



**NEW LIVELY:**  
We've rebranded  
with a fresh new look  
for the road ahead.  
We hope you like it.

## Decade of growth in Lanark prompts move

Our Lanark office celebrates its tenth birthday this year, which has been marked with a move to new premises at 62 Bannatyne Street. It's the perfect place to take our Lanark office forward into the next decade. **Niall Milner** launched the original Lanark office and has seen the D&R business expand considerably. The Lanark team outgrew their office accommodation at the auction market and had to look for new premises with more space. After a thorough refit the new office includes 'hot desks' and a private meeting room, so our D&R team of specialists can work here and meet clients.



**Niall  
Milner**

**Building on our strengths:** Well known for valuation and utility work, our Lanark office has seen a rise in property and land sales and predicts more healthy growth in sales almost immediately! D&R also has specialists in agricultural and forestry consultancy. The additional space in our new premises enables us to offer these specialist services to our clients in Lanark. Our phone number remains the same – **call us on 01555 66 66 55** or pop into the new office for a chat.

**New crop –  
Woodland  
opportunities**



**Growing  
agricultural  
consultancy**



**New offices  
Berwick-upon-Tweed  
& new staff**





Iain Kyle & Chris Edmunds

## Our new woodland consultant asks: is woodland a real option for you?

**Farmers and landowners across Scotland and Northern England are seriously considering forestry options.**

**In Scotland**, recently announced government targets for forestry planting are expected to lead to the creation of 10,000-15,000ha of new woodland/year. Combined with Scottish Government grants, it makes establishing new Scottish woodland very attractive.

**In Cumbria and Northumberland** the UK tax benefits and thriving markets for timber/ forest products plus the potential to increase land values, means establishing forestry on farms and estates is also gaining momentum.

**Iain Kyle, Forestry Manager** based at our Cockermouth office, manages forestry related work for D&R: "Whilst not all agricultural land is suitable or

economic to plant, it is worth farmers and landowners assessing opportunities both in terms of earning capacity and long term asset value. Certain types of land, including land that can be classed as 'middle-hill', can achieve values over and above agricultural value when selling for forestry purposes.

**Chris Edmunds, D&R Director** said: "We're seeing growing demand from investors looking to buy plantable land and have just handled sales of 780 acres in Northumberland and 1,600 acres in Dumfries & Galloway destined for planting. There are also strong enquiries from prospective purchasers looking to buy existing woodlands and forests".

New forestry plantations can work alongside farming. We advise on everything from planting to harvesting, ensuring maximum benefits from woodlands. **Call Iain Kyle, D&R Forestry Manager on 01900 268 633.**

## Home builders looking for land – is yours ripe for development?



We're seeing considerable interest from house builders and developers in Northern England and Scotland, particularly across the Central Belt and cities, towns



Ian Austin

and villages with good infrastructure like railway stations or easy access to main roads. The new Borders Railway and

Aberdeen Western Peripheral Route have also opened up potential for development.

**Action:** If you think your land has potential for development, we can organise the Planning work to help you secure an allocation in the Local Development Plan. We also advise on, negotiate and assist with development options, as well as tendering potential sites to our list of developers. It's what we do on a daily basis so we can make the process as simple as possible for you.



Rhona Booth

**Contact your local office, Ian Austin on 0131 449 6212 or Rhona Booth on 01307 490 220**

## 2016: 80% AECS applications successful £5M funding secured

In recent years we've seen an increase in agri-environment funding under the Agri-Environment Climate Scheme (AECS) in Scotland and the Countryside Stewardship Scheme in England.

Between 2015 - 2020 AECS aims to put £350m into environmental enhancement and protection works - it may be an opportunity to secure agri-environment funding beyond the CAP. If you missed out on funding this year, why not talk to us about opportunities for the next round?

**Wide ranging services:** Across our network of offices, D&R processed almost 500 IACS/BPS applications last year. We also look after clients with Nitrate Vulnerable Zones (NVZs) across Scotland and Northern England.

**Specialist reassurance:** Our work doesn't end with a completed application form. Many clients



Gervase Topp

look to us for ongoing support, providing reassurance for farmers who want to get on with what they do best, leaving follow up, paperwork and complexities to our professionals.

### One client said:

**"It's massively reassuring - especially when an inspection is due."**

The Maud office is our key agricultural knowledge base in Scotland. Our Consultants spend a lot of their time managing various schemes; it's often a long-term commitment (up to 5 years) and is as much about building effective relationships as it is a process. Knowledge is only of use if it is shared - that's something we do regularly across our network of offices. **Contact your local office or Gervase Topp in Maud on 01771 613 717.**

## Increasing land sales

At D&R, we've seen an increase in sales over the last two years, across a variety of property types, selling to and acting for a wide range of purchasers.

The RICS recently published its Rural Land Market Survey, with the media projecting Brexit uncertainty and falling land values. Our closer examination highlights an improved 12 month projection and currently no evidence that Brexit affects marketability.



George Hipwell

2017 is promising. We've already closed a variety of property sales in agricultural, rural residential and equestrian sectors.

10 properties have been introduced to the open market: 4 are under offer after successful closing dates and 4 more have closing dates set for June. There's also been an increase in private transactions and off market sales. It's about getting the right assessment of property characteristics, valuation advice and marketing strategy. **Contact your local office, George Hipwell or Fiona Paul on 01506 811 812**

## Scottish Land Reform Update - 13th June Amnesty

The Land Reform (Scotland) Act 2016 continues its roll-out but right now, the most significant date to be aware of is: 13th June - when the amnesty for Tenants Improvements starts. It will be limited to 3 years.

If you've made qualifying Schedule 5 improvements during your farm tenancy but did not serve correct notice, you'll be able to apply for these to be classified as Tenant's Improvements. Having these recorded may entitle you to compensation if your tenancy ends. Consideration should also be given to specialist equipment that may be worth more at waygoing as Tenant's Fixtures. **Contact your local office or Derek Bathgate on 01556 50 22 70.**



Derek Bathgate

## Berwick-upon-Tweed is the second office south of the Border

**Staking more territory in Northern England, the new Berwick-upon-Tweed office opened in February, servicing the growing number of clients throughout Berwickshire, Roxburghshire, East Lothian and Northumberland.**

It's perfectly located on the Ramparts Business Park, home to many agricultural supply



**Fergus Thomson**

businesses. The office is led by our Senior Surveyor Fergus Thomson (who some of you may recognise

as a former Scotland rugby international), supported by Rural Assistant Eilidh Muir who has a BA in Rural Business Management from SRUC.



**Eilidh Muir**

Fergus said "We provide a wide range of rural professional services to farmers, and land owners across Scotland and

Northern England. A D&R strength is the breadth of specialists across our locations. Clients find being able to tap into this wealth of knowledge very reassuring. We've represented farmers affected by the new Borders Railway and are supporting land owners in negotiations for utilities and infrastructure work. **Call Fergus Thomson on 01289 543 222**

## New Land Agent

**We're delighted to welcome our newest Land Agent.** Helen Rickard (F.I.A Scot) joined our team in the Bathgate office in March. Helen's family moved from their Lancashire dairy farm to a mixed farm in Aberdeenshire. Post school, Helen joined Aberdeen and Northern Marts, working her way up to become an Auctioneer, selling both north and south of the border. Helen has a very practical and down to earth style and we're delighted that she has joined us. **Call Helen Rickard on 01506 811 812**



**Helen Rickard**

## The Great Glen Challenge - can you support our teams?

**RSABI Great Glen Challenge is in its 6th year and raises thousands for those in need in rural Scotland.**



**David Paterson**

This year 1/3 of our staff will be involved - we've entered THREE teams and just started training to make it easier to achieve the 46km mountain biking, 6km kayaking, 18km walking and a 17km run. Our target is £3,000. Can you help us on our journey? If you'd like to sponsor us, visit our donation page <http://uk.virginmoneygiving.com/team/DRx3> or call Niall Milner on 01555 66 66 55.

## Tasty time at the Great D&R Bake Off

**Team bonding doesn't get much better than in a taste test. The Great D&R Bake Off took place this spring in our Edinburgh office. The company wide event was a bit of fun, friendly competition and chance to gather informally for a change.**

Themed 'Agricultural Show Stopper', the judges were our own Paul Hollywood (Derek Bathgate) and Mary Berry (Fiona Paul).

Best Decoration was won by Iain Kyle (Cockermouth) and Best Taste went to Kirsten Tait (Edinburgh).

