



Expanding your Horizons

You are never too old to learn. In November I was lucky to be selected for the pilot Scottish Enterprise International Learning Journey to Memphis, USA, in conjunction with Edinburgh University. The business visits were real learning opportunities and back home at D&R, we're already implementing ideas that were developed during the trip.

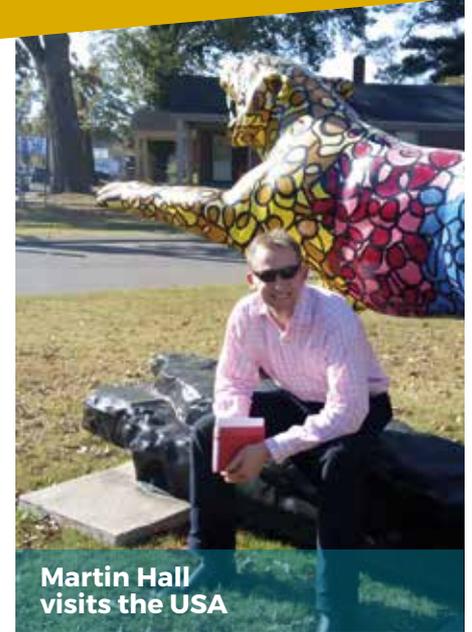
■ **FedEx HQ** - 260 planes/day in and out. Five million parcels handled in four hours. FedEx invest heavily on staff training, they strongly believe that training empowers people to do their best (something we agree with at D&R). They have three "sheds" each containing seven flight simulators (at a cost of \$140 million) for staff training which is key in their success in guaranteeing delivery in 24 hours anywhere in the world.

■ **Agri Innovation Centre** - there is real value in a 'hub' of like-minded businesses (retail, research and rural) feeding off each other with innovation that is properly funded and enthusiastically marketed.

■ **St Jude's Hospital** was the highlight. A 'free' hospital to treat rare forms of cancer in

children. To be 'free' St Jude's needs to raise \$875m per year. In 2017 they raised a staggering \$1.3b. This level of fundraising is only achievable because of a highly effective customer relationship information system which focusses on the "customer" experience.

Understanding that your customer is king is very relevant to D&R.



Martin Hall visits the USA

D&R has grown substantially, but our focus has not changed - we're always looking to add value to our clients businesses in a proactive way. That's why we're working to better understand what our clients want, we're investing in our staff training and adapting to market changes. All this becomes increasingly important as the BREXIT effect comes into play.

Martin Hall, Managing Director



Piloting a new learning experience

Blowing the Gasket on energy



Getting the best property sale



Agricultural diversification



PROFESSIONAL SERVICES



David Paterson from our Lanark office with Fiona Paul centralised Sales Co-ordinator

Getting the best sale – are you putting a property on the market?

2017 was great for our clients selling properties – on average we achieved 20% above asking price in a year that recognised a national drop in the number of acres sold.

“Our centralised D&R Sales Team works closely with our local offices to ensure clients benefit from a locally tailored campaign and national coverage. This approach works well and has helped D&R achieve a threefold growth in sales – increasing our market share.” **George Hipwell** Associate Director

Case study: Romanno Mains Farm in Peebleshire

Romanno Mains Farm came on to the market in April and went to closing bids in June 2017. It was one of the first brochures to feature our new branding and the sales package benefitted from drone video footage. Details were circulated to our database and shared with the farming press and national property portals.

The 450-acre farm attracted interest from across the UK and in less than two months it sold at 20% above asking price.

“A note just to thank you. Everything went through smoothly due to your input and is very much appreciated. Sincere thanks again”

Rita and Bill Walker



For more information contact your local office or Fiona Paul – Sales Co-ordinator on 01506 811 812.

Subsidy applications landing on your doorstep – are you up to date and ready?

Changes to Greening rules

The European Commission published updates to the Greening Rules that came into effect on 1st January 2018.

There are amendments to specifications AND it also means some farmers will be lifted out of the Greening requirement. Read more about this on our website or contact your local office for details.

BPS Entitlement transfers – are you thinking of buying/selling BPS Entitlements? You have **until 2nd April**.

BPS Eligibility criteria changes – the RPA has dropped the Active Farmer rule for BPS from 2018 onwards in England only. The respective authorities in England and Scotland have also removed the Negative List, creating opportunities for Basic Payment claims for: airports, railways, waterworks, sports and recreation grounds, and real estate services.

Last paper submissions. 2018 is the last year for paper application submissions. We can help you complete the forms on-line and submit them on your behalf.

If you would like guidance on the rule changes around Greening requirements, help with payment scheme applications, or assistance selling/buying entitlements – contact your local D&R office.

STOP PRESS

D&R is SPONSORING the Young Farmer's Tug O' War at the Royal Highland Show.

Saturday 23rd June: Good luck to the 20 teams of 6 people pulling for their Clubs.

Growing relationships

D&R Agricultural Consultancy teams often find that first contact with new clients is triggered by the arrival of IACS/ BPS paperwork. We have many long standing clients who looked for help with their SAF's and now use our agricultural consulting service right across their business.

Case study: maximising agricultural diversification

W & L Greig & Son have been clients since 1999. Their 372-ha farm near Banff, Aberdeenshire, is an LFA mixed arable and grassland unit. William and Lydia are in partnership with their son Brian:

"We've been working with the D&R Maud team for nearly 20 years. They've guided and advised on various schemes as well as IACS & NVZ'S every year."

The Greig family are always looking to grow and develop their business, maximising the potential of environmental benefits, farm income and diversification opportunities.

In 1999, our first project was to complete their Countryside Premium Scheme (CPS) application. Since then, we've developed an ongoing relationship as their Agricultural



Consultants; we understand what they want to achieve, and they appreciate the knowledge and value we can add.

Schemes we have successfully supported applications for include:

- Rural Stewardship Scheme (RSS)
- Grampian forest SFGS
- Scottish Rural Development Programme (SRDP)
- Agri Environment Climate Scheme (AECS)
- Best Practise Incentive Scheme (BPIS) (Under the Scottish Water)

The Greig's have planted 39ha of Sitka Spruce woodland, created ponds, managed raised bogs and wetlands, planted hedges and developed wildlife habitats.

The diversification RDP grant enabled them to build 4 luxury timber lodges in their open Scots Pine woodland to capitalise on tourism trade. www.aberdeenshireluxurylodges.com

For three consecutive years, Brian successfully applied for AECS to improve public access that provides paths for the local community.

Future plans include a focus on energy, investigating wind turbines and battery storage. We are on hand to explore these options.

"D&R staff are always well up to date with the latest information on current schemes available and more than happy to suggest which ones would suit our business best in the short and long term. They are friendly and approachable and if they don't have the answer to hand, they'll do their best to find one. With Brexit not far away, I'm sure there will be many new challenges ahead, but I have no doubt D&R will keep us well informed." Brian Greig.



Case study from Ruth Smith, Maud.

Our Agricultural Consultants can help you maximise your funds potential - **contact your local D&R office.**

Brexit



The only certain statement we can make about Brexit is that it has created huge uncertainty for all UK businesses. Some of the most pertinent considerations for UK agricultural include: the future of subsidies, legislative change, potential changes to taxation, potential lack of migrant labour, impact on land values, potential loss of vital trade agreements and access to the European market. So, what can rural and agricultural business do to navigate uncertain times?

It's often hard to find time outside the daily management of our businesses, but we must take time to develop the best understanding of how our businesses operate now; what factors impact the bottom line most and how these can be manipulated. D&R strongly encourages clients to benchmark their businesses, gaining greater appreciation of costs and income streams.

Uncertainty also creates opportunity, so consider farming your assets rather than just agriculture – look at alternative land use requirements to complement the existing business.

For some, structuring your business now to enable an orderly exit from hands-on farming in 2-5 years may be an option.

For others it may be a case of looking at alternative land tenure arrangements such as contract or share farming agreements, or considering succession planning for early retirement. The next generation of land managers can often bring new ideas and an energetic approach.

Regardless of the final form Brexit takes, businesses that are proactive and fully understand their asset base, income and costs will be best placed to succeed. D&R can provide strategic business advice to farmers, businesses and landowners, and help turn Brexit's uncertainty into a positive direction for the future.

Ian Austin, Edinburgh.

Contact your local office to explore your options.

Office News

Room to grow - Office move from Bathgate to Linlithgow



February saw our Bathgate team of six move to new larger office at Linlithgow – we're now closer to Stirling and the M9. We still have the same phone number, just a new address, so call in to see us at Suite 6, West Philpstoun Steading, Linlithgow, EH49 7RY.
Tel: 01506 811 812.



Fergus Thomson



Stephanie Adams

1st Birthday in Berwick

Estate management continues to be a core service in the Borders but establishing our Berwick office has significantly increased the range of consultancy. There's been real growth in valuations, compensation claims, support on IACS; and more involvement with clients on development projects.

We're also pleased to welcome Stephanie Adams to our team. She is working part time until she completes her Rural Business Management degree at SRUC Edinburgh this summer. **Contact Fergus Thomson on 01289 543 222.**

Diary Date:

30th May - SCOTSHEEP Kings Arms Farm, Ballantrae, KA26 0NH

See you on our stand.

BLOWING THE GASKET ON ENERGY

Can rural dwellers say farewell to fossil fuelled cars?

The UK car market is changing. Diesel is becoming a political pariah and new car buyers are voting with their wallets, moving back to petrol and buying electric or hybrid cars. Diesel has long been the fuel of choice for the rural dweller.

So, is the rural world ready for an electrically propelled future? For my money, not yet.

The first issue with pure electric

is invariably range. 'Affordable' electric vehicles under £50,000 usually offer ranges under 200 miles, falling short for rural workers.

The second issue is lack of infrastructure for charging. It works if your life is spent on the motorway but not if you're driving down the Kintyre Peninsula or around the Lake District. Rural businesses need to start thinking about installing chargers on

their premises, as there are few charging points right now.

Throw in the colder temperatures of Northern England and Scotland that seriously dent battery range and it's not looking good. The compromise is a hybrid vehicle and most manufacturers are planning to launch new models over the next 3 years; choice is coming.

Niall Milner, Lanark.

Gearing up and grants for the electric future



Rural tourism businesses should start installing electric charge points in their car parks - especially whilst there are still grants available.

D&R is installing an electric charging point at our HQ car park for staff and visitors.

Grants available

UK Government is offering £300 per socket, (up to 20 sockets per business) via a voucher system through the Office of Low Emission Vehicles (OLEV). The Energy Savings Trust is offering additional funding for charge points where there is public benefit based on specific criteria.

If you are considering a charge point for your property you may be eligible for the domestic OLEV grant contribution of £500 toward the cost, but you must have the EV vehicle before you apply.

The rise of electric vehicles presents opportunities for landowners. Electrical energy demands will rise and require infrastructure changes to fuel e-vehicles. A plethora of car charging points/stations will be needed, together with grid infrastructure, if the country's electric dreams are to be realised. Land will be required to host such apparatus and D&R is best placed to advise on how to capitalise from such developments.

The winds of change - are back again

If all these new electric or hybrid cars that my colleague Niall Milner has commented on are to truly reduce our carbon footprint they need to run on 'clean' electricity.

Coupled with government policies to reduce our carbon footprint, the Renewables market has reacted and we at D&R have witnessed a noticeable spike in enquiries from on-shore wind farm developers looking for sites once again. Some developers are looking to develop renewable energy parks, with wind, solar and battery storage elements.

This offers great opportunities for land owners and secure agricultural tenants to benefit from such potential development. In a subsidy free world, developers are looking for sites with good wind speeds, access and grid capacity. If you think your farm or estate ticks these boxes then it's worth speaking with one of our D&R Renewables experts.

Derek Bathgate, Ayr and Castle Douglas.

Contact your local office to find out more.

Top marks - topping up qualifications

Congratulations to all our staff who have passed professional exams with flying colours:

The Royal Institution of Chartered Surveyors (RICS) is the world's leading professional body for qualifications and standards in land, property, infrastructure and construction. Qualifying as Chartered Surveyors are:

- **Murray Philp** MRICS, Forfar office.
- **Sam Sykes** MRICS, Lanark office.

The Central Association of Agricultural Valuers (CAAV) is a specialist professional body whose members provide advice and valuation expertise on issues affecting the countryside. Our newest Fellows (FAAV) are:

- **Sam Sykes** MRICS, **FAAV**, Lanark office.
- **Gervase Topp** MRICS, **FAAV**, Associate Director and Branch Manager - Maud office.
- **Alison Aitken** MRICS, **FAAV**, Senior Surveyor - Linlithgow office.



Murray Philp



Sam Sykes



Gervase Topp



Alison Aitken

Introducing new team members:



Tim Roads



Alasdair Cunningham

Tim Roads BSc (Hons) MLE MRICS, **Senior Surveyor, Edinburgh** - he is a Chartered Surveyor and RICS Registered Valuer with several years' experience gained in Northern England and Scotland.

Alasdair Cunningham **Agricultural Consultant, Maud** - he has worked for SGRPID as an Agricultural Officer for ten years and for LEADER; he has a wealth of financial business planning and funding knowledge.



Hannah Melville



Emma Homer

Hannah Melville MSc PhD, **Rural Assistant, Linlithgow** - a PhD graduate of St Andrews University, Hannah is a Rural Assistant in our Linlithgow office.

Emma Homer BSc, **Rural Assistant, Cockermouth** Emma graduated from Warwick University with a BSc in Biological Sciences, specialising in environment management and genetics.

Hannah and Emma are both studying for a Masters in Rural Estate and Land Management at Harper Adams University.

Charity C2C - mapping and walking the Southern Upland Way



Jill Sloan (RSABI) and Molly Beattie

We are supporting RSABI on their fundraising event - the Southern Upland Way Walk (Britain's first official Coast to Coast route). Stretching 212 miles it spans from Portpatrick to Cockburnspath (roughly between our offices in Ayr and Berwick.)

Molly Beattie from D&R Castle Douglas produced the route maps using 'QGIS' mapping software as part of her training to become a Rural Surveyor. We are donating the route maps for entrants and will be taking part in all 12 legs of the walk too.

Join us?

Follow the story on Twitter: [#gregorsWAY18](https://twitter.com/gregorsWAY18)

