

## Significant new infrastructure projects in the pipeline - if you are likely to be affected, engaging with your agent at an early stage will be beneficial

**D&R has seen an increase in infrastructure and development projects affecting clients across Scotland and Northern England. From road and rail networks to renewables and electrical infrastructure investments, there are significant projects affecting landowners/occupiers now and several in the pipeline.**

**See you at  
AgriScot on  
STAND 135**

From experience, we know that engaging in the process at the earliest possible stage can make a significant difference in the longer term – and in most cases, clients' costs will be met by the project.

As we see demand to 'de carbonise' and generate electricity from renewable sources, we know there is set to be huge investment in electrical infrastructure.

In Scotland, new offshore developments are coming onshore and the networks need significant expansion to harness that power. There are also multiple projects across Scotland where existing pylons are being upgraded. Other energy projects need to consider too – like solar power and battery storage. We've also heard talk of a hydrogen pipeline coming down through Scotland from SGN (previously Scottish Gas Networks).

Acting as an agent for clients, we can act quickly, engage in early discussions, help mitigate impact, consider practical issues you will face, and negotiate on your behalf. If you are facing any form of land/property purchase or if contractors or utility companies require access to your land, and you haven't yet engaged an experienced agent, **contact your local D&R office or speak to Ian Austin on 0131 449 1151.**

**Property  
market update**



**Forestry growth**



**Infrastructure  
issues**



**New Aberdeen  
location**



# UTILITIES, ENERGY & INFRASTRUCTURE

Head of Department: Director Ian Austin



## Taking Control of Electricity – Time for Solar to Shine.

**Author: Niall Milner, Director**

**As the well-publicised rises in the price of electricity for consumers and businesses are set to bite this autumn, is it time for tariff free small scale solar to be given serious consideration?**

Whilst there are no longer tariff payments for solar, the cost has tumbled since the introduction of the feed in tariff. A 4.5kW array with Solar diverter can be installed for around £6,000. This will provide around 4,000kWh of electricity annually that can be sold under the Solar Export Guarantee Scheme (SEG) for around 5.5p/kWh; or more importantly, used to offset the purchase of grid supplied electricity – which is where the real savings now lie.

Obviously, the power is generated in daylight hours and will fluctuate with the seasons. Nonetheless with electricity costing 30p/kWh or more on some tariffs, the savings can be significant if solar consumption can be maximised and sale of excess minimised. This clearly suits an office or working farmhouse scenario where the usage of electricity largely

## The continual rise of battery storage

**Author: Stuart Lobb, Associate Director**

With much media discussion on energy prices and energy security, the battery energy storage system market is becoming increasingly more important and with battery storage operators seeing revenues continuing to grow, these operators and developers remain eager to

coincides with daylight hours. Excess can be harnessed with a solar diverter to provide immersion heating to a hot water tank, and with a suitable EV charger, sent to a car battery. Dependent on the usage pattern there is also the ability to divert excess to battery storage for use in the evening.

Within Scotland SME loans are available from Business Energy Scotland and domestic loans are available from Home Energy Scotland for residential schemes (owner occupier and landlords) to help manage the cash flow of installing the technology.

It is also worth noting that currently Solar photovoltaics (PV) attracts 9-10 points on an EPC assessment which would help significantly in meeting minimum efficiency targets for let properties in a non-invasive way for occupied houses.

Of course, there are practical considerations to review in terms of an installation. What is the roof orientation? Is there overshadowing that needs avoided if possible? What condition is the steading roof in? Is there a heritage designation that would restrict ability to install?

Many people have reassessed solar in light of the energy price rises and demand is high with installers struggling to keep with enquiries. Nonetheless solar remains a relatively low cost and compelling option to control business exposure to retail energy prices and Davidson & Robertson are actively pursuing schemes for property management clients.

**For more information contact your local D&R team or Ian Austin on 0131 449 1151.**

secure ever more land rights for battery storage sites across Scotland and Northern England. We are engaged in both large and small scale projects with a renewables team dedicated to delivering successful outcomes for land / site owners. **For more information contact your local D&R team or Ian Austin on 0131 449 1151.**

**Read more on battery storage on our website**  
<https://bit.ly/Battery-storage>

## Growing our team to meet client demands

**There has been massive growth in infrastructure, energy, and utility projects.**



Paul Fear

With decades of experience in these sectors we are leading edge in the industry, supporting an increasing number of clients affected by these projects. As such, we believe we now have the largest and most experienced team in Scotland. Our newest recruit is Paul Fear who joins us as Land Agent based in our Edinburgh office.



Peter Series and Merle Boyd

Keeping pace with this growth, we have also actively recruited specialists to join our team and are pleased to welcome Peter Series and Merle Boyd as Perth based Consultants who both have years of experience. Merle began her career as a Graduate Surveyor at D&R and both have reached senior levels within the industry. They have a well-established and respected reputation at a senior level.

## Lewis Anderson, Director – takes the lead rein

**As a Chartered Surveyor and Member of the Institute of Agricultural Management, Lewis is now the director in charge of our Rural and Agency team.**

With over 20 years' experience as a Chartered Surveyor, we are excited that he is taking on a wider role which focuses on increasing market share for sales and valuations. Lewis also has a stud of prize winning Dartmoor ponies and these strong roots in the equestrian arena are proving to be an asset for clients looking to buy or sell equine properties. We are also seeing an increasing number of equestrian properties coming to market.

### The equine and rural property experience

Lewis said "We have evolved our approach to provide an even more tailored service for those looking to buy or sell properties. This more refined practice guides clients through their equine, farm, or rural property journey and has a very personal and proactive approach which is supported by in-depth practical knowledge that clients tell us makes a real difference."

**If you are considering buying or selling, call our sales team for a confidential, no obligation discussion on 0131 449 1155.**



Joe Bell



William Dalrymple



Martin Hall



Emma Savage



**Equine Market resilience:** The equine market is still very strong, and despite current fluctuating economic uncertainties, we have a number of equine properties coming to market in the coming months.

In the last year D&R has successfully sold a range of rural and equestrian properties including:

- Equestrian property with fantastic facilities and access – prompt sale well in excess of asking price.
- Rural lifestyle property – 20+ offers achieving 50% above asking price.

*'My wife and I have bought & sold quite a few properties over the last 35 years, and it is always very stressful. D&R with their totally professional but always pleasant and personable approach made selling our property as pain free as it can get.' Mr B*

**Turning around an unsuccessful competitor listing** – taking on an unsold equine property we applied our pro-active approach and quickly had the property under offer – here's how:

- Pre-sale due diligence to ensure a quick and hassle-free conclusion of sale.
- Professional marketing material with drone footage, high quality photos and great sale particulars.
- Broad but targeted marketing strategy that included buyers list, social media, local press, web portals.
- Under offer within a week of launch.

**Expanding the team:** Recently promoted to Associate, Emma Savage has moved over from our Property & Forestry team to support Senior Director Martin Hall on complex negotiations relating to valuations and compensation, landlord & tenant matters, and planning and development issues.

### On the move in Aberdeen. **NEW OFFICE**

With an established presence in North East Scotland, we have made a move to larger, more accessible office space in Aberdeen. Both Lewis Anderson and Andrew Frank have a wealth of local and agricultural knowledge and are supported by specialists in the D&R team.



Andrew and Lewis

**NEW Aberdeen Office flash:  
1 Rubislaw Place  
Aberdeen, AB10 1XN  
Tel: 01224 933 800  
Email: [aberdeen@drrural.co.uk](mailto:aberdeen@drrural.co.uk)**



Lewis Anderson

## 2022 Rural property market update

Author: Will Dalrymple, Associate



**The rural property market in 2022 so far has provided an increased supply in comparison to 2020 and 2021. In regard to the rural residential market, areas near large urban settlements have seen an unprecedented amount of interest from people looking to relocate from built up areas. Flexible working patterns and the ease of working from home has driven this increase in demand.**

The market for farms has been dominated by demand outstripping supply. This has been driven by a mixture of investors looking to buy farmland for woodland creation opportunities and from farmers looking to expand. Interest rates have been exceptionally low but have started to rise, and we wait to see how the current economic uncertainty affects mortgage deals and buyer confidence in the longer term.

We have noticed a particular increase in demand for existing dairy units or farms with potential for conversion to a dairy farm. Milk prices have increased by around 50% over the last 12 months which is driving this increased demand. The South West of Scotland, traditionally known for being home to a large number of Scotland's dairy farms, has been a very active area for farm transactions in the last year.

**For agricultural buyers, Scotland continues to offer value for purchasers compared to other parts of the UK with land in Scotland on average 50% of the equivalent rate in England and about 60% of the same land in Wales for the same quality of land.**

Following almost 2 years of living under the impact of Covid-19 and the political socio-economic decisions made, there are now signs of rising inflation and interest rates. In the past this has meant that agricultural land, and more widely, estates and forestry, has seen

increased demand as investors seek a mechanism to hedge against turbulent times. The competition for such assets throughout 2021 and so far in 2022 is also testament to the desire of buyers to invest in tangible assets and of progressive agricultural businesses to expand their operations.

The market for commercial forestry and for planting land has been very buoyant, however the heat seems to be coming out of the market slightly. Land with planting potential seems to be taking slightly longer to sell and the prices paid are coming back into line with the 5-year average. The conflict in Ukraine is having a large impact on the forestry and woodland market, immediately through the rapid rise in fuel costs but also due to the importance of Russia as a timber exporter. With the supply of timber products from Russia cut off, timber prices in the UK and Western Europe are likely to remain high. Post conflict rebuilding efforts will undoubtedly require timber, fuelling long term demand.

As we enter the final quarter of the year we have witnessed a rise in interest rates and a sharp rise in the cost of living. The supply of rural property be it a lifestyle property, equipped farm or bare land seems to be continuing a pace. Despite the above mentioned factors, we are still receiving a large volume of enquiries from buyers looking for rural property and the demand levels are remaining high.

## Scottish Agriculture Bill and future policy

The Scottish Government has published consultation proposals for the Agricultural Bill, which will be introduced to parliament in 2023. This Bill will outline the overarching framework for future Scottish agricultural policy from which future legislation will be derived. The proposal summarizes how the Government proposes to create a sustainable and adaptable agricultural sector, meeting its objectives for climate change and high quality food production whilst balancing the need for nature restoration and wider rural development.

The key proposals outlined in the consultation include:

- A new four-tier system for farm payments, of which two tiers will be non-competitive with basic eligibility criteria. The second will be competitive (you will need to apply and applications are then ranked) with eligibility criteria focused on delivering targeted nature restoration, area specific support for beef and sheep and providing advisory services.
- The Knowledge Transfer and Innovation Fund (KTIF) will provide financial support to promote skills development focused on agriculture/crofting and eligible innovation projects.
- Modernising Agricultural Tenancy legislation will support diversification benefiting biodiversity and mitigating climate change.
- Fair Work conditions to all agricultural workers including receipt of the real Living Wage.

If you are in the agriculture /food sector you have until 21st November to respond to the consultation.

**Visit [www.consult.gov.scot](http://www.consult.gov.scot) for more information.**



## PROPERTY & FORESTRY

# Growing our team

**There has been an unprecedented growth in the forestry industry within the last few years, and greater growth predicted for the future.**

With our clients' needs in mind, we have expanded our forestry team to build on this demand. We welcome Keith Muir as Associate Director heading our forestry team – he has 25 years' experience working in the forestry industry and is supported

by Archie Dodds as Forestry Manager and Eilidh Smith as Graduate Forester.

**For forestry enquiries, contact Keith Muir on 01556 502 270.**



Keith Muir



Niall Milner



Archie Dodds



Eilidh Smith



Donna Riseborough

Donna Riseborough joined our team as Property and Lettings Manager. She has been in the property arena since 2007 and has built up a great deal of experience – particularly in the area of Residential and Commercial Lettings.

## UTILITIES, ENERGY & INFRASTRUCTURE

Head of Department: Director Ian Austin

### “Know your rights”

**Author: Ian Austin, Director**

Any infrastructure scheme is a complex project which often involves tricky and intricate negotiations frequently with long term implications. Being involved with clients when a project is first announced makes a huge difference – be that negotiating to adjust infrastructure routes, agreeing suitable mitigation measures and equipment, compensation and potentially including injurious affection (the negative impact on your wider/remaining property).

**“It's about guiding those affected through each stage of the process, which could be a very long, and protracted period. Consideration must also be given to the wider impacts and potential unforeseen consequences that could impede existing, and future alternative uses of the property.”**

**Pylons:** If you have a pylon on your land, it is highly likely that it will require some form of upgrade works in the coming years. We are aware of multiple lines right across Scotland

that are due to be upgraded to higher voltages. This requires restringing of lines, new insulators and potentially works to foundation and often require temporary roads to be installed.

There are also new cable/pylon/pole requirements across the country – and especially along the east coast where offshore energy needs to come onshore. These agreements can have long term and potential far reaching unforeseen consequences that need to be mitigated and compensated. A cable in the wrong place, with wide rights, may sterilise any alternative future alternative land use. If you think you may be affected – contact your local D&R Agent.

### **Vast increase in renewable developers requiring grid connection:**

We have been making clients aware that this is a commercial negotiation, not a standard energy company wayleave and they should seek to negotiate. Speak to your agent if you think your land may unlock a potential site.

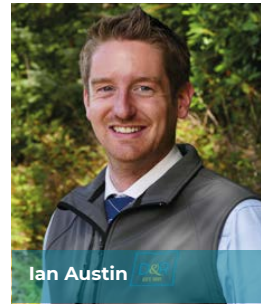
### **Active and pipeline infrastructure market – will you be affected by long term and often unforeseen consequences?**

HS2 in Scotland – Annandale, Dumfries and Galloway, has been earmarked for HS2 sidings (it is

currently on hold until a decision from the government is pending). Electrification of Borders Railway Line will demand higher use of electricity from the grid and is just another example of how electricity is driving infrastructure.

D&R has continually been involved with one of England's largest water pipeline schemes, which carved its way across the Cumbrian landscape. Whilst the project began in 2014, we are still dealing with issues that are affecting farmers and landowners today. Another imminent project in the north of England is the Haweswater Aqueduct Resilience Programme which will replace 109km of ageing pipeline through to Manchester. This aqueduct provides water to 2.5+ million households and the cost of refurbishment has already soared to £1.8 billion. There are also highway upgrades including the A66 dualling project.

In most cases your D&R Agents costs are likely to be met by the project. **If you are unsure or need a confidential discussion, call Ian Austin (Scotland) on 0131 449 1151 or Chris Edmunds (Northern England) on 01900 268 633.**



Ian Austin

## Growing with our Graduates



**D&R welcomed six new Graduate Surveyors who are spending the next two years on our Graduate Programme. Working towards their APC exams, they will undertake 8 month rotations across our departments.**

### Introducing our 2022 Graduates:

**Eliza Severs** graduated from the Royal Agricultural University with a 2.1 BSc (Hons) Degree in Rural Land Management.

**Iona Smith** graduated from SRUC Edinburgh in 2022 with a BA Honours Degree in Rural Business Management.

**Nathaniel Walton** graduated from Harper Adams University in 2022 with a 2.1 BSc (Hons) Degree in Rural Enterprise and Land Management.

**Katie Kolita** graduated from Harper Adams University in 2022 with a BSc (Hons) Degree in Rural Enterprise and Land

Management after undertaking a placement year at a firm in Cheshire.

**Samantha Murdoch** completed an Honours degree in Geography from the University of Aberdeen in 2021 and returned to further her knowledge with a Masters of Land Economy (MLE).

**Kirsty Barr** studied at Scotland's Rural College Edinburgh and graduated in 2022 with a 2.1 BA Honours Degree in Rural Business Management.



Sarah, Will and Emma

**Promotions:** Our clients expect the best professional service, and for us to achieve that, we need to nurture our team and recognise skills, expertise, and achievements across the board. Professional development has been tough during the last couple of years, so we really do want to commend them all for



Abigail Wass

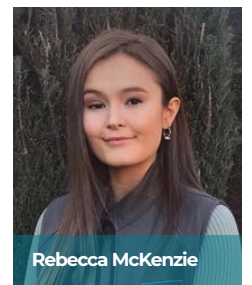
their hard work and ability to grow in their professions.



Ian French

The latest promotions include Sarah Bennett promoted from Senior Land Agent to Associate, William Frazer promoted to

Senior Land Agent, Emma Savage promoted from Senior Surveyor to Associate, Abigail Wass promoted to Land Agent. In Edinburgh Head Office, Ian French has been promoted to Finance Manager and Rebecca McKenzie to Senior HR Advisor.



Rebecca McKenzie



## New National Junior Vice President of CAAV

This year, Martin Hall our Senior Director, became Junior Vice President of CAAV (Central Association of Agricultural Valuers.) CAAV members are agricultural and rural valuers who provide

professional advice and valuation expertise on issues affecting the countryside. Martin was elected to the Executive Committee in 2021 and is a member of the CAAV Panel of Arbitrators.