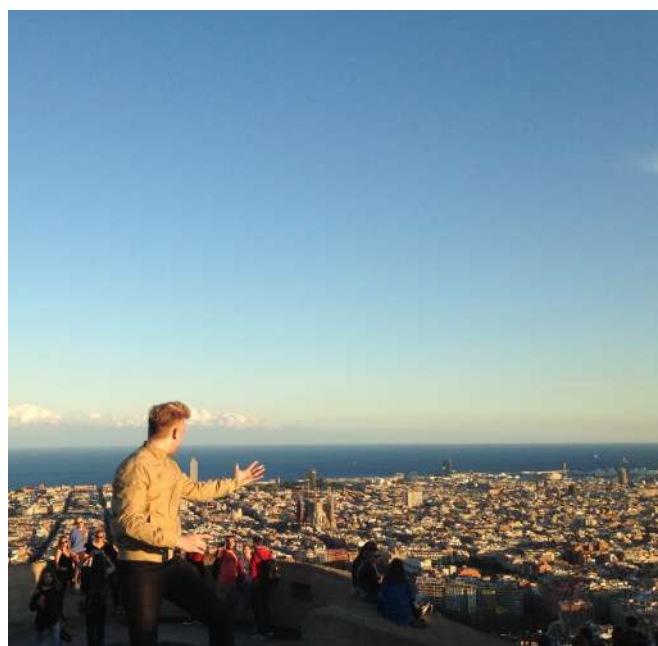
Isaac Newton, Helen Sharman (the first British woman to go to space) and Leicester City goalkeeper Kasper Schmeichel. All defy gravity in their own way and would have plenty of stories to tell.



● Trevaunance Cove, Cornwall



● Skydive for Merlin MS Centre



● In Barcelona

sherborne showcase

As the new AFWM Ltd office opens in Sherborne, we take a look at what this popular Dorset town has to offer visitors.

Situated in the northern part of West Dorset, the picture-perfect market town of Sherborne is famous for its historic buildings including the magnificent Abbey Church, picturesque Almshouse, renowned Sherborne Boys' School and not one but two castles. Aside from its beautiful architecture and fascinating history, Sherborne boasts an abundance of independent shops, a variety of markets and a wide choice of top notch cafés and restaurants. Indeed, this mellow-stoned Dorset gem has all the ingredients for a perfect break away at any time of year. Here are just a few of the highlights.



● Almshouse and Abbey CREDIT: VISIT DORSET



● Paddock Gardens

Where to stay

The Eastbury | Long Street

This recently refurbished, luxury Georgian townhouse hotel in the heart of Sherborne offers a variety of rooms and suites, all individually styled to reflect the character of the building. Families and friends can opt to stay in Eastbury Cottage, an adjoining 17th century stone cottage that accommodates up to six people in three double bedrooms (all ensuite) with a sitting room, fully equipped kitchen, private garden and hot tub. The cottage is self-catering but guests have full access to the hotel's facilities which include a 2 AA Rosette restaurant, bijou spa and beautiful gardens. Four-legged companions are welcome.

theeastburyhotel.co.uk



● The Spa



● Potting Shed suite

Where to eat



● Seasons at The Eastbury

Seasons at The Eastbury | Long Street

The Eastbury's 2 AA Rosette conservatory restaurant offers an intimate dining experience in a relaxed and informal setting. Open to hotel guests and non-residents for breakfast, lunch, traditional afternoon teas and dinner.

theeastburyhotel.co.uk

Bramble | 1 Abbey Road

Currently open Friday and Saturday evenings with a tasting menu of smaller plates, Bramble offers relaxed fine dining using seasonal produce, much of it foraged or grown by chef Mat Follas (BBC *MasterChef* winner 2009) and his team. Join Mat on one of his wild food foraging courses (March-September) or a gin and liqueur workshop.

bramblrestaurant.com | matfollas.com



● The Green

The Green | 3 The Green

Recently awarded a Bib Gourmand from the Michelin Guide, Russian-born chef Sasha Matkevich serves up a popular 'du jour' menu, an evening à la carte and 'zakuski' – small eastern European dishes designed for sharing with drinks.

greenrestaurant.co.uk



● The Cross Keys

The Newell | Greenhill

This classic and uncomplicated restaurant with rooms describes itself as 'French-ish' with a menu that reflects the seasons and strives to offer good food at reasonable prices.

newell.restaurant

The Cross Keys | 88 Cheap Street

Recently restored and refurbished, this historic coaching inn in the heart of town has a cosy bar, a casual restaurant serving locally sourced and seasonally inspired dishes and four luxury bedrooms.

thecrosskeyssherborne.com

Oliver's Coffee House | 19 Cheap Street

Occupying a unique art deco setting in an old butcher's shop, Oliver's is the perfect place to stop for coffee and a cake whilst perusing the newspapers. Indoor and outdoor seating available.

oliverscoffeehouse.co.uk



● Oliver's Coffee House

What to do

Guided walks

Join Blue Badge Tourist Guide Paul Birbeck for a fascinating 2-hour stroll around the town visiting all the main historical features as well as hidden secrets you won't find in the guidebooks. With quirky facts and humorous tales, Paul expertly brings 1300 years of history to life.

sherbornewalks.co.uk

Sherborne Abbey

The Abbey Church of St. Mary the Virgin has been a site of Christian worship since 705AD and its long history is reflected in a mix of architectural styles. Beyond the famed 15th century fan-vaulted roof – thought to be the earliest, and possibly finest, example in England – there is much to see and admire. Medieval misericords, glorious stained-glass and an engraved glass reredos by Lawrence Whistler are just some of the stand-outs. At time of writing, the Abbey is planning to re-open to visitors from 24 May (Mon-Sat, 11.00am-3.00pm). Check the pew sheet – published weekly on the Abbey's homepage – for up to date information on services, private prayer, guided tours and events.

sherborneabbey.com

Sherborne Old Castle

This impressive ruin of a 12th-century castle was a residence of the Bishop of Salisbury for half its history, and has been home to kings, earls, sheriffs and courtiers. In 1592, the castle was leased to Sir Walter Raleigh who, unable to modernise it, built a new house in the deer park. When the castle was reduced to ruins during the Civil War in 1645, the new house became known as 'Sherborne Castle'. Nowadays, visitors to the 'old' castle can walk the grounds and see evidence of its previous grandeur while enjoying beautiful views across the surrounding countryside. Advance booking is essential.

english-heritage.org.uk/visit/places/sherborne-old-castle

Sherborne Castle and Gardens

Built by Sir Walter Raleigh in 1594, and the stately home of the Digby family since 1617, this historic house reflects a glorious variety of decorative styles and holds nationally important collections of furniture, paintings and porcelain. The castle sits within 42 acres of beautiful gardens and pleasure grounds designed by Lancelot 'Capability' Brown. The gardens and tea room are open from 1 April-14 November while the castle remains closed until 25 June, in line with current Covid-19 restrictions.

sherbornecastle.com



● Sherborne Abbey Festival CREDIT: LEN COPLAND



● Sherborne Old Castle CREDIT: ENGLISH HERITAGE



● Sherborne Castle and Gardens CREDIT: PAUL DIBBEN

Shop til you drop

The main shopping area in Sherborne is centred on Cheap Street. But don't miss the many shops hidden away in Half Moon Street, Hound Street, Digby Road, Long Street and The Swan Yard. Seek out **The Circus Lifestyle Boutique** at number 33 Cheap Street for cashmere and linen, beautiful accessories, perfumes and gifts galore, then nip next door to **Piers Pisani** for handmade furniture and a large collection of fine antiques from the 18th and 19th centuries.

Collectors of antique works of art should beat a path to **The Swan Gallery** at number 51 Cheap Street or, for something more contemporary, visit **The Jerram Gallery** on Half Moon Street. Book lovers will want to check out **Winstone's** at the top of Cheap Street, a four times winner of the British Book Awards South West Bookseller of the Year. For anything antiquarian, out of print or used, head to **Chapter House Books** which you'll find tucked away behind the Almshouse on Trendle Street. Don't leave town without a visit to **Vineyards** on Digby Road, an extraordinary indie wine shop, which also distils their own award-winning gin.

There are several regular markets that take place in the town including the **Dorset Farmers' Market** held on the 3rd Friday of every month on Cheap Street (9.00am-1.00pm) and the **Pannier Market**, which takes place every Thursday and Saturday on the Parade at the bottom of Cheap Street (9.00am-5.00pm). **The Sherborne Market** is an artisan market that runs from April to November on the 3rd Sunday of every month (10.00am-3.00pm). It features more than 130 hand-picked local traders and runs from Cheap Street down into Pageant gardens where there is hot food and entertainment including music under the iconic bandstand. A weekly **Country Market**, a monthly Book Fair and the monthly **Sherborne Vintage Market** are held indoors at the Church Hall on Digby Road close to the Abbey.



● The Circus



● Piers Pisani



● Dorset Farmers' Market

Also nearby

Fleet Air Arm Museum

Europe's largest naval aviation collection.
fleetairarm.com

Haynes International Motor Museum

The UK's biggest collection of cars and motorbikes.
haynesmotormuseum.com

Minterne Gardens

Famous for its rare trees, rhododendrons and azaleas.
minterne.co.uk



National Trust Montacute House

Grand Elizabethan mansion and garden.
nationaltrust.org.uk/montacute-house



Gillingham & Shaftesbury Show 18 & 19 August 2021

A celebration of everything great about the Great British Countryside. This year's socially distanced event sees the new addition of a Food & Drink Area sponsored by Atkins Ferrie Wealth Management which will feature delicious local foods to try, buy and cook at home alongside hot foods to eat onsite. Tickets to the Show are limited and only available in advance at:
gillinghamandshaftesburyshow.co.uk



National Trust Lytes Cary Manor

Picturesque manor house with Arts and Crafts-style garden.
nationaltrust.org.uk/lytes-cary-manor



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MOTORHOMES



look forward to the
journey...

We round off our series on buying the perfect motorhome with a quick recap from the team at *MMM* and *What Motorhome* magazines.

It's hardly surprising that campervans and motorhomes have become even more popular in these tumultuous times. What could be better than a staycation holiday in your very own home from home, with everything from a hot shower to a bacon sandwich (prepared exactly as you like it) just a few moments away?

There's a huge choice of leisure vehicles out there, from VW campervans no bigger than an estate car that will work perfectly as a daily driver, to huge bus-sized A-classes with true five-star accommodation. What they all have in common is the promise of a new lifestyle, an alternative way to travel, that's more environmentally friendly than a typical package holiday and offers far more freedom.

Motorhomes can be a great investment, providing as many holidays as you want or have time for, while retaining a good resale value. Over a normal ownership period, a motorhome can cost a lot less than you think. Brand-new

campervans start at under £40,000 and the residual values of the best-known brands put almost any car to shame.

Of course, it's vital to choose the right camper or motorhome to begin with and specialist publications such as *Buying Your First Motorhome* or *What Motorhome* can help enormously with this. A visit to one of the many outdoor motorhome shows will give you an opportunity to compare lots of different makes and models in one place and is highly recommended.

It's a good idea to hire a motorhome for a week before you purchase your own to try out the living and driving experience first-hand. It could stop you choosing the wrong layout for your needs or a motorhome that's too large or small to suit. You'll even find companies that offer try-before-you-buy schemes with hire fees refunded when you go on to buy a vehicle from them.

There's so much to think about if the whole subject is new to you, but if you find a vehicle that you're comfortable driving

MOTORHOMES



● A pop-top roof can be invaluable for families, giving extra sleeping space up top



● Fixed bed models like this Malibu have a large storage area under the bed



● Small campervans such as this Ford Nugget can easily replace a family car

and sleeping in then you're at least partway there. One of the biggest decisions to make will be whether to go for a layout with or without a fixed bed. You might consider a drop-down bed as a good compromise between the two.

Think too about where you're going to go, how much cooking you'll do on board, whether you'll be touring all year round, and what storage you need (especially for bulky stuff like bikes and outdoor chairs). Decide whether you'll be taking friends or grandchildren with you on your travels, increasing the number of berths and seatbelts you'll need.

Don't forget that you may require a C1 category driving licence if you're looking at larger motorhomes and it's important to have sufficient payload for all the people and gear you'll be carrying, so that your motorhome doesn't become illegally overweight.

If you're buying a pre-owned vehicle, always check that it isn't suffering from any water ingress issues and look into the length and comprehensiveness of the warranty supplied. Don't rush in and don't be tempted by that 'only today' deal that's being waved in front of you. It's much better to wait for the right 'van and you'll only be able to assess whether it's the one for you once you've done lots of research and asked plenty of questions. Talk to friends and family who have already taken the plunge and bought a 'van, they should give you an honest verdict of their own model.

You'll find reams more buying advice every month in *MMM*, the UK's most popular motorhome magazine, as well as plenty of UK and overseas travel inspiration to guide your adventures once you finally take delivery of your chosen 'van.

Lastly, before you head out on the highway it is well worth joining either the Camping and Caravanning Club or the Caravan and Motorhome Club. Both have extensive networks of campsites around the UK, some only open to their members, while other membership benefits include savings on pitch fees, insurance deals and exclusive access to practical support and technical advice. **V**

For more information and advice on all aspects of motorhoming, visit **outandaboutlive.co.uk**

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motorhome.ma/yfm21print

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CREDIT: DEVON WILDLIFE TRUST

There are around 120 species of snail in the UK. **Devon Wildlife Trust's STEVE HUSSEY** takes a slow and steady look at one familiar kind: the garden snail.

Garden snails need to stay moist to survive – it's why they are most active in the darkness of our summer nights when the sun fades, the temperature falls and the dew appears. During drought periods and when they hibernate over winter, snails will retreat inside their shells and tuck themselves away from the sun's rays and out of the plain view of predators. Amongst ivy, underneath rotting logs and inside outbuildings are all favourite hiding places.

Garden snails have two pairs of stalks at their head ends. They can retract both if they sense threat. The longer upper stalks possess eyes at their tips (look for a tiny dark spot). Snail's eyes allow them to sense dark and light, plus shapes, but not colour or much detail. The lower pair of stalks are organs which let the snail smell and taste their surroundings. These senses are well-developed and help the snail to detect food, as well as its own trail and those of other snails.

Snail trails

The silvery lines we find on plants and other surfaces are the trails of snails (or slugs). They are formed from mucus and act as a lubricant, reducing friction helping snails to travel. The mucus also offers enough adhesion to allow snails to climb vertical and even overhanging structures without falling off.

The holes in the leaves of our garden plants are often caused by snails. They, like slugs, possess a 'radula' – a slender tongue-like structure which is coated in tiny teeth known as denticles. The snail uses its radula like a file, scraping off tiny pieces of plant which it can then digest.

Mating options

Most snails are hermaphrodites and have both female and male reproductive organs, so can produce both eggs and sperm. This means that snails can self-fertilise and don't require a mate (although mating with a partner does also occur). Snail's eggs are laid just under the surface of moist soil. A garden snail will lay around 200 eggs.

High numbers of slugs and snails is a sign of a healthy garden. They provide a good source of food to animals including hedgehogs, slow worms, mice, voles and songbirds. Using slug pellets means introducing a poison onto your patch that can cause wide-ranging harm. Scavenging wildlife (and pets) will end up consuming a potentially harmful dose if they eat slugs and snails killed in this way. **V**

devonwildlifetrust.org



CREDIT: DEVON WILDLIFE TRUST

box of *delights*



Restaurant meal kits are here to stay. KATE TRELEAVEN tries out a **Stein's at Home** menu box.

It's not every day you wake up to a text message from Rick Stein. "Your driver Byron will deliver your parcel today between 16:20-17:20," it read. OK, so it clearly hadn't been sent by the big man himself. But it was, nonetheless, by far the most exciting message to grace my screen for quite a few weeks, because it meant that, for once, someone else was taking care of dinner.

Stein's at Home launched in June 2020 as a way to bring Rick's classic dishes to customers around the country stuck at home during the pandemic. The way it works is simple: just go online, pick your preferred menu and a box containing all the ingredients you need to serve a three-course meal for two at home will be delivered to your door on a date of your choosing. The best bit is that all the preparation is done for you by Rick's chefs in Padstow – only a minimal amount of cooking and finishing is required.

"We weren't sure what to expect when we first launched," admits Jack Stein, chef director across all Rick Stein restaurants. "We thought we might sell fifty or so boxes each week, but we've been overwhelmed by the response."

One year on and thousands of Stein's at Home boxes are leaving the restaurant every week destined for delivery

all over the country. "We see Stein's at Home as our nationwide restaurant," explains Jack who plans to continue building this side of the business well beyond COVID-19.

"Even with restaurants reopening, we think there are lots of opportunities for finish-at-home dining to continue to grow and become a normal part of restaurants' business models."

Stein's at Home currently offers a core range of seven different three-course menu boxes with lobster and hake proving to be most popular. Which brings me back to my own chosen box, the hake (pictured above), which arrived on time with its contents beautifully packed and in perfect condition. An instruction card is included in every box but you also have the option to go online and watch a quick demo by Jack Stein. The video certainly added some extra novelty, even if it did evoke some kitchen envy on my part.

The first course – Rick's smoked mackerel pâté with sourdough bread and mixed salad leaves – involved just a little light toasting of bread and some tossing of leaves. Deliciously smooth, this was easily the best mackerel pâté I've tasted. Happily, there was plenty left over for lunch the next day.

Next came grilled hake piperade with serrano ham, minted potatoes and a lemon and pimenton thinned

mayonnaise. As instructed, we boiled the potatoes in their bag while grilling the hake and, for the briefest of minutes, the tiny shards of serrano ham. Then all that remained was to warm the piperade and mayo, and ta-da! We were ready to plate. This dish was another triumph – the fish so perfectly firm and succulent I had difficulty believing it had come from under my own grill. The smoky piperade and creamy mayo punctuated by the crisp salty crumbs of serrano were the perfect companions.

The portions are generous and by this stage I had eaten more than enough. But I was never one to refuse a sticky toffee pudding, especially when it comes with an overgenerous complement of Cornish clotted cream. A quick blitz in the microwave was all that was needed, although it could just as easily have been reheated in an oven. The pudding turned out to be unexpectedly light with a sauce that was sweet but not cloying. I chased every last crumb around my plate.

Priced at £45 for two (plus £7.95 delivery) the hake box is exceptionally good value for money. For an extra £11 you can include a bottle of Sauvignon Blanc La Place in your box, as recommended by Charlie Stein, that would usually set you back £26 if dining in at The Seafood Restaurant in Padstow. Factor in that you've not had to pay for a taxi home, or in my case a babysitter, and you can see why there continues to be demand for this type of 'at home' dining experience, even now that restaurants are open for business once again. I have definitely been won over and the only uncertainty is, what menu will I go for next? 🍷



● Jack Stein



● Hake menu - hake piperade

Four more restaurant kits for you to try:

La Petite Bouchée | Witheridge

The multi-award winning brasserie in North Devon launched RESTAURANT TOGO in May last year with a weekly changing menu and Devon-wide delivery every Friday.

lapetitebouchéebrasserie.co.uk/restaurant-togo

Star & Garter | Falmouth

Enjoy a top notch finish-at-home Sunday roast box with all the trimmings (plus dessert) that takes just 30 minutes from box to plate. Nationwide delivery.

starandgarterfalmouth.co.uk/athomeshop

Rockfish | Dartmouth

Mitch Tonks and his team are offering seasonal seafood boxes designed for two people to enjoy a delicious three-course dinner and a light lunch in future. Nationwide delivery.

therockfish.co.uk/collections/rockfish-delivered

Finish & Feast

An online market place for restaurant meal kits which specialises in the fine dining sector. Highlights include menus by Michelin-starred chef Tom Aikens and *Great British Menu's* Ruth Hansom. Nationwide delivery.

finishandfeast.com



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CREDIT: NICK HOOK

HARRY WILD explores why charcoal is the fuel of choice for the discerning outdoor chef.

There is a revolution of smoke and fire going on in the backyards of Britain and we largely have lockdown to thank for it. When told to stay at home, the nation took to renovating their patios, gardens, balconies and decks, investing in outdoor ovens and grills as well as garden aesthetics.

The UK BBQ and outdoor heating sector grew by 22% in 2020. Sales of charcoal barbecues dominated, up 96% on the previous year. So why are more people now shunning the convenience of gas in favour of cooking with charcoal?

For starters, cooking with charcoal gives food more flavour, and there's a scientific reason for this. Gas delivers basic flavour compounds as it cooks the food, whereas charcoal also imparts a smoky deliciousness through aroma compounds too. These aroma compounds add an extra complexity that you just don't get with gas.

Adding some wood to the charcoal mix changes the flavour profile entirely, imparting even deeper smoky notes into the food. This is where cooking becomes really fun, allowing you to play around with different types of smoky flavours. Fancy something mild and sweet? Go for maple. Or for strong and tangy, gorse is ideal.

Charcoal also burns hotter than gas and gives you the versatility to flash-sear quickly on scorching temperatures, or slow-cook large cuts for hours. You can cook directly on the hot coals, or bury food in the cooling embers.

One of the best ways of harnessing the power of charcoal is cooking in a kamado. The kamado (it means clay oven) concept was designed in Japan thousands of years ago and has evolved over centuries. This ancient model is becoming increasingly popular in this country, with brands such as Kamado Joe leading the way with a range of technology to modernise this sector.

BBQ fanatic, Ben Forte, explains: "A kamado is basically a dome-shaped barbecue that has an interior ceramic shell. This creates outstanding insulation and efficiency. The insulation also means that kamados have the ability to hold very high and, conversely, very low temperatures, making them perfect for grilling, roasting, slow-cooking and hot-smoking."

Well-insulated ceramic barbecues run far more efficiently than stainless-steel grills, so you don't need so much charcoal. A couple of handfuls could see through a slow ten-hour cook and may even be used again next time.

Once you've got a kamado grill, you can buy a range of gadgets to take your outdoor cooking to the next level. Since lockdown, sales of barbecue accessories are up 61%. You can easily add a pizza oven attachment for crispy based pizzas in your garden, or a rotisserie for evenly cooking whole chickens.

Barbecuing isn't just about cooking food. It provides a centrepiece, it's multi-sensory, communal and draws people together. Mastering fire to feed our loved ones is a primitive thrill and, with the right equipment, the possibilities are endless. **V**



CREDIT: NICK HOOK

● A Kamado Joe lets you cook pizza with a special accessory

Ben Forte's top tips for barbecuing

- **Set up cooking zones.** Having a hot zone and an indirect zone is key to being able to achieve great results, don't just have a roaring hot grill!
- **The lid isn't just there to keep out the rain.** In the barbecue world we say: 'If you're looking, you're not cooking'. Closing the lid will keep the fire under control and help cook your food through, like in an oven.
- **A barbecue tip for vegetarians?** One of my favourite vegetables to cook is butternut squash direct in the coals, put the whole thing in the fire and cook for around an hour, the skin will burn but it protects the flesh inside and gives it an amazing smoky earthy flavour.
- **You really should have a food thermometer.** It gives you the confidence to know the food you are serving is cooked to perfection.
- **Use good quality charcoal.** Big Block (Restaurant Grade) is what you need. Big blocks burn hotter, give better air flow and last longer.
- **Lastly, cook low and slow.** Cooking at lower temperatures for a longer time gives you amazing smoky flavour and helps keep your food from drying out. The biggest mistake is often getting the barbecue too hot. As soon as things get too hot it's hard to cool them down and food will burn on the outside and not be cooked in the middle.



CREDIT: KAMADO JOE

Reverse Seared Steak with Chimichurri Sauce and Smashed Potatoes

Ingredients

- 1-inch steak (rib-eye) - big enough to share
- Parboiled potatoes
- Butter or duck fat

Sauce

- 1 bunch fresh parsley
- ½ bunch fresh oregano
- 2 cloves garlic
- 1 shallot
- 1 red chilli
- 4 tbsp red wine vinegar
- 2 tbsp lemon juice
- 6 tbsp olive oil

1. Add all the sauce ingredients to a food processor or chop by hand and mix in a bowl.
2. Set up your BBQ for indirect cooking.
3. Stabilise your BBQ at 120-135°C and put the steak on the grill. Hold on tight (or just relax) until the meat has an internal temperature of 50°C.
4. Remove the meat from the grill and allow it to rest.
5. Reconfigure the BBQ for direct cooking.
6. Position a flat griddle plate on the BBQ for your potatoes and bring the temperature up to around 260°C.
7. Add your parboiled potatoes with some butter or goose fat and a little seasoning and smash (squash) them.
8. Finally, sear your steak over this high temperature for around 1 minute each side to create the perfect bark.
9. Serve with a drizzle of the chimichurri sauce.



CREDIT: NICK HOOK



As more and more swimmers ditch the swimming pool to discover the joys of outdoor swimming, KATE TRELEAVEN chats to the authors of a new Cornish swim guide.

What do you get if you cross the age-old practice of swimming outdoors with a healthy appetite for adventure? No, not skinny dipping, although depending on your proclivities there's certainly scope for some overlap. I'm talking about wild swimming, a term coined some twenty-odd years ago by the late Roger Deakin when he set out to swim his way through Britain.

Turning his back on the chlorinated confines of modern-day swimming pools, Deakin's cross-country journey took him via every conceivable type of waterway – from rivers and lakes to moats and aqueducts. He chronicled his joyful adventures in *Waterlog*, the best-selling book which has inspired thousands to follow in his footsteps (or breast strokes), abandoning indoor pools in favour of more natural swimming experiences.

In recent years, the growing popularity of wild swimming has turned it from a cult pastime into something of a national obsession. Everyone, it seems, is at it. Or are they?

"Most people who swim in the sea will go 10 metres off the shore, have a splash about and come back. But for me wild swimming is more than that," says Matt Newbury, co-author of a new book that encourages would-be wild swimmers to venture further off the beaten track. "It's about going around the corner, exploring what's there and being a bit more adventurous."

Wild Swimming Walks Cornwall by Matt Newbury and Sophie Pierce features 28 walks around the county's coasts, estuaries, rivers and moors, each one leading to a variety of sensational swim spots just waiting to be explored. Dive in to discover sea caves, tunnels and secret coves, blue grottoes, moorland pools and more.

"When you're in the water you can explore so much more freely, you're released from all convention," explains Sophie. "As an adult I've wanted to recapture that childhood delight in discovering the world. Swimming is just a lovely way of doing that. You experience a place in a completely different way."

The duo recall a particular swim at Mullion Cove last summer when researching the book: "We swam out of the harbour around the wall and discovered an extraordinary tunnel that led from the harbour out to sea," remembers Sophie. "We'd never have found it if we'd just stayed on dry land."

It's this freedom to explore combined with the freedom that comes from being able to defy gravity that goes some way to explaining the 'natural high' wild swimmers experience believes Sophie. "When you're swimming you become weightless, so it's a very physically transformative experience and I think that makes you feel good. We live very sedentary earthbound lives but when you're floating in water under an open sky you escape into another dimension. It's hard to define – you just get a buzz from it and it's like an injection of joy."

Wild swimming is also scientifically proven to be good for you. Not only is it great for your heart and circulation, it can be good for your libido and aid weight loss. "It is also immensely beneficial for your mental health," says Matt. "It can help reduce stress, anxiety and depression. Being able to get in the water and switch off from the world has been a lifesaver for many people, especially during lockdown."

There is also a social side, thanks to the strong sense of community that exists among wild swimmers. Social media is awash with wild swimming groups and if you're looking to join in an adventure they are a great way to hook up with other like-minded people. While researching their latest book, Matt



● Nanjizal CREDIT: ALEX MURDIN

“

As an adult I've wanted to recapture that childhood delight in discovering the world. Swimming is just a lovely way of doing that. You experience a place in a completely different way.”

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It is also immensely beneficial for your mental health. It can help reduce stress, anxiety and depression. Being able to get in the water and switch off from the world has been a lifesaver for many people, especially during lockdown.



● Glynn Valley Quarry lake, Cardinham Moor CREDIT: SOPHIE PEARCE



● St Nectan's Glen CREDIT: AARON KITTS

and Sophie set up their own Facebook group inviting people to suggest their favourite Cornish swim spots or join the duo on their research expeditions. Over 1200 people joined the group. "People were so helpful and we've made lots of new friends," says Sophie. "You do meet some absolutely lovely people," agrees Matt. "Wild swimming seems to attract some really laid back, artistic, interesting, quirky people and that's one of the complete joys." The pair have recently set up another Facebook group to help with the research for their next book. Just search 'Wild Swimming Walks Dorset and East Devon' if you'd like to get involved.

Flicking through the pages of their book, I find myself utterly seduced by photos of indigo pools and azure seas, but am concerned that almost every swimmer pictured is sporting nothing more than a standard swimming costume or shorts. Does wearing a wetsuit make one any less of a wild swimmer, I wonder? Not a bit of it, Matt reassures me. "Cold water is not for everybody. You must wear whatever you feel most comfortable in. If that's a wetsuit with gloves and boots, then do it."

While many wild swimmers – Matt and Sophie included – swim outdoors all year round, they advise anyone looking to get started to wait until late summer or early autumn to take the plunge. "The autumn is a fantastic time for sea swimming," says Sophie. "When the air temperature starts to dip, the sea retains its heat for quite a long time and so September and October can be some of the warmest months to swim."

Whatever time of year you decide to dive in, *Wild Swimming Walks Cornwall* will help guide you to some of the county's most interesting and isolated swim spots. Combining stunning photography and engaging stories with detailed directions and practical advice, the book contains all the information and inspiration you could ever need. So, pack a towel, take a friend and go explore! ▼



● Vault Beach near Gorran Haven CREDIT: SOPHIE PEARCE



● Roundwood Quay, near Trelissick CREDIT: MATT NEWBURY



● Mermaid Pool, Porth Nanven CREDIT: AARON KITTS

Wild swimming safety

Follow Matt and Sophie's top ten tips for a safe swim:

1. If it is your first outdoor swim of the season, be careful to enter the water slowly and acclimatise. Stay close to the shore until you are comfortable.
2. Don't enter the water without first establishing an exit point, especially in fast flowing water.
3. Never jump or dive into water without first checking the depth and whether there are any obstructions.
4. Swim in a group wherever possible or, if swimming alone, let people know your movements and take special care.
5. Take extra care following heavy rainfall when rivers might be in spate and flowing much faster than normal.
6. If swimming in the sea, always check the tide before you set out. It is generally safer to swim on a slack tide one hour either side of high or low tide when there is little or no current.
7. Beware of tidal currents, especially near estuary mouths and around headlands, at mid-tide and on fortnightly spring tides, when flows are strongest.
8. Watch out in high surf; rip currents can form which take you out to sea, to behind the breaking waves. Swim perpendicular to the pull, not against it, to escape, then body surf back in.
9. If you want calm water, check the wind direction before setting out. The prevailing winds in Cornwall are south-westerly, and if this is the case, then choose a swim spot that faces east. Conversely, if the winds are easterly, then it's a good idea to pick a west- or south-west-facing beach.
10. If you are concerned about water quality, cover cuts and open wounds with plasters.



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ART COLLECTING



For more than half a century, the **New Craftsman Gallery** in St Ives has played host to the very best modern and contemporary art, making it one of the UK's top destinations for discerning collectors. MERCEDES SMITH talks to its owner, Ylenia Haase.

The New Craftsman Gallery sits quietly at the centre of St Ives, a town known for its myriad art galleries. Yet the influence of this particular gallery has been immeasurable and crucial to the development of British art. Over its sixty-year history the New Craftsman has supported the careers of some of the world's most important artists, from naïve painter Alfred Wallis, to luminaries of St Ives art such as Barbara Hepworth, Sandra Blow, Roger Hilton, Bryan Winter, Patrick Heron, Breon O'Casey and Sir Terry Frost.

The gallery was founded by potter Janet Leach in the 1960s and its particular specialism in ceramics has seen it exhibit the work of internationally celebrated potters Bernard Leach, Shoji Hamada, Hans Coper, Dame Lucie Rie and Emmanuel Cooper, as well as world class contemporary ceramicists Rupert Spira, Tanya Gomez, Akiko Hirai, Jack Doherty, Jin Eiu Kim, Matthew Chambers and Jerwood Prize winner Adam Buick.

"During the early years, the gallery focused primarily on ceramics and interior design objects," says current owner and director, Ylenia Haase. "It was incredibly innovative, all Danish furniture and hand-woven textiles in a space dotted with Lucie Rie pots and Barbara Hepworth sculptures. They were showing Charles Eames chairs and, long before Habitat was founded, Jasper Conran was making furniture for the New Craftsman."

In the 1970s, the gallery started to deal in paintings, showing artists like Peter Lanyon and Wilhelmina Barns-Graham, who are now recognized as some of this country's most important 20th century artists. "With all that in mind, we now show the very best work by 20th century St Ives artists alongside the UK's most inspiring contemporary painters and craftspeople," explains Ylenia. "Maintaining the unique heritage of this place and supporting new talent is always our focus."

Accordingly, each of the eight annual shows at New Craftsman pairs an exceptional painter with an exceptional ceramicist, giving collectors the best of both at every

exhibition. "The emphasis at New Craftsman was always on craft, always great pots against a backdrop of great paintings," says Ylenia. "It's my vision to maintain and enhance that, to present a mix of work that feels carefully curated."

A perfectly presented show is what New Craftsman is known for, not just in the beauty of its white walled, slate floored exhibition space, but in the skillful selection and display of artworks, in particular its world-class offering of studio ceramics.

"Many people collect paintings, but those with a passion for contemporary craft are amongst our most dedicated collectors," says Ylenia. "The history, the commitment, the skill and the innovation behind ceramics in particular is hugely inspiring, and we pride ourselves on introducing collectors to really special new talent. The work we show here by Matthew Chambers, for example, is extraordinary, as anyone who has seen his work will know, and for the last three years we have shown the work of Jin Eui Kim, who is effectively bringing Op Art [a style of visual art that uses optical illusions] into ceramics."

The gallery exhibits works by international makers such as Japan's Akiko Hirai and Sweden's Maria Kristofersson alongside ceramics by award-winning British artists like Patricia Shone. "All these artists have had a real influence on ceramics over the last decade, and that's why we select them for exhibition here at the gallery," explains Ylenia.

The gallery's recent focus on exhibiting applied arts reflects a universal resurgence of interest in the handmade and has introduced a wealth of new makers to St Ives. "With all types of craft, I want to see a high level of skill in the execution of the work and an interesting use of materials," says Ylenia of her recent decision to exhibit works such as found-object constructions by silversmith Stuart Cairns, turned wooden vessels by Adrian Mitchell, sculptural baskets by Annemarie O'Sullivan, and work by studio collective Forest and Found, who were recently selected for the Jerwood Makers Open Bursary prize. "All these artists are absolutely exceptional, and it's our aim at New Craftsman to introduce our collectors to great new talents like these." ▼

New Craftsman Gallery, 24 Fore St, St Ives, TR26 1HE.

Visit newcraftsmanstives.com for information on current and forthcoming shows.



● Ylenia Haase with Judy Buxton paintings



● Jack Doherty Row of conical vessels



● Guy Royle Bird Brooch



● Stuart Cairns Blackthorn Pouring Vessel



● Jin Eui Kim Cylindrical Forms

the stuff of dreams



Lorraine Osborne's bold pieces of furniture are wowing the art world,
and now the universe has sent her a book...

Words by JANE FITZGERALD. Images by LORRAINE OSBORNE

Artist, upholster, storyteller? Lorraine Osborne defies such boxes. Her bold, often playful pieces of furniture bridge the divide between art and upholstery, their fabrics ranging in subject from the highly personal to the purely formal. "All that I do really is tell stories on furniture," Lorraine says simply.

But it's rather more than that. As well as building, adapting and upholstering her furniture, Lorraine designs fabric specifically for each individual piece. Her designs go to Glasgow School of Art where they are digitally printed on a pigment printer which leaves a very light environmental footprint as no grey water is created in the process.

Re-using and repurposing materials is an important aspect of Lorraine's work and although she will occasionally build a chair from scratch, she mainly uses ones languishing in last chance saloons such as skips, recycling centres or on Gumtree. "They aren't at the collectable end of furniture and they don't deserve to be reupholstered in horsehair and

scrim, which is too labour intensive," she says. "They just deserve a second chance"

The chairs are re-upholstered very quickly using Lorraine's own techniques which involves taking a good strong frame and re-imagining it using layers of (usually reclaimed) foam to build the shape. Then a calico cover becomes a template. Working with what is eventually a story on a chair takes a lot of very careful work.

Lorraine first learned her trade at the London College of Furniture in the mid-eighties. "It was a huge building in Southampton Row where all the trades allied to woodwork were taught," she recalls. "It was a cracking course, but by the time I finished it was winding down. Trades and apprenticeships just weren't sexy any more. There's nothing like it now."

Over the years, Lorraine successfully combined the upholstery business with raising two children from her South Hams home, followed by 10 years of teaching classes. "It was



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All that I do really is tell stories on furniture.



• Screen Goddesses

immensely gratifying. I learned so much, but when you had 40 students and 40 pieces of furniture and all the materials had to be ordered to be there on a particular day, and there was the business side to juggle as well...it was exhausting," Lorraine admits. "I had a good look at my life and I eliminated everything that brought me a slightly weighty feeling, so the teaching stopped. In the chunk of time I had left to work I was going to make sure I didn't leave anything undone creatively and that's what I am doing now."

Test Card Chair – a reupholstered classic Parker Knoll armchair – is a tribute to Lorraine's father who was a TV repairman. It is covered with linen printed with the stark geometry and block colours of the BBC test card. The test card on broken TVs in her father's workshop was part of the visual landscape of Lorraine's childhood. "Back then tellies with valves went wrong all the time, so I remember my dad being constantly on call," she remembers. "Families would sit around the blank screen and watch him miraculously restore life to the silent black box. Pre-computer and iPhone, televisions were the only magic boxes we had, and my dad was a magician."

Lorraine follows a rule of thumb that if a project isn't making her heart sing, then it isn't going to make anybody else's heart sing. Her advice is to stop doing it and have a rethink since it simply isn't worthwhile continuing and it's a waste of energy and resources.

"You get to a certain age when it is unlikely you will experience ecstasy, but I can think of two instances," Lorraine tells me. "First, unwrapping my fabric when it arrives from the printers. My heart's in my mouth because it could go either way, but my God it's fantastic when it works; and second, finishing a running race."

For someone who spends so many hours designing and making objects to be sunk into, sat upon, curled up in or perched upon, when not in the workshop Lorraine can be found cross-country running – on Dartmoor, through woods, along the coast path, up and down Welsh mountains in driving rain, competing in marathons, or covering ridiculous distances on foot along the Appalachian Trail in the USA, where a surprise encounter with black bears found form in (what else?) a furry egg-shaped chair called **The Black Bear**.

Reflecting not only her love of running but also her interest in women's often overlooked place in history, Lorraine tells the stories of six pioneering women runners on the three-part hinged screen **Screen Goddesses**. "Thanks to women like them I have had the opportunity to take part in many competitive races all over the world," says Lorraine. "The days I run without any issues are as good as any drug. I think they call that state homeostasis – when your body has found its balance. Complete equilibrium. I don't think about age, just how I feel, and I feel fitter than ever." Her plan is to live to 120 – a distinct possibility, for she barely drinks, doesn't smoke and follows a vegetarian diet, details of which are written all over the very buoyant **Drawing Blood** chair – where else?

Lockdown has been an opportunity for Lorraine to transfer her storytelling skills from upholstery to the page. The result is **The Stuff** – a new book detailing how she brings her projects to life. "I had been trying to work out how to make more of a narrative about my work when the universe sent me a book!" Lorraine explains. "I thought this has



● Test Card Chair

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In the chunk of time I had left to work I was going to make sure I didn't leave anything undone creatively.



● Little Dickie Bird, a Victorian conversation sofa



● Drawing Blood



● Do The Math

been sent as a solution. In years to come, when my great grandchildren ask, 'what did you do as a job, Granny?' I can show them my book. It's so neat. It has added ten years to my life. Because happiness does make you live longer."

Projects featured in *The Stuff* demonstrate the quality of both her crafts(wo)manship and her imagination. For example, **Lovely Ovaries** – a reupholstered second-hand chair. "Someone I love very much invited me to sit in on their scan. As the technician was watching the monitor he said, sotto voce and almost to himself, 'Lovely ovaries...'" recalls Lorraine. "I later discovered the illustrated cross-section of an ovary contains a garden of wonderful things that look like flowers and ribbons, Jammie Dodgers, fried eggs and shiny strings of beads. I decided to present an ovary as a luscious bountiful fruit, a tea table full of delights."

Do the Math started life as a reproduction Queen Anne chair. It was realised with help from Lorraine's nephew Roy, who produced a mathematical argument demonstrating that women were more often right than men. "I needed to find a slightly ridiculous looking chair to put this message on, to keep it odd and quirky. First the Queen Anne legs had to go, so I chopped them off and screwed in straight legs. I then chopped the scrolls off the arms with a saw and ended up with a very contemporary shape. After a lot of dodging and weaving I turned it into something else, but the Queen Anne chair is still in there."

This woman is on a roll, a hard-earned one, and is producing works of wonder that sell almost as soon as they hit the Totnes gallery that shows and sells her furniture.

"Once a piece is finished and it goes onto a white plinth with a very expensive tag on it, that's the moment when a magic spell is cast over it," says Lorraine. "The bit I like about selling my furniture in a gallery is that customers who buy the work are the gallery's people, not mine. I don't know who they are and I don't wish to. Besides which, once furniture goes into people's houses it just ends up with peanuts down the back. I don't want to give advice about how to get red wine stains out of it." ▼

Lorraine Osborne is represented by The Bowie Gallery, 54B High Street, Totnes, TQ9 5SQ. thebowiegallery.co.uk

Visit Lorraine's website at: lorraine-osborne.co.uk



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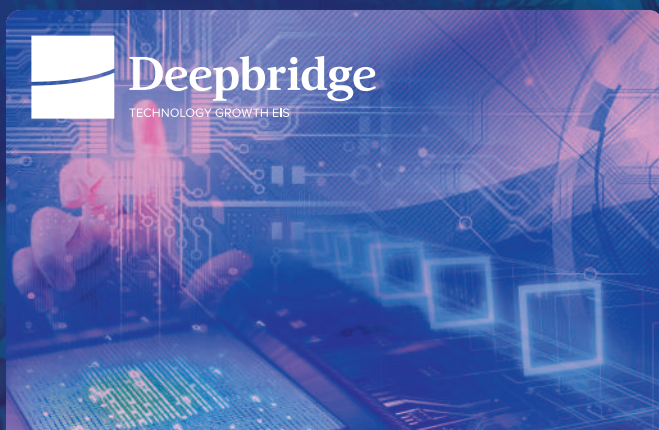
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Atkins Ferrie Wealth Management

FINANCE

QUARTERLY REVIEW
AFWM LTD'S ETHICS IN ACTION
INHERITANCE TAX
MORTGAGES
EQUITY RELEASE

FINANCE



AFWM Ltd's Head of Investment Committee JOHN WALDIE presents the quarterly review for all portfolios in the Prussia, Penberth and Porthgwarra services for the period 31/1/2021-30/4/2021.

MAIN MESSAGES

- Another quarter of progress for non-ethical portfolios.
- Soft performance of overweight Asian equities, holds back relative portfolio performances.
- Ethical funds further held back by weakness in technology stocks.
- Recent good US corporate earnings suggest possibly more equity returns to come this year.
- Commercial property looks best-valued asset class.

REVIEW OF PERFORMANCE

This brief was written on 5 May 2021. Please bear this in mind when taking into account the contents of this communication, given you may be reading this as late as the end of August.

If we are glass half-full then it was pleasing to see yet another quarter of generally positive results, having had such strong performance in the previous two quarters. If we are glass half-empty, and on this occasion it is my duty to be so, it was disappointing to see our portfolios underperform against their benchmarks. In the autumn quarter, I announced our portfolios had performed astoundingly well and so, equally, we must also report when they do less well.

ALL PORTFOLIOS

At the risk of over-simplifying the situation, the principal reason for lack-lustre performance was our core overweight position in Asian equities, with Asia (ex-Japan) underperforming global equities by around 5%. These holdings have served us well since last summer and it has been a characteristic of our strong portfolio performances, over the medium-long term, in having a semi-permanent Asian equity content, as demonstrated in the graph below, indicating relative performances of Asia (ex-Japan), Europe (ex-UK) and UK (All Companies).

The principal reason for this softening, relative to other world equities, pervasively comes from worries that the Chinese Government will tighten up money supply and interest rates because their economy is growing too quickly. This is a good problem to have long-term. Holding up to 30% core holdings in Asia, when the sectors we compare against may hold 10% or less, will mean that our performance varies for the better or worse for some months occasionally. Whether or not Asian equities are strongly in favour, or out of favour in the short-term, does not concern us overly. Our key belief is that this is where the bulk of company profit growth and consequently share price growth will come over the longer term and so this is where our core holdings should remain.

TIME COMMERCIAL LONG INCOME FUND

The secondary reason for under-performance was a temporary change in pricing on the TIME Commercial. Held in all our portfolios for clients invested before 17 March 2020, this fund had been suspended since this date. The fund is performing well, on a monthly basis, but the reason it was suspended for so long after the COVID-19 crisis last year was that the fund manager knew that a number of larger investors wanted to leave the fund when it reopened. On this basis, a number of the fund properties had to be sold. These transactions were concluded in March allowing the fund to reopen on 17 March 2021. The cost of buying and selling a property is approximately 4.6% in this fund and, to be fair to investors remaining in the fund, the price of the fund has been temporarily dropped by this amount, whilst sellers leave. The plan is to return to the higher price once transactions stabilise. **The importance here is that around 0.4% of under-performance this month has been caused by this price shift. For those who joined our portfolios after 17 March 2020, you will not have experienced this price drop and will have performed correspondingly better.**



5-Year Graph Illustrating the Asia Pacific (ex-Japan), Europe (ex-UK) and UK All Companies Sectors

Simulated performance from 04/05/2016 to 04/05/2021

- A** = Performance of Asia Pacific ex-Japan (105.10%)
- B** = Performance of Europe ex-UK (72.47%)
- C** = Performance of UK All Companies (46.56%)

Source: FE Analytics on 04/05/2021

ADDITIONAL COMMENTS ON ETHICAL PORTFOLIOS

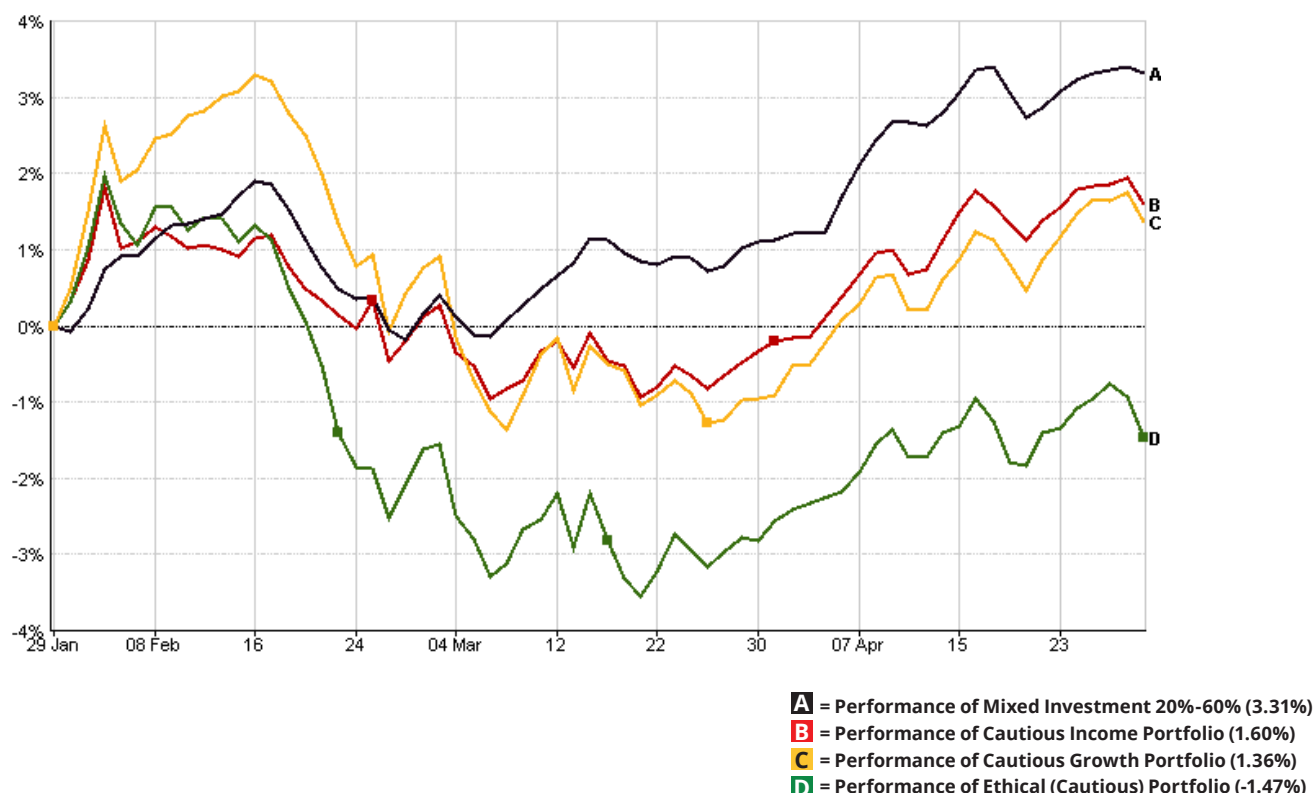
The severely restricted fund choice and the bias towards technology stocks means that our ethical portfolios are far more volatile than their non-ethically screened growth and income funds and this quarter was particularly brutal for ethical portfolios. We have been worried about the eccentric nature and high technology bias in ethical funds for some time and the quarter was characterised by further weakness in arguably very over-valued technology shares. To counteract this, we have recently totally sold our holdings in Baillie Gifford Positive Change, which has a high US technology bias, in favour of Janus Henderson UK Responsible Income, which, as the name suggests, invests in blue chip UK income producing stocks, with a utility bias. The new fund will seek to invest in companies that are responsibly run, giving due consideration to environmental, social and governance issues. This fund switch should calm these portfolios down somewhat.

LOOKING TO THE FUTURE

The end of April saw some strong corporate earnings results coming from the US, with 87% of company earnings coming ahead of prediction, and this has added some promise to what looked like fully-priced equity markets. We continue to believe that the current economic recovery process is very similar to that after the Second Gulf War in 2003. On this basis, taking an 18 month view, we see good returns ahead for both equities and, in particular, property. This is where our focus will continue to be in the coming months. We are now fully exposed to commercial property, and equity content remains appropriate for the risks involved. Having had a significant period of extensive fund switching, we see our portfolios as now in a more stabilised position for the time being and, in the absence of unforeseen economic surprises, switching should be more an optimisation process, rather than wholesale changes. ❶

Cautious Income Portfolio, Cautious Growth Portfolio & Ethical (Cautious) Portfolio

(Utilising the DPAS) simulated performance and the Mixed Investment (20%-60% shares) Sector Average from 29/01/2021 to 30/04/2021



Source: FE Analytics on 04/05/2021

NOTE FOR ALL GRAPHS: Price total return performance figures are calculated on a bid price to bid price basis with net income (dividends) reinvested. Performance figures are shown in sterling. The figures assume that each switch took place at the earliest possible switching window after a switch advice communication was sent. Therefore, delays will mean that individual performances will vary from the above figures. The performance includes ongoing fees and charges for the relevant service level applicable to each portfolio. Initial fees are not included. This document is provided for information purposes only and is not an invitation to invest.

THE VALUE OF UNITS CAN FALL AS WELL AS RISE. THE FIGURES REFER TO PAST PERFORMANCE. PAST PERFORMANCE IS NOT A RELIABLE INDICATOR OF FUTURE RESULTS.

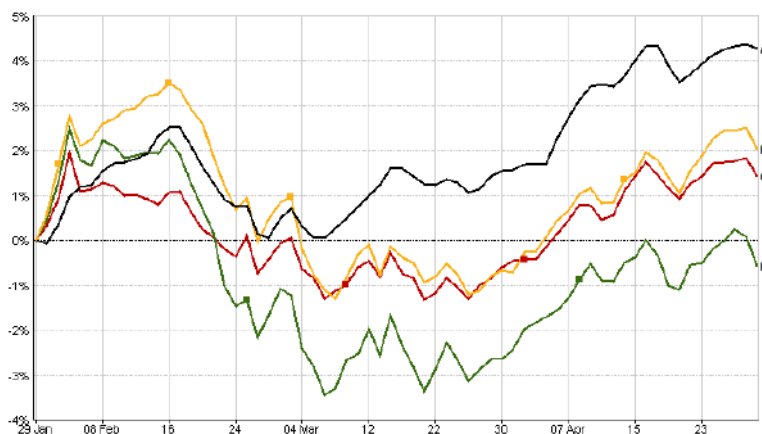
FINANCE

Average Income Portfolio, Average Growth Portfolio & Ethical (Average) Portfolio

(Utilising the DPAS) simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 29/01/2021 to 30/04/2021

- A** = Performance of combined average of Mixed Investment 20%-60% and 40%-85% (4.28%)
- B** = Performance of Average Growth Portfolio (2.04%)
- C** = Performance of Average Income Portfolio (1.42%)
- D** = Performance of Ethical (Average) Portfolio (-0.57%)

Source: FE Analytics on 04/05/2021

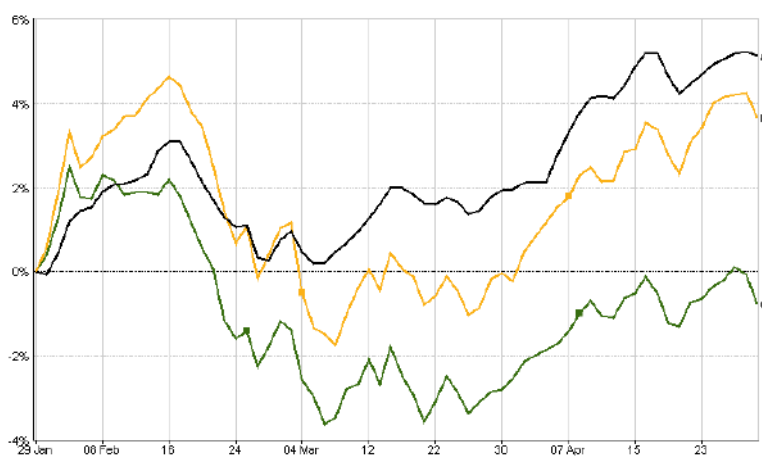


Above Average Portfolio & Ethical (Above Average) Portfolio

(Utilising the DPAS) simulated performance and the Mixed Investment (40-85% Shares) Sector from 29/01/2021 to 30/04/2021

- A** = Performance of Mixed Investment 40-85% (5.13%)
- B** = Performance of Above Average Portfolio (3.65%)
- C** = Performance of Ethical (Above Average) Portfolio (-0.76%)

Source: FE Analytics on 04/05/2021



Tactical Portfolio

(Utilising the DPAS) simulated performance and the Flexible Investment Sector Average from 29/01/2021 to 30/04/2021

- A** = Performance of Flexible Investment Sector (5.16%)
- B** = Performance of Tactical (0.88%)

Source: FE Analytics on 04/05/2021



NOTE FOR ALL GRAPHS: Price total return performance figures are calculated on a bid price to bid price basis with net income (dividends) reinvested. Performance figures are shown in sterling. The figures assume that each switch took place at the earliest possible switching window after a switch advice communication was sent. Therefore, delays will mean that individual performances will vary from the above figures. The performance includes ongoing fees and charges for the relevant service level applicable to each portfolio. Initial fees are not included. This document is provided for information purposes only and is not an invitation to invest.

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Our Private Client department can assist with the drafting of Wills, drawing up Lasting Powers of Attorney or generally advising you about what may happen financially when you are no longer around.

Our Conveyancing department can assist with the buying and selling of property and land, re-mortgaging and equity release. We also deal with commercial work and can assist clients with either leases or sales/purchases of commercial property and land.

Our Printed 2021 Brochure detailing information about the services we offer can be ordered free of charge via our website or by telephoning any of our offices - Go green and ask for a PDF version when ordering (Printed copies are sent free by post.)

We are able to assist with:

- **Property Services and Conveyancing**
- **Wills, Probate, Trusts & Powers of Attorney**
- **Commercial Property & Leases**

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We are here to help – TALK TO US FIRST

FINANCE

ethics in action

Continuing our series which explores AFWM Ltd's ten ethical principles, Managing Director and Co-Founder JOHN WALDIE explains what sets the company apart when it comes to providing the best advice for each client.

8 To always provide advice or recommendations, which are wholly right for each individual client.

On the face of it, to an unsuspecting client, our 8th ethic might seem a bit obvious. Why would an adviser ever provide advice or recommendations that weren't wholly right for each individual client?

There are a number of ways to answer this. The first is that many advisers are not classified as 'independent advisers' but are 'restricted advisers'. Whereas independent financial advisers (IFAs) are required to provide advice across the whole of the market, restricted advisers are able to provide advice on a limited range of products, services and/or companies. Provided the client knows that the advice they are being given is restricted, understands what those restrictions are, and is happy about it, then there is nothing really wrong with it. However, restricted advisers are only expected to provide an acceptable solution within the product range they offer. So, even if their product performance is poor or expensive, they can still claim to be offering the best solution available to them. How many clients actually understand that in practice?

AFWM Ltd's first distinction is that we are independent financial advisers and offer advice across the whole of the market. But what does 'whole of the market' mean? I would say there are two parts to this: there is 'whole of the market' in terms of looking at the complete range of companies offering a certain product and then there is 'whole of the market' in terms of looking at all the product types available.

It may surprise clients to discover that independent advisers are not obliged to offer the 'best' of a certain product on the market, but only one that is clearly suitable. Additionally, independent advisers are not obliged to offer all the products available, but can choose those on which they give advice and those on which they don't. I would put it to you that in reality this falls a long way short of what an average client would expect from an independent adviser – i.e. totally impartial advice recommending the very best solution across the whole of the market product range.

CENTRALISED INVESTMENT PROPOSITIONS

Perhaps the most surprising aspect of the 'independent adviser' market is the Centralised Investment Proposition (CIP). Here, an independent adviser can elect to choose one solution type as a common advice solution and categorise whole swathes of their clients into this one centralised solution. This is fine so long as they categorise which clients

are suitable for this solution and which aren't. But coming back to my point about clients expecting to be recommended the best, how many are truly getting the best solutions for their individual needs?

Perhaps the most common use of a CIP is through the use of investment platforms, the medium through which the majority of clients' money is invested into a range of funds. It is most common for an independent adviser to elect a CIP where only one platform is used for nearly all, or indeed all, clients. If a new client arrives who is currently invested on an alternative platform, it is quite common for the adviser to recommend that the client move their investment to the new advisers' own CIP platform. It is also common for an advice cost to be charged for this transfer to take place. But how often is the new platform a better solution than the original? If the adviser does not have the old platform as a CIP they are only required to provide an acceptable alternative solution.

This is a key area where AFWM Ltd differentiates itself from many other independent financial advisers.

We do not have a Centralised Investment Process. Yes, we do have platforms such as Standard Life Elevate that we think are the best in many cases, but we do not insist that a new client moves to this in order to receive future advice. Instead, we look at what is right for each individual client and assess whether they should stay on their current platform or, if it is better, either on a cost or fund choice basis, move to a new platform. So, when it comes to our Dynamic Portfolio Assessment Service which is available on the Prussia, Porthgwarra, Penberth and Teign services, our clients are invested on eight different platforms, not one! In other words, each client is on the best platform for them, not the most convenient for us.

Further to this, with investment platforms and indeed all major investment products, we carry out our own annual review of which products are currently the best and if a previously recommended product is no longer one of the best, then it ceases to be recommended. As an example, in our ten years of existence, we have changed our 'best value' platform choice three times. We do not stick to last year's favourite because it is convenient to do so.

WHOLE-OF-MARKET PRODUCT RANGE

The final and very important point of distinction to make about AFWM Ltd's proposition is our dedication to offer

advice on the entire range of product types available. It is quite common for advisers to offer advice on a limited range of products such as ISAs, personal pensions and protection. At AFWM Ltd, we have set out our stall to offer advice on all product types that clients may have a need for. So, in addition to the traditional range of products, we also give advice on Venture Capital Trusts, Enterprise Investment Schemes, Seed

Enterprise Investment Schemes, long-term care, funeral plans, private medical insurance, main residence mortgages, buy-to-let mortgages, holiday home mortgages and equity release, and this list is not exhaustive. We believe that in trying to provide clients with the very best solution this gives us truly 360-degree vision. **V**



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The quality produced by Camel Valley is undoubtedly excellent and we are delighted to present our loyal customers with a bottle.

If you are pleased with the service and advice that you receive from AFWM Ltd, please pass the good news on to your family and friends.

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¹ A referral is deemed successful if our advice is taken up by the referred client

² Matthew Jukes, English Wine Compendium, *Mail Weekend* magazine



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inheritance tax: could your beneficiaries be affected?

DOMINIQUE BUTTERS – Executive Business Development Manager at Blackfinch – offers advice on inheritance tax planning.

When Chancellor Rishi Sunak announced in the last Budget that inheritance tax (IHT) thresholds would be frozen at their current levels until at least 2025, he effectively guaranteed more people would leave behind IHT bills in the future. Are you likely to be one of them? If you're not entirely sure, here's a quick reminder of the status quo.


Currently, the nil-rate band (NRB) – the threshold below which you do not have to pay IHT on the value of your estate – remains frozen at £325,000 for individuals and at £650,000 for couples. The residence nil-rate band (RNRB) introduced in 2017 has now been effectively capped at £175,000 for the foreseeable future. Although the introduction of the RNRB has helped to reduce overall IHT receipts down from £5.4 billion to £5.2 billion in the 2019/2020 tax year¹, it now looks like the amount of IHT collected by HMRC will be increasing again in the years ahead.

One reason is that property values show no real signs of slowing down. Even after an unprecedented year of coronavirus-induced economic uncertainty, UK average house prices increased by 7.5% over the year to January 2021². For most of us, our home is likely to be our biggest asset and for many people the existing IHT thresholds may not be enough to cover the overall value of their estate, particularly after

taking into account other investments.

One tax-efficient alternative is to invest capital into IHT investment portfolios that qualify for Business Relief (BR). Introduced in 1976 as a way to ensure family-owned companies did not have to be sold to pay an IHT bill, today BR has a much wider scope to encourage investment into the UK economy and you do not need to own a business to benefit. An independent financial adviser can help to recommend an experienced investment manager that understands the world of BR-qualifying investments.

As specialists in tax-efficient investing, at Blackfinch we offer a number of IHT planning services designed to suit your own individual needs, such as whether you want to preserve or grow your capital. For example, our Adapt IHT Portfolios invest in property development, lending and renewable energy, while our Adapt AIM Portfolios invest in qualifying businesses listed on the Alternative Investment Market.

As our founder and Chief Executive Richard Cook explains: "Investing in a portfolio of shares that qualify for BR means not only that you get to stay in control of your money, but it also means you can reduce the IHT liability on your estate after just two years. In other words, it really is never too late to plan for your estate, so that your loved ones get more and the taxman receives less." 

For information on our Adapt IHT portfolios, call 01452 717070 or email: enquiries@blackfinch.com or visit blackfinch.com.

Capital at Risk. The value of an investment and the income from it can go down as well as up and investors may not get back the amount invested.

1 Source: www.gov.uk/government/statistics/inheritance-tax-statistics-table-121-analysis-of-receipts

2 Source: HM Land Registry, Registers of Scotland, Land and Property Services Northern Ireland, and Office for National Statistics – UK House Price Index



Looking for a streamlined IHT solution?

At Blackfinch we know that in protecting your estate from Inheritance Tax (IHT), time is of the essence. That's why our flagship Inheritance Tax (IHT) solution the Adapt IHT Portfolios uses Business Relief (BR). Unlike traditional solutions, this can deliver IHT exemption after just two years.

- Easy to use
- No complex legal structures
- No medical underwriting.
- Choice of objective
- Control over and access to capital

The Adapt IHT portfolios can be adapted to suit your requirements. As a simpler and more efficient route, it makes IHT mitigation plain sailing.

Capital at Risk.

FINANCE




mortgage news

The housing market in the South West has seen a definite boom since the start of the first lockdown in 2020. In March last year, all estate agents were closed, bringing the housing market to a complete stand still. However, since house viewings have become possible again, there has been a rush to purchase properties across the region.

Houses in desirable areas are seeing lots of viewings in a short space of time, often selling for more than the asking price. The Stamp Duty holiday has helped stoke the housing market by helping buyers save thousands of pounds on their purchase. However, it is due to come to an end on 30 June 2021.

Most estate agents will require a potential buyer to have a mortgage decision in principle before making any offers and, if a house is being sold to fund the purchase, this will need to be already under offer.

If you are looking to purchase a property, whether as a first-time buyer or you are just moving, it is advisable to seek mortgage advice from a qualified adviser before viewing the property. 

CASE STUDY

The Clients: Mr and Mrs Jones are first time buyers looking to move out of rented property into their first home. They have managed to save a deposit between them and both are employed in permanent positions. They have found a property they would like to view and maybe make offer on.

The Property: A 3 bed semi on a new build estate. There is lots of interest in the property as it is reasonably priced. Mr and Mrs Jones are not looking to use the Help To Buy Scheme as they have a 15% deposit. The property is due to be finished later in 2021 but the building company wants to exchange before then and wants to confirm the buyer's ability to borrow.

The Challenge: Although this case is straightforward, we needed to make sure the finance was available before the couple went to view the property. Knowing there was so much interest in the property, Mr and Mrs Jones wanted to be in a position to make an offer straight away if they liked it.

The Solution: We completed a full fact find so I could obtain a decision in principle for the couple before they viewed the property. This enabled them to put in an offer on the property straight away to secure the purchase and in doing so they were able to get some valuable extras – including carpets – thrown in. Obtaining a mortgage decision in principle also meant that the couple had the advantage of already knowing what their mortgage repayments would be before making the offer, so they could be confident that the property was within their budget.

If you would like to discuss how Atkins Ferrie Wealth Management can help you with your mortgage, please contact Chris Towell on **01872 306422** or email chris.towell@afwm.co.uk

equity release



Lifetime mortgages are a type of equity release requested by our clients for a variety of reasons including house purchases, home improvements, repaying existing mortgages, gifting, managing inheritance tax and special purchases.

CASE STUDY: Lifestyle choice

Mr and Mrs Smith are both in their late 60s. They own their current home which is worth £300,000. Although they do not have a current mortgage, they did take a second charge on the property which is still outstanding. As well as the charge on the property, the couple also have some unsecured finance which they are currently making minimum payments towards. Mrs Smith is looking to retire as Mr Smith has already retired due to ill health. They would like to enjoy retirement together while they can. Mrs Smith is currently unable to retire as the couple require her income to maintain their lifestyle and make finance payments. Both Mr and Mrs Smith have pensions which would allow them to live comfortably if their unsecured finance was cleared.

A lifetime mortgage (equity release) was discussed as a reasonable option as there are no affordability assessments and no obligation to make monthly payments. The interest rate is fixed for life and the lifetime mortgage is not payable until death or the customers leave the property with no

intention of returning. Although the lifetime mortgage will roll-up over time since no payments are required, there would still be money left in the property for the couple's beneficiaries.

Mr and Mrs Smith discussed the lifetime mortgage with their family, making sure they understood both the benefits and implications of taking this course of action. Although clearing the unsecured finance within the equity release would free up spare monthly disposable income allowing Mrs Smith to retire, both were made aware that doing this would mean the debt becomes secured on their property.

As the interest rate on the equity release was fixed for life, it was possible to show Mr and Mrs Smith how the amount would roll-up over the time the equity release is in place. The couple have moved forward with the equity release clearing all outstanding finances. Mrs Smith now has a retirement date for later in 2021.

CASE STUDY: Purchase of a buy-to-let for a family member

Mr Brown is looking to purchase a property for his daughter and her family to live in. Mr Brown and his wife are both retired but hold a property portfolio which provides them with a monthly income. Their daughter is currently renting a property but has been given notice and needs to find somewhere else to live. Because Mr Brown is looking to purchase a property and rent it to a close relative, this complicates any buy-to-let mortgage as it becomes regulated. It will mean a higher interest rate which will have an impact on the amount of rent he would need to charge.

By taking a lifetime mortgage (equity release) on his residential property, Mr Brown was able to purchase the property for his daughter outright and, since the interest rate is fixed on the lifetime mortgage, he was able to agree a fixed monthly rental amount with his daughter. As payments are allowed on the lifetime mortgage, Mr Brown is able to stop the interest rolling-up which means the amount borrowed will remain the same.

Mr Brown's current house is also valued at over £1 million meaning his estate value would qualify him for inheritance tax. By taking the equity release, the value of his estate is reduced by the amount borrowed. This will reduce the estate's inheritance tax liability on his death.

If you would like to discuss how Atkins Ferrie Wealth Management can help you with equity release, please contact Chris Towell on **01872 306422** or email **chris.towell@afwm.co.uk**



KATE TRELEAVEN speaks to the founders of a dynamic Cornish company that's reimagining horticulture for our times.

"People tend to think that you can have a beautiful garden or you can have a sustainable garden," says Meg Lowman, co-founder of Folium, a flourishing new business that offers high-end horticultural services in Cornwall and West Devon. "But you don't have to pick one or the other, you can have both."

Creating beautiful gardens with ecological integrity is second nature to Meg and her fellow Folium co-founder, Riyah Snow, who both completed their horticultural apprenticeships at The Eden Project and got to know each other while working on the attraction's outdoor seasonal displays.

"The Eden Project aims to connect people with nature, and the roles that we had there worked very closely with the shows and programmes that they run to promote that agenda," explains Meg. "That experience really fuelled our interest in pursuing a more sustainable and environmentally-conscious style of horticulture that could help bring people closer to nature in their own gardens."

Meg and Riyah have launched their new business at a time when gardens are arguably more important than ever. Having been locked down at home for months on end during the pandemic, our outside spaces have offered escapism and sanctuary. "There's now a much greater emphasis on the role that gardens can play in promoting and supporting our physical

and mental wellbeing," observes Riyah. "At Folium, we aim to reimagine horticulture for the Covid-19 age where people look to reconnect with nature and rebalance their garden spaces."

This refashioning of horticulture adopts a sustainable approach that avoids polluting chemicals, conserves natural resources and reduces waste wherever possible.

"Whatever your style of garden, we work with nature's beauty to preserve wildlife and encourage biodiversity, and we strive to minimise our impact on the environment," Riyah explains. "There are lots of things that are commonplace within the horticultural industry that, over time, we've realised aren't the right thing to do: things such as double digging. Nowadays, we wouldn't recommend it because we realise how bad it is for the soil and all the beneficial microbes living within it." The liberal use of weed killers and fertilisers to maintain a monoculture lawn is another example. "Pristine lawns consume a lot of resources and are of little value to most wildlife," says Riyah. "We do try to persuade clients with large lawns to let them grow a little wilder or perhaps reduce their size and plant more flowers instead."

The setting up of garden composting systems and sourcing of plants and products from local suppliers are other ways in which Folium is minimising its environmental footprint. "If you can go to a nursery and buy a plant that's



● Sowing wild flower seed



● Alina Dressel



been grown from seed in Cornwall, that's far better than buying something that's been grown in Holland and shipped over here," explains Riyah.

"Finding sustainable alternatives to conventional products is also important to us," Riyah adds. "For example, we use a weed membrane that's made from recycled materials instead of buying sheets of polythene to put down under gravel. There are many ways that you can lessen your environmental impact, it's just knowing where to look."

Meg and Riyah have found that when people begin to welcome wildlife into their outdoor spaces it can often transform their relationship with their garden. "Something changes in people and they start to enjoy the fact that their garden is giving something to them whilst they are giving back to nature. They get drawn back in to their gardens again," Meg tells me. "I get clients asking me to leave them a little list of things that they can get done while I'm away and when I come back the next week they take me round and say 'look, I did this...' It's really positive to see people engaging with their spaces like this."

A willingness to share knowledge and inspire clients in this way is something that sets Folium apart in their industry. "One of the most important things for many of our clients is that we are both knowledgeable and approachable," says Meg, "and sometimes the two don't go hand in hand."

"It's quite easy for gardening companies to go in, do the job and disappear," explains Riyah. "But we talk to our clients and inspire them to take an active interest. Even if they don't want to do any gardening themselves, we encourage them to really pay attention to whether there are more birds, bees and butterflies in their garden and, when they find that there are, we want it to be as rewarding for them as it is for us. This is not just about making a garden look good, it's about living a life that feels good."

Meg and Riyah have already taken on their first full-time employee – wildflower and bee specialist, Alina Dressel – and are busy expanding the Folium family as demand increases. "We want to be able to offer more career opportunities in horticulture for people in Cornwall," says Meg. "It's becoming a bit of a lost art and we want to revive it."

They also hope that by growing the Folium team, they will be able to extend their services to include other specialist areas at the forefront of modern horticultural practice. "There is a whole horticultural spectrum that we'd like to eventually cover," says Meg. "We want to show people that horticulture doesn't stop at flowers; flowers are just the beginning." ▼

foliumhorticulture.co.uk



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rooted in tradition

St John's Garden Centre in Barnstaple has been providing quality service to local and regional customers for over 60 years. KATE TRELEAVEN unearths the history of this successful family business.

St John's was started in 1958 by David and Patsy Oliver. The couple began the nursery as a smallholding, taking over a traditional market garden growing summer crops, particularly tomatoes, cucumbers and lettuce, followed by winter crops of bloom chrysanthemums and freesias. Much of what they grew was sold locally by driving shop to shop dropping off the requirements, while in the summer the produce would go to a local wholesaler. Many of the flowers were sent by train to Old Covent Garden Market in London.

The early 1970s was a difficult period with the price of oil, which was the main outgoing, increasing four fold, while the price of tomatoes remained exactly the same as the previous season. The situation wasn't helped by the Spanish realising they could grow fruit and vegetables very well with no heating required!

This was when David Oliver recognised that he had the glasshouses and the skill to grow bedding plants and thus the whole garden centre story began. Through a local contact, a Dutchman was found who said he would help them get the garden centre off the ground. He sent a lorry consignment of ornamental plants – rhododendrons, azaleas, cornus, viburnum and many others – all of which were alien to the Oliver family. But they very quickly learned all about these new plants and they were off! The tomato packhouse was converted into a sundries shop and the Olivers began to increase the range of plants they grew.

During this time the Oliver boys were coming of age to take on a role, firstly by Nick and Simon doing apprenticeships in Holland and Denmark followed by horticultural courses at Merrist Wood College in Guildford.

Nowadays the business is run by the three sons of David and Patsy Oliver: Nick, Simon and Tom. It employs in excess of 100 members of staff, playing an active role economically and in the community.

St John's is now the leading garden centre in North Devon with a store in the heart of Barnstaple and on the outskirts of the town at Ashford. The large stores have open plan



● The greenhouse today

shopping with bespoke plant and tree displays, undercover plant areas and restaurants. They also sell an extensive selection of garden and leisure related products including sheds and greenhouses, garden furniture, barbecues, homewares, gifts and seasonal items. The pet department at both stores stock a large range of food for domestic pets which include lifestyle products, cages, beds and toys to keep pets happy and healthy.

The business also has a dedicated landscaping team available to help clients with a range of commercial and domestic projects from complete garden makeovers to estate housing landscaping, plant supply and installation. 📞

For more information visit: stjohnsgardencentre.co.uk



● The greenhouse in 1960

● Simon, Tom, Francis and Nick in 1964



Atkins Ferrie Wealth Management are delighted to have opened their new North Devon office at St John's Garden Centre in Barnstaple. The office will be staffed Monday-Friday 9am-5pm and occasional weekends. Tel: 01271 445555

Unit 1, St John's Garden Centre, St John's Lane, Barnstaple, Devon, EX32 9DD.



This year **Flower Project** marks ten years of sustainable flower growing at School Farm in South Devon.

JANE FITZGERALD pays a visit. Photos by KATE MOUNT.

It's early in the season when I visit Flower Project at School Farm to meet Amy Henshaw-Depledge at her newly renovated flower shed. Outside the door is a line of buckets filled with budding branches, dark purple hellebores and creamy narcissi. A tall florist's table stacked with jugs and vases runs the length of one wall and seed catalogues are scattered on a desk with a view over the field. On the far wall hangs a joyous painting of ground bursting with flowers beyond a gate. It's Amy's flower field at the height of summer painted by her father, artist John Henshaw.

An interest in growing things began after Amy (pictured above) was knocked off her bike in London putting her out of action for eight months. "It was November and I started growing aubergine and celeriac seedlings," she tells me. "They provided a focus. It was the getting up to do something every day. It really inspired me." Once back on her feet, Amy and a friend travelled around Devon and Cornwall interviewing small-scale food producers. This is what brought Amy to Dartington and School Farm.

Flower Project started in 2011 while Amy was studying sustainable horticulture at Schumacher College. The practical part of the course was held in School Farm's market garden, run by the late Nick Gooderham who spotted her interest in

flowers. "One day he said to me: 'You've got something going on with flowers. Would you like to take them on?' I said 'Yes, but can I grow them separately from the veg?'"

And so, supported by Nick Gooderham, and inheriting the roses, peonies and not least the greenhouses, Flower Project – firmly based upon sustainable organic horticultural principles – began. Amy recalls there was little understanding of sustainable flower growing at the time, and scant awareness of issues associated with imported flowers. "I wanted to spread the word about British grown flowers and shout about the amount of pesticides used in the cultivation of imported flowers, the cheap labour and the water resources it takes up," Amy explains.

Nowadays, despite the increasing popularity of growing and selling British flowers, a shocking 90% of blooms sold in the UK are imported from Holland or as far away as South America and East Africa. "Why are we getting roses from big farms in Kenya and Ecuador when we can grow lovely flowers here?" Amy asks.

The ground Amy works runs to a quarter of an acre. Ten years ago, when she dug the first beds and put up rabbit-proof fencing, it was a bare field. Now it's surrounded by trees and shrubs grown for structure and foliage and the beds are about to explode with annuals, perennials and tall grasses.

While a peony bed has been neatly weeded, a strip at the edge of the field has been deliberately left alone to encourage wildlife and plant biodiversity and Amy is curious to see what has self-seeded and which colours will throw themselves together.

How things grow in the wild informs Amy's floral work as well as the fragrance of a particular bloom; her posies and bouquets can fill a room with the headiest of perfumes. "Scent can transport you directly back to a memory. Sweet Williams remind me of my maternal grandmother and my mum always grew sweet peas. A fragrance can really lift you. There is one particular rose called Abraham Darby with such a heady strong scent; it's really uplifting."

Early on, when she was taking posies around shops in Ashburton, a lady in a smart interior design shop said that she had never smelt such a strong rose. 'That's what they should smell like', Amy reminded her. "Imported roses have conditioned us to think that roses grow absolutely straight and should last in a vase for three weeks," says Amy. "Yes, they are roses, but they don't have much scent or character. An Abraham Darby rose is short lived, but so worth it. Just put one by your bed and you will have the best dreams."

Like everyone in the flower business the pandemic has had an impact on Flower Project – a weekly contract with an events venue disappeared overnight – but Amy is quick to adapt. I guess when you're dealing with the changeable weather – or mice, rabbits, blight, and slugs – unpredictability is all part of the flower growing and selling deal. Amy considers herself resilient and able to up her game with the bouquets and weekly flower subscriptions where demand is growing. She hopes the past year will make people a bit less controlling about which flowers they want for their wedding. "I put blackberries in a bride's bouquet – some red, some black - and they looked amazing among red dahlias, *Stachys byzantina*, *Miscanthus flamingo*, *Persicaria*, eglantine roses and echinacea seed heads. When I create something very special and it gives a lot of joy, I get goose pimples when I hand it over."

So, what's Amy's plan for the next ten years? She feels now is the moment to collaborate more, run volunteer days and create more large-scale floral pieces. "I think people will have more appreciation of beauty in their lives and will be buying simpler things for themselves," says Amy. "If you have a bunch of local flowers on your table then you are looking at the season you are in...and slowing down a bit." 🍷

For more details on the bespoke services offered by Flower Project, visit: flowerproject.co.uk

Find British cut flower growers near where you live at: flowersfromthefarm.co.uk

British Flowers Week | 14-20 June 2021

A week of festivities celebrating the beauty and variety of British cut flowers, foliage and plants, as well as the florists, growers and wholesalers who make it all possible. Find out more at: britishflowersweek.com



● Summer arrangements from Flower Project



● Amy at School Farm



● John Henshaw painting of Amy's flower field



Atkins Ferrie Wealth Management

afwm.co.uk

NEW CLIENT

Insight

2021 Edition



Atkins Ferrie Wealth Management



Atkins Ferrie Wealth Management

Our offices

HELSTON

01326 564950

Lakeside Offices
The Old Cattle Market
Coronation Park
Helston TR13 0SR

ST AGNES

01872 306422

20 Churchtown
St Agnes TR5 0QW

ST IVES

01736 805900

The Old Cookhouse
The Old Stennack School
The Stennack
St Ives TR26 1RU

CHUDLEIGH

01626 248214

79/80 Fore Street
Chudleigh TQ13 0HT

BARNSTAPLE

01271 445555

Unit 1
St John's Garden Centre
St John's Lane
Barnstaple
EX32 9DD

SHERBORNE

01935 317707

86 Cheap Street
Sherborne
DT9 3BJ

info@afwm.co.uk
afwm.co.uk

 AtkinsFerrieWealthManagementLTD

 @AFWMLtd



Welcome

John Waldie

AFWM LTD MANAGING DIRECTOR &
HEAD OF INVESTMENT COMMITTEE

I am delighted to welcome you to *Insight*, our introduction for new clients. Over the next 20 pages we hope to explain and demonstrate our dedication to unrivalled client care and our unrelenting activity in managing your wealth. *Insight* is updated annually each March. If you turn over the brochure you can enjoy our *Venture* magazine, which is published quarterly. There you'll find a range of topical financial articles - including our Quarterly Review - alongside inspirational lifestyle features packed with ideas to help you 'enjoy life more' while we manage your financial affairs.

Atkins Ferrie Wealth Management was founded in January 2011 with the aim of offering the highest ethical principles and best service standards of any Independent Financial Adviser in the UK. We are experts in all aspects of financial planning, including - but not limited to - investments, pensions, mortgages and various forms of tax-mitigation. Our advisers have specialist qualifications that allow them to advise on more complicated matters such as pension transfers, long-term care fee planning, equity release and holiday home mortgages.

We provide completely impartial advice, unique to you. We will always consider all options available to you and ensure that every recommendation we make is the best solution for you. Our active approach means that when you take investment advice from us it is only the start of a journey. We will regularly assess your financial position, the risks to your money and the opportunities available to you. Your investments will be reviewed in accordance with your chosen service level and we will recommend changes where appropriate.

Our success is primarily based on the quality of our advice and service to you, the client. However, we also have an excellent reputation for working efficiently so that costs to clients are minimised, fair and reasonable. We endeavour to offer appropriate advice and excellent value for money.

Approximately 5% of our turnover is used to support charities and good causes. We work in partnership with the National Trust and the Royal Horticultural Society and sponsor a number of smaller causes and events within the local communities where our offices are based.

We currently have five offices in Devon and Cornwall and plan to expand our presence into Dorset and Somerset over the next five years, starting with a new office in Sherborne in spring 2021. While our offices are located in the South West, our services are available anywhere in the UK and our advisers can travel to you.

Book your FREE initial consultation today.

Our mission

At Atkins Ferrie Wealth Management, our mission is to:

- **Transform the expectation and quality of UK financial services.**
- **Actively care for our clients by providing the most ethical, honest, professional and knowledgeable advice.**
- **Use our success to make the world a better place by not only positively transforming the image of financial services, but also by investing our time and resources in supporting the community and working in partnership with charities.**
- **To share our success by providing a rewarding culture for our staff and continuously growing returns for shareholders, thereby encouraging staff and shareholder loyalty and happiness.**

What our clients say...

“

Deciding to invest with AFWM originally was one of the wisest decisions I have ever made. I really cannot speak highly enough of your organisation.

J N-H, Cornwall

“

You have gone above and beyond your call of duty and are worth every penny. Thank you so much for all your help and support. You have been fantastic!

KH, Cornwall

“

Can we both thank you for dealing with our equity release. We are both over the moon with your service to us and will recommend you and your company to any friends who ask.

SM & KM, Devon

“

Thanks to you and the AFWM team for the very professional and effective way that you have negotiated the chaotic markets of the last 12 months. Given the turmoil in those markets created by the global pandemic, we are very grateful that the potential impacts on our investments have been very limited and indeed they've recovered very quickly. This positive outcome has only occurred through your experience and your proactive, knowledge-based approach to managing our funds – thanks again!

JK, Cornwall



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If you wish to register a complaint, please write to the Compliance Director, Lakeside Offices, The Old Cattle Market, Coronation Park, Helston TR13 0SR or telephone 01326 564950. A summary of our internal complaints handling procedures for the reasonable and prompt handling of complaints is available on request and if you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service at financial-ombudsman.org.uk or by contacting them on 0800 023 4567. The provision of advice to employers is an unregulated activity. Provision of advice to employees is a regulated activity.



Our ethics

AFWM Ltd is a highly principled organisation, with its own set of unique ethical principles at its core. These ethical principles form the foundation of every business decision we make and are what truly set us apart from the majority of IFA firms in the UK. Below are our fundamental ethics and what they mean in practice:

1 To never engage in strategic investment alliances - our duty as Independent Financial Advisers is to have a one-to-one alliance only with clients. Independent means independent AND impartial. We will never have a personal preference for one organisation over another. The right solution for each client is all we are interested in.

2 To take responsibility for client asset management, not to delegate this to third parties. Whatever the economic situation we have a view on how your assets should be managed and will guide you accordingly. We will not sit on the fence and shrug our shoulders.

3 To not be afraid to give bold investment advice that we fundamentally believe is in each client's best interest. Our task is to communicate the logic for such advice to the client. Many fund management solutions merely follow and copy an industry benchmark, which vary little with changing economic circumstances. Sometimes this results in client assets being partially invested in asset types with very little medium term potential. If we don't think it will grow, we won't recommend it!

4 To develop our service entirely on customer need, rather than business interests. We have a number of

recommended portfolios. Clients who wished to invest ethically expressed an interest in us providing such a portfolio. We duly obliged by creating our Porthgwarra service.

5 To provide long-term service and only to conduct new business when wholly in the interest of the client. More than three quarters of our income is derived from looking after clients on a long-term basis NOT initial advice. Our advisers are focussed on looking after you for years to come, not earning high initial fees, never to be seen again.

6 Where no new business needs to be written - to end an appointment happy that a good job has been done. Our review meetings are just that. We inform you how things have gone and recommend alterations to your portfolio where required. If no further work is required then we are happy to say so. Our advisers are motivated to provide service rather than sales.

7 To treat all clients with the same courtesy irrespective of wealth or budget. Many adviser firms now have minimum fund sizes or high minimum fees making it sometimes difficult to receive cost effective advice. We believe this to be unfair and unethical. Whether you have £10,000 or £10,000,000, we have no minimum investment size, there will be a service to fit your needs enabling you to receive quality advice, now and in the future.

8 To always provide advice or recommendations, which are wholly right for each individual client, not the most convenient to our business. We provide the best solution to each client at any given time. In 2012, having consistently recommended a particular Fund Platform, when their administration became poor, we stopped

recommending this provider and found a better solution for our clients.

9 As our business grows, to not lose our ability to service clients to the highest standards through overburdening staff and advisers. It is important that you always get a great service, now and in the future. Our advisers are limited to the number of clients they can look after. This means that your adviser will not be overworked and will have the time to properly review your investments over the years to come. It also allows them to get to know you very well over time.

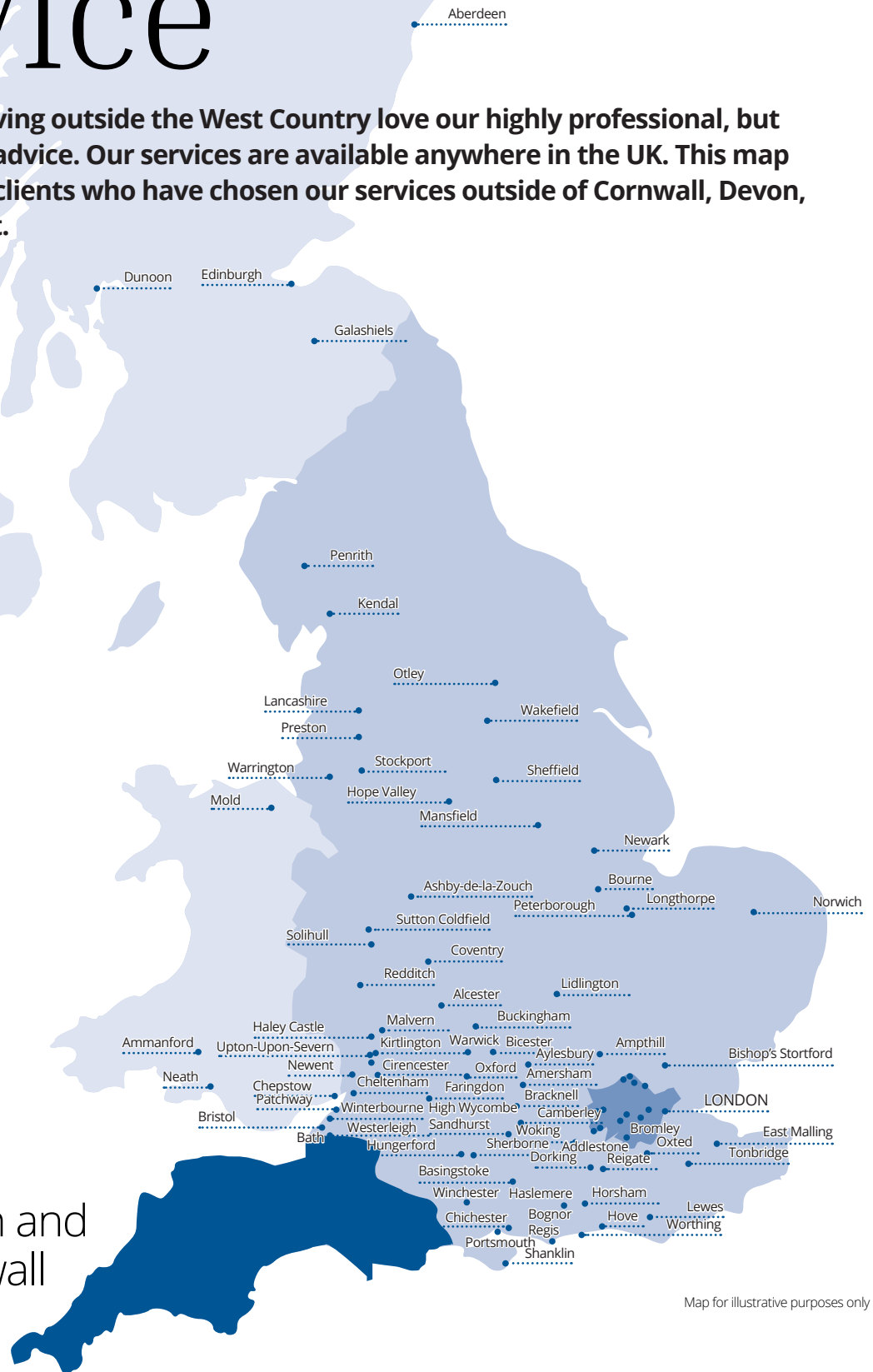
10 To relentlessly strive to provide ever higher service standards, including the most customer-friendly office environment. We will not stand still and pat ourselves on the back. In 2018, by popular demand, we introduced advice on both Private Medical Insurance and Funeral Plans. A trip to our offices will be a pleasant experience, with friendly staff and a great range of refreshments available.

“

Whatever the economic situation we have a view on how your assets should be managed and will guide you accordingly.

A nationwide service

We find that those living outside the West Country love our highly professional, but friendly, one-to-one advice. Our services are available anywhere in the UK. This map shows the extent of clients who have chosen our services outside of Cornwall, Devon, Somerset and Dorset.



Map for illustrative purposes only



An active approach

An introduction to our in-house portfolio management style from John Waldie, Managing Director & Head of Investment Committee

At Atkins Ferrie Wealth Management we offer clients above everything else - choice. Not only do we independently carry out our own research across the widest range of financial products, but we offer our own asset management service in addition to the asset management services of the rest of industry.

Our Prussia, Porthgwarra, Teign and Penberth services offer our 'Dynamic Portfolio Assessment Service' (DPAS) which utilises our own in-house asset management style; whereas we can recommend any other asset managers' direct fund management through our Trevaunance, Teign and Kynance services. In practice, we find that more than 85% of our clients choose us to make regular recommendations on their asset management, because they prefer us to be in control of their situation rather than have this delegated to third parties. In doing this we never actually handle client money but advise and facilitate the best value home for their funds.

HOW OUR OWN ASSET MANAGEMENT ADVICE WORKS

Our principal role is to provide advice. Firstly, on which asset types, for example, Cash, Bonds, Property, Equities and Alternatives. Secondly, on which parts of the world to invest, for example, UK, Europe, North America, Asia and Emerging Markets. Having determined this, we then carry out our own independent research on the best fund managers of each asset class and geography and put together a portfolio of the best fund managers in the industry from a range of 3,000.

In other words, our role is to get the 'big picture' asset type and geography right then select the best fund managers who are the best in their niche market, for

example, Emerging Market Bonds or North American Equities. As the saying goes 'it is better to be with the worst fund manager in the best sector than the best fund manager in the worst sector', so our role is exceedingly important - to select the best sectors and then select the best managers of each sector also.

As time progresses we continually assess the economic situation and recommend changes to your asset profile and recommend the niche fund managers in which to invest. Typically we would carry out 5-10 asset changes in a year. We always ask your permission to carry out any changes.

WE ARE NOT AFRAID TO GIVE BOLD INVESTMENT ADVICE

At first glance this expression in our Ethics sounds as though we may be over eager with taking risk in client portfolios. In reality, our approach is the opposite of this, in that, above all else, we look firstly at what can go wrong and how our funds under management could lose money. All my personal pension funds are invested in the Tactical portfolio. I am sure, like me, you would never like your funds to fall in value. It is impossible to achieve this, all of the time, with any form of risk based investments, but that does not detract from the strong motivation to avoid holding assets that are vulnerable to a downward correction in value. Therefore, before looking at what opportunities exist to make good returns, we analyse the risks in our portfolios and take action to remove funds which we believe offer poor value and prospects compared to the risks being taken.

An important point needs to be made here: although, when we conduct our review meetings we compare our performance to the rest of the industry

using a suitable benchmark, we do not believe in sticking to industry recognised benchmarks in asset allocation. We believe much of the industry tracks and simulates the benchmark they compare themselves with and this could lead to staying with asset types that just don't offer value for risk. If we don't think that an asset offers value then we simply won't hold it - irrespective of the rest of the industry's position, because our only duty is to look after your money, not follow the masses.

Only after assessing downside risk do we then analyse how best to make your assets grow with the least risk possible. In doing so we can be very nimble and swift at switching assets and we have a history of radically and quickly changing portfolios in order to respond to political and economic opportunities.

The following graphs on pages 9 and 10 indicate the past performance of our daily monitored portfolios (although they are not necessarily a guide to the future).

“

Our only duty is to look after your money, not follow the masses.

Five-year portfolio performance

Cautious Income Portfolio and Cautious Growth Portfolio

(Utilising the DPAS) Simulated performance and the Mixed Investment (20%-60% shares) Sector Average from 01/01/2016 to 31/12/2020

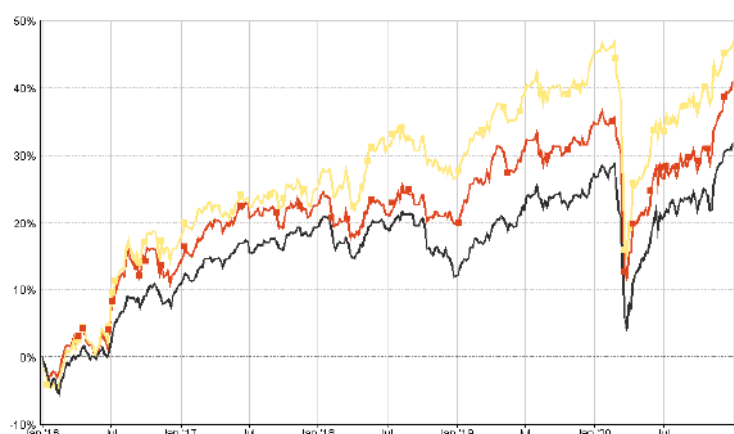


- A** = Performance of Cautious Income Portfolio (32.87%)
- B** = Performance of Cautious Growth Portfolio (29.47%)
- C** = Performance of Mixed Investment 20%-60% (24.66%)

Source: FE Analytics on 05/01/2021

Average Income Portfolio and Average Growth Portfolio

(Utilising the DPAS) Simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 01/01/2016 to 31/12/2020



- A** = Performance of Average Growth Portfolio (47.03%)
- B** = Performance of Average Income Portfolio (40.90%)
- C** = Performance of combined average of Mixed Investment 20%-60% and 40%-85% (31.61%)

Source: FE Analytics on 05/01/2021

Above Average Portfolio

(Utilising the DPAS) Simulated performance and the Mixed Investment (40%-85% shares) Sector from 01/01/2016 to 31/12/2020



- A** = Performance of Above Average Portfolio (43.84%)
- B** = Performance of Mixed Investment 40-85% (38.36%)

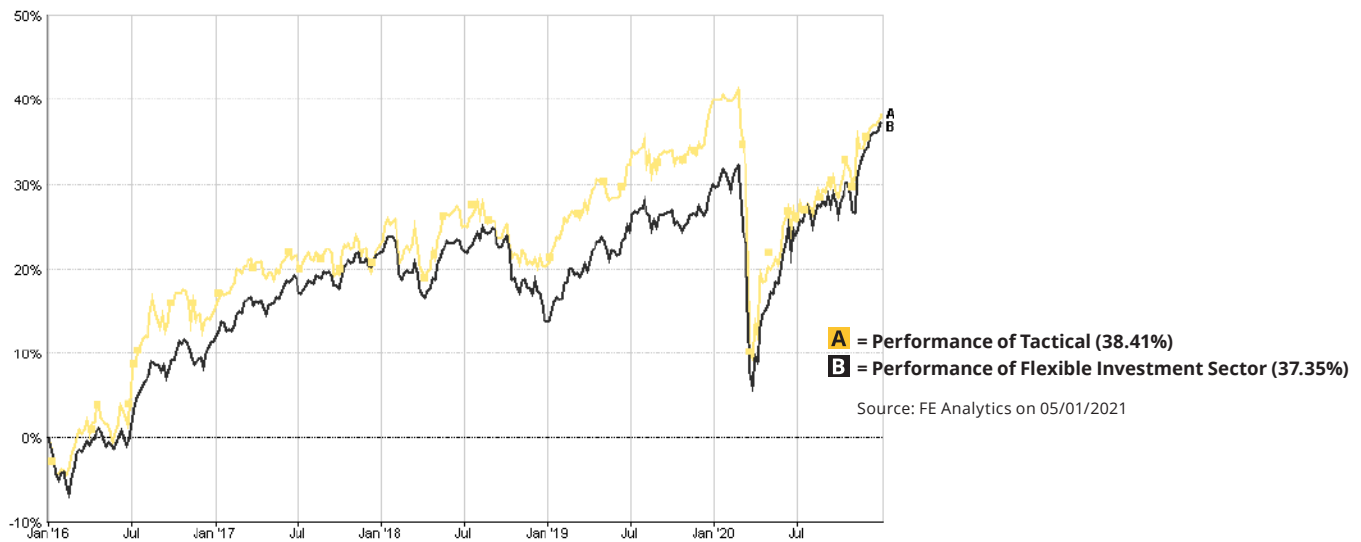
Source: FE Analytics on 05/01/2021

Ethical and Tactical investing

Via our strong ethical principles, we are proud to run our clients' money in a different format, where we take a view of the market under a 'Tactical' and/or 'Ethical' view as illustrated in the next two graphs. Our Tactical portfolio is designed to alter its risk tolerance through different points in time where we see it would be prudent to do so. The nature of this causes it to move from high risk to low risk frequently and is popular with our experienced investors. The Ethical portfolio has been tailored to our clients who wish to invest in a socially responsible manner and has been our best performing portfolio to date. In 2019 we were pleased to add Cautious risk and Above Average risk Ethical portfolios to our range.

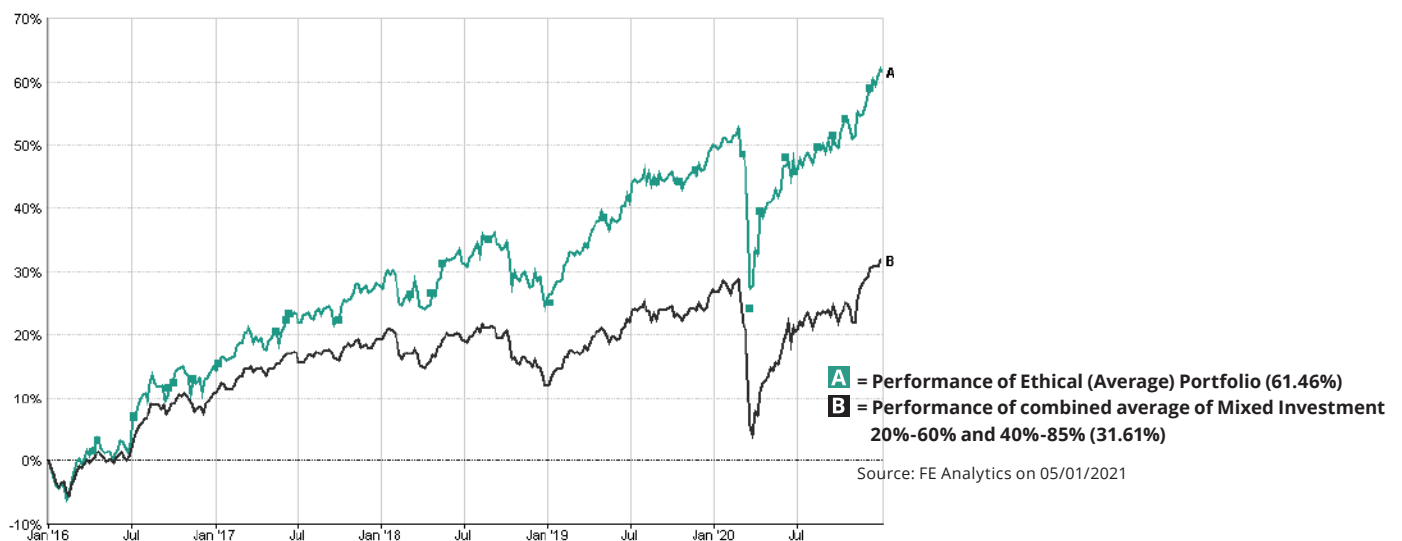
Tactical Portfolio

(Utilising the DPAS) Simulated performance and the Flexible Investment Sector Average from 01/01/2016 to 31/12/2020



Ethical (Average Risk) Portfolio

(Utilising the DPAS) Simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 01/01/2016 to 31/12/2020



NOTE FOR ALL GRAPHS: Price total return performance figures are calculated on a bid price to bid price basis with net income (dividends) reinvested. Performance figures are shown in Sterling. The figures assume that each switch took place at the earliest possible switching window after a switch advice communication was sent. Therefore, delays will mean that individual performances will vary from the above figures. The performance includes ongoing fees and charges for the relevant service level applicable to each Portfolio. Initial fees are not included. This document is provided for information purposes only and is not an invitation to invest.

THE VALUE OF UNITS CAN FALL AS WELL AS RISE. THE FIGURES REFER TO PAST PERFORMANCE. PAST PERFORMANCE IS NOT A RELIABLE INDICATOR OF FUTURE RESULTS.



Our investment service levels

Please contact an adviser for more information, including costs.

PENBERTH

We will automatically carry out a bi-annual valuation of your investments held. We will be in touch following each valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

PRUSSIA

This service is by email only. We will automatically carry out an annual valuation of your investments held. We will be in touch following the valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

TREVAUNANCE

This service is available to all clients. We will automatically carry out an annual valuation of your investments held. We will be in touch following the valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable.

KYNANCE

We will automatically carry out a bi-annual valuation of your investments held. An adviser will review these in light of your attitude to risk and current economic conditions. We will be in touch following each valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable. There will be the option to tailor this service with Quarterly Reviews dependent on your required management needs.

PORTHWARRA Ethical

This service is designed for clients looking to invest with a sustainable/ethical/socially responsible mandate. We will automatically carry out an annual or bi-annual valuation of your investments held (dependent on assets under management). At this time, we will either recommend changes where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

TEIGN

This service is available to clients with over £2,000,000 to invest. We recognise that certain high net worth investors may wish to have a more targeted and specialist advice process than typical. For example, more or less regular meetings, more regular valuations and reviews, or less advice in some areas where this is existing specialist knowledge. We always strive to provide a service which best fits individual client needs which is why we offer several services, not one. This service is designed to be fully bespoke and agreed on an individual basis.



CLOVELLY Mortgage Service

Our Clovelly service is designed to give our Mortgage customers ongoing care after the point of purchasing a new home, holiday home, buy-to-let property or releasing equity from an existing property.



A team of the highest quality and integrity

We are proud to attract top-quality professionals to Atkins Ferrie Wealth Management. Please browse our staff backgrounds within each of our offices to be confident of the overall quality of service we can offer.

ST AGNES



James Sculthorp-Wright BSc (Hons) DipPFS Cert PFS (DM)
STRATEGIC DEVELOPMENT DIRECTOR (CLIENT) & FINANCIAL ADVISER

James is responsible for ensuring all aspects of our customer service meet the high standards we expect. Alongside this, his role is to ensure our internal processes are as efficient as possible, which affords us more time to look after our clients. In addition to his Directorship, James is one of our financial advisers and specialises in long-term care planning. In his spare time, James volunteers for the South Western Ambulance Service as a first responder.



Christine Bolitho
HEAD OF ADMINISTRATION

Christine works closely with John Waldie, whilst continuing as the Principal for all administrative issues. After successfully completing the London Chamber of Commerce Industry Secretarial Intensive Course at Cornwall College, Christine spent 12 years in Architectural Administration with a further 17 years in Financial Administration covering both the Mortgage and Investment fields, which gave her the essential skills and knowledge prior to joining AFWM Ltd in February 2011.



Chris Towell CeMAP CeRER
MORTGAGE ADVISER

Chris joined AFWM Ltd in April 2017 following an 18 year career with GE Money where he worked in several different roles including Underwriting, Mortgage Adviser, Team Leader and Customer Experience and Outcome Manager. His current role is to drive the mortgage side of the business forward, incorporating a strong ethics-based belief into the mortgage field. He deals with both residential and buy-to-let or holiday home mortgages, equity release and reviews the protection needs of his clients.



Trevellyan Ward BSc (Hons) DipPFS
FINANCIAL ADVISER

Trevellyan joined in 2019 and brings with him a wealth of investment experience. After graduating with an Economics degree from the University of Bath, Trevellyan began a career in institutional asset management at Strathmore Capital, advising some of the world's largest pension funds on their investment strategies. He then moved to GAIN Capital to manage the firm's discretionary equity investment strategy and was integral in improving the firm's discretionary trading performance. As an Adviser, Trevellyan draws upon his extensive investment and client management experience to provide the first-class service AFWM Ltd is renowned for.

ST AGNES continued



Jo Allen

SENIOR MORTGAGE ADMINISTRATOR

Jo joined AFWM Ltd in 2015 following a 28 year career with NatWest Bank, the last 14 years of which she was joint Branch Manager with Sally Endean in St Ives. Jo works closely with Chris Towell and assists with the administration of all mortgage and equity release applications.



Oliver Walker MSc BSc (Hons)

FINANCIAL ADVISER (based in our Sherborne office from May 2021)

Ollie graduated with a Master's degree in Astrophysics from the Autonomous University of Barcelona in 2017. With a strong research based and mathematical background, he returned to Cornwall to join AFWM Ltd as a Research Assistant in April 2019. His role largely comprises of providing technical assistance to the advisers by investigating a wide range of investments, sectors and products. Ollie is also studying for a Diploma in Regulated Financial Planning, with the aim of utilising his knowledge and skillsets to become a qualified Financial Adviser at our new Sherborne office.



Chrissie Milner

SENIOR ADMINISTRATOR

Having moved to Cornwall in September 2016 after a 30 year career in business telecoms technology, Chrissie joined AFWM Ltd in April 2019 as Administrator to James Sculthorpe-Wright. Throughout her career, she has been passionate about companies delivering exceptional customer service to their clients, and therefore provides additional support to James in his role as Strategic Development Director (Client).

HELSTON



Ronnie Williams BA (Hons) DipPFS Cert PFS (DM) Certs CII (MP & ER)

QUALITY ASSURANCE DIRECTOR & FINANCIAL ADVISER

Ronnie has a BA Honours Degree in Economics and Geography from the University of Exeter. After graduating he worked for a multinational firm where he obtained his mortgage qualifications. Ronnie joined AFWM Ltd in August 2011, and worked closely with John Waldie whilst he obtained his Diploma in Regulated Financial Planning. He has worked as a Financial Adviser since 2013 and his wide range of skills enable him to provide a quality holistic approach to financial advice.



Tom Tripp FCCA ACA MIOd

CO-FOUNDER & STRATEGIC DEVELOPMENT DIRECTOR

A qualified Chartered Accountant and Chartered Certified Accountant, Tom has worked in the finance industry since 1987 and is a shareholder and director in the Chartered Accountancy practice, Atkins Ferrie. He is also a member of the Institute of Directors (London). Tom is responsible for the Marketing and Business Development of AFWM Ltd and has bolstered strong relationships with some of our charity and corporate partners including the National Trust and many more.



James Currie BSc (Hons) DipPFS

FINANCIAL ADVISER

James has a First Class degree in Accounting and Finance from Swansea University. He joined AFWM Ltd as a Research Assistant, providing technical support to the advisers while researching investments and products to recommend to clients. Having qualified for his Diploma in Regulated Financial Planning, he has been a Financial Adviser at the company since 2016.



Sally Endean

QUALITY ASSURANCE CO-ORDINATOR & EXECUTIVE ADMINISTRATOR

Sally assists Ronnie Williams on overseeing and managing the regulatory compliance needs of the business and general administration. Prior to joining AFWM Ltd in 2015, Sally enjoyed a varied career of 35 years with NatWest Bank, including joint Branch Manager of St Ives with Jo Allen for 14 years.



Katy Cox BA (Hons) DipPFS

RESEARCH ASSISTANT

Katy joined AFWM Ltd in March 2018 as a Research Assistant providing technical support to the advisers. She studied History at the University of Birmingham and in 2020 successfully completed her Diploma in Regulated Financial Planning. Katy is now building responsibility in Helston and working towards becoming a Senior Research Assistant.



Angela Reid

ADMINISTRATOR

Angela joined AFWM Ltd in January 2020 as an Administrator with a previous background of working for Independent Financial Advisers. Prior to this she has over ten years' experience of the hospitality and events industry including working at several five-star hotels.

ST IVES

**John Waldie** BSc (Hons) DipPFS MloD**CO-FOUNDER, MANAGING DIRECTOR & HEAD OF INVESTMENT COMMITTEE**

John obtained a First-Class Aeronautical Engineering degree from Manchester and enjoyed a ten year career with Rolls Royce PLC as a Turbine Technologist. Following this he made the move into Financial Planning and worked for various large firms before founding AFWM Ltd in 2011 with Tom Tripp. John has four Advanced Planning qualifications including Pensions and Investment Portfolio Management, meaning he is able to advise on a superior range of issues and offer a first class service to his clients.

**Rob Baylis** BA (Hons) FCA DipPFS**FINANCIAL ADVISER**

Rob has a BA Honours Degree in Accountancy from Birmingham Polytechnic and was awarded the tax prize whilst he was there. He qualified as a Chartered Accountant with Price Waterhouse in 1993 and worked for Magneti Marelli, as a Financial Controller and worked as part of the Senior Management team. He spent 15 years in the Renewable Energy Industry including time with Nuon and Vattenfall. During this time he was Head of Finance for the UK, Senior Acquisition Manager UK and Head of Onshore Development England & Wales. Rob joined AFWM Ltd in March 2015 after completing his Diploma in Regulated Financial Planning. Rob gained the additional qualification to become a Pension Transfer Specialist in June 2019.

**Andrew Steward****SENIOR FINANCE ADMINISTRATOR**

Andrew is responsible for the day to day reconciliation and processing of commissions, banking and finance, including payroll and accounting processes. He joined AFWM Ltd in October 2019 after working for many years as an administrator and accountant in the local hospitality industry.

**Hayley Goodchild****ADMINISTRATOR & RESEARCH ASSISTANT**

Hayley joined AFWM Ltd in January 2020 as an Administrator and Research Assistant. Hayley studied Psychology at the University of Plymouth and prior to joining AFWM Ltd was Production Co-ordinator for a Cornish retail company.

CHUDLEIGH

**Rob Coote** BEng (Hons) DipPFS**FINANCIAL ADVISER**

Rob graduated from the University of Exeter in 2015 with a degree in Mechanical Engineering and Management. During university, Rob played for the Exeter Chiefs, England Students and Great Britain Students rugby teams. Rob's sporting background has provided him with a strong work-ethic, great communication and the ability to lead. Combining these with the optimisation and management skills learnt whilst acquiring his degree gives him the relevant attributes to be an asset to the AFWM Ltd team and to help clients achieve their financial goals.

**Olya Edwards** BSc (Hons)**RESEARCH ASSISTANT**

Olya joined AFWM Ltd in May 2019 as a Research Assistant providing support to John Waldie and Trevelyan Ward. Originally from Belarus, Olya studied Medical Science at the University of Exeter and is fluent in three languages. She is now studying towards her Diploma in Regulated Financial Planning with the aim of becoming a qualified Financial Adviser. Olya is currently the principal research assistant managing the day-to-day running of the AFWM Ltd Dynamic Portfolio Assessment Service.

**Laura Burman****MARKETING & CHARITY CO-ORDINATOR & SENIOR ADMINISTRATOR**

Laura is the Chudleigh office manager and provides administrative support to Rob Coote. She is also responsible for co-ordinating the large number of charity events AFWM Ltd sponsor each year. Prior to joining the team at AFWM Ltd, Laura worked in the health and social care sector for 15 years, the last three of which was providing apprenticeships in a work-based training capacity. Laura is empathic, organised and provides a friendly and warm environment in our Chudleigh office.

**Zoe Watkins** BA (Hons) MA**TRAINEE FINANCIAL ADVISER**

Zoe recently joined AFWM Ltd as a Trainee Financial Adviser in February 2020. On a soccer scholarship, Zoe gained a First-Class degree in Economics from the University of Science and Arts of Oklahoma followed by a Master's degree in International Relations from the University of Exeter. In her role with AFWM Ltd Zoe works closely with Rob Coote whilst studying to gain her diploma in Regulated Financial Planning.

**George Galbraith** BSc (Hons) MSc**TRAINEE FINANCIAL ADVISER**

George has achieved a Master's degree with Distinction in Finance and Investment as well as holding a degree in International Relations and Politics from Plymouth University. He now joins AFWM Ltd as a Trainee Financial Adviser. Outside of work, George has a passion for hockey, playing National League for Ashmoor.



Mortgage matters

Let our advisers help you navigate the mortgage minefield and make the right choices for this most important of investments.

- **Are you looking to move home?**
- **When did you last review your mortgage?**
- **Is your current fixed-rate coming to an end or you need to remortgage?**
- **Are you paying more every month than you need to because you are on a variable rate?**
- **Do you need to reduce your mortgage payments?**
- **Are you planning any home improvements?**
- **Considering purchasing a buy-to-let property, holiday home or second home?**
- **Would you like to raise finance or refinance a large purchase?**
- **Do you need to help your children with their first property purchase or university fees?**
- **Do you need help with a self-build or commercial mortgage?**

Your mortgage is most probably the largest commitment and investment that you will ever make.

That is why it is so important to make sure you have the right mortgage for you that suits your individual circumstances.

Fully independent, and directly authorised, our adviser Chris Towell, is able to research every mortgage product available to the independent market, including those which are not available on the high street.

The first appointment is free of charge and we will then provide you with a tailor-made solution for your needs.

We believe in making the mortgage application process easy and straightforward for our clients, helping you to understand mortgages.

We provide our clients with an outstanding supportive service throughout the whole of the mortgage process. Existing clients return to us at renewal and are happy to refer new clients to us.

“

We are very, very happy with the service that was given. Chris made us feel very comfortable and at ease throughout the whole process of purchasing our first home. We couldn't have asked for any better and we wouldn't hesitate in using your company and Chris again. We have been highly recommending him to friends and family.

AB & KH, St Ives

If you would like to know more please contact either Chris Towell or Jo Allen on **01872 306422** or email chris.towell@afwm.co.uk



An introduction to equity release

Are you over the age of 55 and want to release cash tied up in your property without having to sell up? Then a lifetime mortgage may be a good option for you.

A lifetime mortgage is a form of equity release that allows you to take a tax-free portion of the cash tied up in your home. The amount you can borrow depends on your age and the value of your property.

Unlike a regular mortgage, you are not required to make any repayments before the end of the plan. Instead, each year, interest is added to the loan. The loan and the interest are repaid in full, usually from the sale of your property, when you die or have to go into long-term care.

There are all sorts of reasons you may wish to release cash from your home including but not limited to: home improvements, supplementing your retirement income, purchasing an investment property, gifting to a loved one or making special purchases.

Independent financial advice should always be sought before considering any form of equity release as it is vital that you are fully informed of the risks and costs.

“

There are all sorts of reasons you may wish to release cash from your home.

Holiday home mortgages

Our research shows that many holiday home owners and potential holiday home purchasers are not aware that there are specialist mortgages available.



All mortgage providers will require you to put down a deposit and this can be raised in a number of ways including existing savings, inheritance, accessing your pension (if over the age of 55) or by remortgaging your main residential property.

We are specialists in this area and as Independent Financial Advisers we can take into account your individual circumstances and advise you on the most cost-effective and tax-efficient method of buying your holiday home.

If you are intending to purchase your holiday home with cash, you may want to consider financing so you can grow your property portfolio more quickly.

If you would like to discuss your options on either of the above, or would like some help or advice, please contact us for a free consultation. Email: chris.towell@afwm.co.uk or call 01872 306422



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made in South Somerset

Visit Barrington Court, Montacute House and Lytes Cary Manor for spaces to relax, gardens and countryside to explore and stories to discover.

nationaltrust.org.uk/barrington-court

For everyone, for ever



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AFWM Ltd in the community

At Atkins Ferrie Wealth Management we are passionate about helping our community and supporting local charities.

The year 2020 was a year like no other. Unfortunately, all of the charity events we had planned to support were cancelled in response to the COVID-19 pandemic. However, we are now looking ahead to 2021 and are planning to support local charities and causes by sponsoring events in Cornwall, Devon, Dorset and Somerset.

Part of our mission statement is to use our success to help make the world a better place. We achieve this by not only positively transforming the image of financial services, but also investing our time and resources in supporting the community and working in partnership with charities.

Prior to the pandemic, in 2019 we sponsored more than 20 charity events in the South West. We worked closely with the National Trust, Royal Horticultural Society and Rotary International in Great Britain and Ireland. In addition to our usual event sponsorships, in 2021 we would like to sponsor ten village fetes in the South West. If you know of any village fetes that would be interested in this support and would like to discuss sponsorship for 2021, please contact us by emailing info@afwm.co.uk

CHARITY EVENTS SUPPORTED IN 2019

National Trust

Greenway Literary Festival
Killerton Apple Festival
Coleton Aglow

Cornwall Garden Society

CGS Spring Flower Show

Royal Horticultural Society

RHS Rosemoor Spring Flower Show
RHS Rose Weekend
RHS National Rhododendron Show
RHS Apple Weekend

Rotary International in Great Britain and Ireland

Rotary 1775 District Conference 2019
Bideford Water Festival – Bideford Rotary
Tavistock Rotary Golf Day
Newquay Rotary Golf Day

CHICKS Children's Charity

CHICKS Annual Golf Day

Other Charity Events and Sponsorship

Charity Valentine's Candlelit Dinner – Sunrise Appeal
Chagford Show
Cornwall Home Improvement / Home Build Show
Chudfest Summer Fete
Dawlish Firecracker Swimming Event
Chudfest Christmas Fayre
St Agnes Christmas Fayre
St Ives Rugby Club, supporting home games



RHS
GARDEN

Rosemoor

A garden for everyone

Many thanks to Atkins Ferrie Wealth Management for supporting our events

- RHS National Rhododendron Show (April)
- Rose Weekend and Craft Market (June)
- Vintage Weekend (August)
- Rosemoor Flower Show (August)
- Autumn Food & Forage
- Glow – winter illuminations



Book online at rhs.org.uk/rosemoor
Torrington, Devon, EX38 8PH
Your visit supports our work as a charity

RHS
members
go free



Atkins Ferrie Wealth Management



What is inheritance tax (IHT)?

Our basic guide to this important financial question.

IHT is a tax paid on any money or assets (the estate) exceeding the relevant threshold at time of death, that a person leaves behind when they die. For the tax year 2021/22 the threshold is £325,000. The value of any assets below this amount will not be subject to IHT. Anything over the amount is subject to a 40%* deduction of IHT. *36% if more than 10% of the estate is left to charity.

Married couples and civil partners can pass assets to each other free of tax on death. They can also pass on any of their unused threshold to the surviving partner. An additional 'nil-rate band' will be applied to those leaving their main residence to direct descendants (conditions and qualifying criteria apply). In 2021/22 this band is £175,000 and will increase in line with the CPI in subsequent years.

MINIMISING IHT AND REDUCING YOUR ESTATE

A simple way of reducing your estate is to 'gift' your assets away. However, there are limits to the extent to which you can do this. Below is a list of the limits that apply to certain gifts for the tax year 2021/22:

- Annual Exemption = £3,000 p.a. (you can carry any unused annual exemption forward to the next year, but only for one year)
- Small Gifts Exemption = £250 (as many as you like in a tax year as long as no other exemption has been used on that person)
- Wedding Gifts: £5,000 per child, £2,500 per grandchild. £1,000 to anyone else (e.g. friend)
- Gifts to charities, national museums, universities, the National Trust, political parties and other institutions are exempt in full
- Regular gifts from income after tax are fully exempt provided they fall within normal expenditure and do not impact their standard of living (see Regular Gifts from Normal Income Record opposite)

OTHER WAYS OF REDUCING YOUR IHT LIABILITY

There are other mechanisms that can also be used to reduce your potential IHT liability such as:

- Making a Potentially Exempt Transfer (PET)
- Making a Chargeable Lifetime Transfer (CLT)
- Gifting into a Trust
- Tax-efficient investments that offer benefit such as Business Property Relief (BPR) after two years

RECORDING GIFTS

When you die, the Executors of your estate will need to produce evidence of the gifts made during the last seven years of your life. Keeping a record of this will expedite the process of any HMRC checks.

Also, as gifts made as part of normal expenditure are exempt from IHT, it is good practice to keep a record of your income and normal expenditure. This will support your Executors as it shows that the gifts are regular and evidences that you can afford the gifts through your income without withdrawing them from your capital.

This list is not exhaustive. Please call us on **01872 306422** to book a free, non-obligatory appointment with one of our advisers to discuss your circumstances in more detail.

We recommend this be kept with your will

INHERITANCE TAX GIFT RECORD

DATE OF GIFT	NAME AND RELATIONSHIP OF GIFT RECIPIENT	DESCRIPTION OF ASSETS FORMING GIFTS AND EXEMPTION UTILISED	VALUE AT DATE OF GIFT
<i>e.g. 01/10/19</i>	<i>John Smith (Son)</i>	<i>Cash – annual exemption</i>	<i>£3,000</i>

REGULAR GIFTS FROM NORMAL INCOME RECORD

INCOME	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
Tax year in which gifts made							
Salary							
Pensions							
Bank and other interest							
Investments							
Rents							
Annuities (income element)							
Other							
Minus income tax paid							
Net income							

EXPENDITURE	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
Mortgages							
Insurance							
Household bills							
Council tax							
Travelling costs							
Entertainment							
Holidays							
Nursing home fees							
Other							
Total expenditure							
Surplus (deficit) income for the year							
Gifts made (must not exceed surplus income)							