

Public Document Pack

Argyll and Bute Council
Comhairle Earra Ghaidheal agus Bhoid

Customer Services
Executive Director: Douglas Hendry



Kilmory, Lochgilphead, PA31 8RT
Tel: 01546 602127 Fax: 01546 604435
DX 599700 LOCHGILPHEAD

19 June 2013

ARGYLL AND BUTE LOCAL REVIEW BODY RECONVENED MEETING - COUNCIL CHAMBER, KILMORY, LOCHGILPHEAD on WEDNESDAY 26 JUNE 2013 at 9.30AM

I enclose herewith further written submissions as requested by the Argyll and Bute Local Review Body at their meeting held on 14 May 2013.

BUSINESS

- 3. CONSIDER NOTICE OF REVIEW REQUEST: ARDUANE FARM, ARDUANE, KILMELFORD**
 - (g) Further Written Submissions from Planning Authority (Pages 1 - 4)**
 - (h) Further Written Submissions from Applicant (Pages 5 - 24)**

ARGYLL AND BUTE LOCAL REVIEW BODY

Councillor Gordon Blair
Councillor Sandy Taylor (Chair)

Councillor Rory Colville

Contact: Hazel MacInnes Tel: 01546 604269

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Local Review Board (LRB)**13/0002/LRB****Proposed Dwellinghouse, Arduaine Farm, Arduaine, PA34 4XQ**Development Management submission

Development Management were recently asked for a list of proposed planning conditions and reasons should the LRB decide to approve request for review 13/0002/LRB. Below is a list of recommended conditions. In addition to these conditions, any approval on the basis of operational/locational need on land beyond allocated 'settlement' would normally be underpinned by a Section 75 legal agreement tying the house to the land to prevent a break-up of the holding which would undermine the entire justification for such an approval, to the detriment of the adopted development plan. Development Management officers recommend tying the house to the entire farm holding of the applicants, given that a claim of operational need is based on the farming operation that exists there as well as the contracting/engineering business that is currently seeking to establish a planning permission or certificate of lawful use.

Subject to the prior conclusion of a Section 75 Agreement noted above, the recommended conditions are:

1. That this permission is granted in terms of Section 59 of the undernoted Act for planning permission in principle and further approval of the Planning Authority shall be required for matters specified in conditions, such application must be made before whichever is the later of the following:-
 - a) the expiration of a period of 3 years from the date of this permission.
 - b) the expiration of a period of 6 months from the date on which an earlier application for the requisite approval was refused.
 - c) the expiration of a period of 6 months from the date on which an appeal against such refusal is dismissed.

And in the case of b and c above only one such application can be made after the expiration of the period of 3 years from the original planning permission in principle.

Reason: In accordance with Section 59 of the Town and Country Planning (Scotland) Act 1997 (as amended).

2. No development shall commence on site, or is hereby authorised, until the following information has been submitted by way of an application(s) for approval of matters subject to condition and approval has been given in writing by the Planning Authority.
 - A detailed site layout plan at a scale of 1:500 showing the proposed house in detail
 - Water supply and drainage arrangements
 - Landscaping and planting arrangements
 - Access, parking and turning provision

Plans and elevations of the proposed dwellinghouse which shall incorporate the following elements:

- Finished in white wet dash roughcast or smooth render, natural stone, timber or a mixture of these finishes;
- Have a roof covering of natural slate or good quality slate substitute;
- Be single or one and a half storey
- Incorporate windows with a strong vertical emphasis;
- Have a roof pitch of not less than 37 and not greater than 42 degrees;
- Be predominantly rectangular in shape with traditional gable ends not exceeding 6 metres.

Reason: In the interests of visual amenity and in order to maintain the character of the area and integrate the proposed dwelling house with its surroundings.

3. Pursuant to Condition 2 - no development shall commence until an appraisal of the wholesomeness and sufficiency of the intended private water supply and the system required to serve the development has been submitted to and approved by the Planning Authority.

The appraisal shall be carried out by a qualified hydrologist and shall include a risk assessment having regard to the requirements of Schedule 4 of the Private Water Supplies (Scotland) Regulations 2006 which shall inform the design of the system by which a wholesome and sufficient water supply shall be provided and maintained. The appraisal shall also demonstrate that the wholesomeness and sufficiency of any other supply in the vicinity of the development, or any other person utilising the same source or supply, shall not be compromised by the proposed development.

The development shall not be brought into use or occupied until the required water supply system has been installed in accordance with the agreed specification and is operational.

Reason: In the interests of public health and in order to ensure that an adequate private water supply in terms of both wholesomeness and sufficiency can be provided to meet the requirements of the proposed development and without compromising the interests of other users of the same or nearby private water supplies.

4. Pursuant to Condition 2 – no development shall commence until a scheme of boundary treatment, surface treatment and landscaping has been submitted to and approved by the Planning Authority. The scheme shall include details of:

- Location, design and materials of proposed walls, fences and gates;
- Surface treatment of proposed means of access and hardstanding areas;
- Any proposed re-contouring of the site by means of existing and proposed ground levels.
- Proposed hard and soft landscape works.

The development shall not be occupied until such time as the boundary treatment, surface treatment and any re-contouring works have been completed in accordance with the duly approved scheme.

All of the hard and soft landscaping works shall be carried out in accordance with the approved scheme during the first planting season following the commencement of the development, unless otherwise agreed in writing by the Planning Authority.

Reason: To assist with the integration of the proposal with its surroundings in the interest of amenity.

5. Occupation of the dwelling shall be limited to a person solely or mainly employed at Arduaine Farm Services Ltd and Arduaine Farm and the direct family of such a person.

Reason: In order to underpin the claim of operational need submitted without which the proposal would be contrary to the provisions of the Development Plan.

6. This planning permission in principle is granted in accordance with the details specified on the application form dated 19/02/12 and the approved drawing reference numbers:

Plan 1 of 2 (Location Plan)

Plan 2 of 2 (Site Plan)

Reason: For the purpose of clarifying the approved details that form part of this permission.

NOTE TO APPLICANT

- This permission constitutes a **Planning Permission in Principle** under Section 59 of the Town and Country Planning (Scotland) Act 1997 as amended and as such does not authorise the commencement of development until matters requiring the further consent of the Planning Authority have been satisfied.
- Having regard to Regulation 12, application(s) for the Approval of Matters Specified in Conditions must be submitted within 3 years from the date of which Planning Permission in Principle was granted. The exception being where an earlier submission for the Approval of Matters Specified in Conditions was refused or dismissed on appeal, in which case only one further application in respect of all outstanding matters requiring further approval of the Planning Authority may be submitted within a period of 6 months from determination of the earlier application. Any elements of the Planning Permission in Principle for which further approval of the Planning Authority has not been sought within the time periods summarised above will no longer be capable of being implemented within the terms of this permission.
- In order to comply with Section 27A(1) of the Town and Country Planning (Scotland) Act 1997 (as amended by the Town and Country Planning etc. (Scotland) Act 2006), prior to works commencing on-site it is the responsibility of the developer to complete and submit the attached 'Notice of Initiation of Development' to the Planning Authority specifying the date upon which the development will start.
- In order to comply with Section 27B(1) of the Town and Country Planning (Scotland) Act 1997 (as amended by the Town and Country Planning etc. (Scotland) Act 2006), it is the responsibility of the developer to submit the attached 'Notice of Completion' to the Planning Authority specifying the date upon which the development was completed.

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Request for Further Information

Local Review Body Reference 13/0002/LRB

Please find attached additional information requested following the site visit and LRB meeting on the 14th May 2013.

Item (a)

The applicant would confirm that Arduaine Farm Services Ltd although originally established as supplementary to the farm business has now outgrown this position and now constitutes a significant business in it's own right.

Item (b)

A Certificate of Lawfulness application ref: 13/01066/CLAWU has been submitted for the use of Arduaine Farm premises in connection with this business. A copy of the validated application is attached for your information.

Item (c)

A Business Case for locational and operational need for the proposed development at Arduaine Farm is attached. This comprises the applicant's Statement and a summary of the company's Business Diversification Plan.

J.R.Litster 28th May 2013

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Argyll and Bute Council
Comhairle Earra Gháidheal agus Bhóid

Development and Infrastructure Services

Director: Sandy Mactaggart

Municipal Buildings Albany Street Oban PA34 4AW

Admin e-mail address: amanda.hutton@argyll-bute.gov.uk
Planning Officer e-mail address: planning.hq@argyll-bute.gov.uk

Our Ref: 13/01066/CLAWU
Scottish Gov Ref: 000063905-001

28 May 2013

Mr Michael Campbell
J R Litster Architectural Services
Half Acre Hill
Craobh Haven
Lochgilphead
PA31 8UA

Dear Sir/ Madam,

TOWN AND COUNTRY PLANNING (SCOTLAND) ACT 1997 (AS AMENDED)

APPLICANT: Mr Michael Campbell

PROPOSAL: Certificate of lawfulness - use of existing farmyard and shed for the storage of plant, machinery and materials associated with agricultural contracting and engineering business

SITE ADDRESS: Arduaine Farm Arduaine Oban Argyll And Bute PA34 4XQ

I acknowledge receipt of your application for certificate of lawfulness which was received on 23rd May 2013, together with the fee of £382. Further to checking your application it has been found to be valid on receipt and has now been registered.

Your application reference number is 13/01066/CLAWU which should be quoted in all communications with the Council. Please note that for the purpose of the planning decision notice, the description of your application will be as described in the "proposal" above. If you disagree with this description in any way, please do not hesitate to contact the Area Office in order for any changes to be made. Contact should be made within 5 working days of this letter to allow for any changes to be made.

If you have not received a formal decision within 2 months of the valid date noted above and you have not agreed in writing that the above period can be extended, you can appeal to the Scottish Government in accordance with Section 154 of the Town and Country Planning (Scotland) Act 1997.

If you wish to appeal against the non determination of your certificate of lawfulness, you should write to the Directorate for Planning and Environmental Appeals, 4 The Courtyard, Callendar Business Park, Callendar Road, Falkirk FK1 1XR. The service of the notice of appeal must be received by the Directorate for Planning and Environmental Appeals within six months of the expected decision date unless the application has already been referred to the Scottish Government.

If this situation does arise, I would suggest that you get in touch with the relevant Area Planning

Office to discuss the application since an appeal may not be necessary. If you wish to discuss the application while it is with the Council, please contact either my Administration Officer Amanda Hutton on 01546 604842 or Allocated To Area Office on 01546 605518 who is the Planning Officer dealing with the case.

From 1st September 2006 you can view progress of this or any other application by visiting the Councils Web Site at www.argyll-bute.gov.uk clicking on the "Public Access" icon and entering the application number. The "public access" module will allow you to see if any representations have been received on the application, together with an estimated/target report date.

Yours faithfully

Angus J. Gilmour
Head of Planning and Regulatory Services



Central Validation Team at Argyll and Bute Council Whitegates Road Lochgilphead PA31 8SY

Tel: 01546 604840

Fax: 01546 604822

Email: planning.hq@argyll-bute.gov.uk

Applications cannot be validated until all necessary documentation has been submitted and the required fee has been paid.

Thank you for completing this application form:

ONLINE REFERENCE 000063905-001

The online ref number is the unique reference for your online form only. The Planning Authority will allocate an Application Number when your form is validated. Please quote this reference if you need to contact the Planning Authority about this application.

Site Address Details

Planning Authority:

Full postal address of the site (including postcode where available):

Address 1:	<input type="text" value="ARDUAIN FARM"/>	Address 5:	<input type="text"/>
Address 2:	<input type="text" value="ARDUAIN"/>	Town/City/Settlement:	<input type="text" value="OBAN"/>
Address 3:	<input type="text"/>	Post Code:	<input type="text" value="PA34 4XQ"/>
Address 4:	<input type="text"/>		

Please identify/describe the location of the site or sites.

Northing	<input type="text" value="710602"/>	Easting	<input type="text" value="179945"/>
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Applicant or Agent Details

Are you an applicant, or an agent? * (An agent is an architect, consultant or someone else acting on behalf of the applicant in connection with this application)

Applicant Agent

Agent Details

Please enter Agent details

Company/Organisation:

J R Litster Architectural
Services

You must enter a Building Name or Number, or both:*

Ref. Number:

Building Name:

Half Acre Hill

First Name: *

James

Building Number:

Last Name: *

Litster

Address 1 (Street): *

Craobh Haven

Telephone Number: *

01852 500365

Address 2:

Extension Number:

Town/City: *

Lochgilphead

Mobile Number:

Country: *

UK

Fax Number:

Postcode: *

PA31 8UA

Email Address: *

jim.litster@me.com

Is the applicant an individual or an organisation/corporate entity? *

Individual Organisation/Corporate entity

Applicant Details

Please enter Applicant details

Title: *

Mr

You must enter a Building Name or Number, or both:*

Other Title:

Building Name:

Hill House

First Name: *

Michael

Building Number:

Last Name: *

Campbell

Address 1 (Street): *

Arduaine

Company/Organisation:

Address 2:

Kilmelford

Telephone Number:

Town/City: *

By Oban

Extension Number:

Country: *

UK

Mobile Number:

Postcode: *

PA34 4XQ

Fax Number:

Email Address:

Type of Application

This application is to ascertain which one of the following would be lawful: *

- An existing use of buildings or land.
- An existing operation or development.
- Any other matter constituting a failure to comply with any condition or limitation subject to which planning permission has been granted.

Description of Existing Use of Buildings or Other Land and/or Existing Operations

Description of Existing Use, Buildings or Operations

Describe the existing uses, building works or operations for which you want a certificate of lawfulness: * (Max 500 characters)

Use of existing farmyard and shed for the storage of plant, machinery and materials associated with agricultural contracting and engineering business.

Existing Use Class

If a certificate of lawfulness is sought for either an existing use or an existing use in breach of a condition, please state the Use Class as described in the Town and Country Planning (Use Classes) (Scotland) Order 1997 the use relates to: *

Class 4 Business (Office/Light Industry)

Is there more than one use or activity/operation? *

Yes No

Grounds for Application for a Certificate of Lawfulness

Please state the grounds under which the certificate is sought: *
(Note: at least one option must be selected)

- The use began more than 10 years before the date of this application and has operated continuously.
- The use, building works, or operations in breach of condition began more than 10 years before the date of this application.
- The use began within the last 10 years, as a result of a change of use not requiring planning permission, and there has not been a change of use requiring planning permission in the last 10 years.
- The operations (for instance, building or engineering works) were substantially completed more than 4 years before the date of this application.
- The use as a single dwelling house began more than 4 years before the date of this application.
- Other – specify (this might include claims that the change of use or building work was not development, or that it benefited from planning permission granted under the Act or by the General Permitted Development Order).

Are there any existing planning permissions, Certificates of Lawfulness, enforcement notices or breach of condition notices affecting the application site?

Yes No

Information in Support of a Certificate of Lawfulness

When did the use or activity begin, and/or when were the building works or operations substantially completed? *

01/04/98

What information or documentation are you providing with your application to support this date? *

- A plan
- Evidence to substantiate your grounds of application
- Other supporting information

In the case of an existing use or activity, including an existing use or activity in breach of conditions, has there been any interruption or material change to the continuous use? *

Yes No

Does the application for a Certificate relate to a residential use where the number of residential units has changed?

Yes No

Please explain why you consider a Certificate of Lawfulness should be granted: *
(Max 500 characters)

The applicant has continuously used the existing farmyard and shed at Arduaine Farm for the storage of plant, materials and equipment associated with his agricultural contracting and engineering business established on 01/04/1998 as a sole trader enterprise and subsequently incorporated as Arduaine Farm Services Ltd on 29/08/2003.

Pre-Application Discussion

Have you discussed your proposal with the planning authority? *

Yes No

Any other Particulars or Supplementary Information

Please provide any other particulars or information here which you consider may be relevant:
(Max 500 characters)

This application relates to a request for further information by the Local Review Body in relation to review reference: 13/0002/LRB

List of Documents, Drawings or Plans which accompany this Application

Please provide a full list of documentation, drawings or plans which accompany this application which you are submitting as supporting information and evidence: * (Max 500 characters)

Location Plan, Copy of VAT Registration Certificate for Arduaine Farm Services, Copy of the Certificate of Incorporation of a Private Limited Company for Arduaine Farm Services Ltd.

Interest In Land

Please state the applicant's interest in the land: *

Owner Lessee Tenant Occupier Other

Planning Service Employee/Elected Member Interest

Is the applicant, or the applicant's spouse/partner, either a member of staff within the planning service or an elected member of the planning authority? *

Yes No

Checklist - Application for a Certificate of Lawfulness of Existing Use or Development

The burden of proof in a Certificate of Lawfulness is firmly with the applicant and therefore sufficient and precise information should be provided.

Please complete the following checklist to make sure you have provided all the necessary information in support of your application. Failure to submit the required information may result in your application being deemed invalid. The Planning Authority will not start processing your application until it is valid.

A copy of a plan, showing the boundary of the site. The plan should identify the land to which the application relates and should be drawn to an identified scale. Where such an application specifies two or more uses, operations or other matters, the plan which accompanies the application is to indicate to which part of the land each such use, operation or other matter relates. *

Yes No

All evidence provided in support of your application. *

Yes No

A statement setting out the applicant's interest in the land, the name and address of any other person known to the applicant to have an interest in the land and whether any such other person has been notified of the application. *

Yes No

You must submit a fee with your application. Your application will not be able to be validated until the appropriate fee has been received by the planning authority.

Declare - Certificate of Lawfulness - Existing Use or Development

I, the applicant/agent certify that this is an application for a Certificate of Lawfulness as described in this form and the accompanying plans/drawings and additional information.

Declaration Name: James Litster

Declaration Date: 20/05/2013

Submission Date: 20/05/2013

WARNING:

Section 153 of the 1997 Act provides that it is an offence to knowingly or recklessly provide false or misleading information or to withhold material information with intent to deceive.

Section 152(7) enables the planning authority to revoke, at any time, a certificate they may have issued as a result of such false or misleading information or if material information has been withheld.

Payment Details

Cheque: Mr Michael Campbell, 000672

Created: 20/05/2013 23:31

Page 14
CERTIFICATE OF REGISTRATION
FOR
VALUE ADDED TAX



HM Customs
and Excise

ARDAINE FARM SERVICES LTD
WATTS COTTAGE
ARDAINE FARM
KILMELFORD
BY OBAN
ARGYLL
PA34 4XQ
005/00000013

REGISTRATION NUMBER 699 6537 53

EFFECTIVE DATE 1 APRIL 1998

AMENDED
CERTIFICATE ISSUED ON 13 NOVEMBER 2003

RETURNS TO BE MADE IN RESPECT OF
PERIOD ENDING 31 DECEMBER 2003
AND THREE MONTHLY THEREAFTER

NO BANK DETAILS SUPPLIED.

LEGAL ENTITY INCORPORATED COMPANY

TRADE CLASSIFICATION 01410 -
AGRICULTURAL SERVICES

Please check the above details are correct. It is particularly important that your bank details are accurate as they will be used to make any repayment of tax that may be due to you.

You should inform the National Registration Service of any error or change in these details. Please refer to the supplement of notice 700/1 *Should I be registered for VAT?* or refer to the Customs and Excise website at www.hmce.gov.uk, to find out which of the registration sites you should contact.

If you need further advice and help please ring the Customs and Excise National Advice Service on 0845 010 9000 between 8.00am and 8.00pm, Monday to Friday. If you have hearing difficulties, please ring the Textphone service on 0845 000 0200.

If you would like to speak to someone in Welsh, please ring 0845 010 0300, between 8.00am and 6.00pm, Monday to Friday.



**CERTIFICATE OF INCORPORATION
OF A PRIVATE LIMITED COMPANY**

Company No. 255062

The Registrar of Companies for Scotland hereby certifies that
ARDUAIN FARM SERVICES LTD

is this day incorporated under the Companies Act 1985 as a private
company and that the company is limited.

Given at Companies House, Edinburgh, the 29th August 2003



THE OFFICIAL SEAL OF THE
REGISTRAR OF COMPANIES



Companies House

— for the record —

The above information was communicated in non-legible form and authenticated by the
Registrar of Companies under section 710A of the Companies Act 1985

notes

— Site Boundary

Site Location: 179973E 710592N

client
Mr Michael Campbell
Hill House, Arduaine

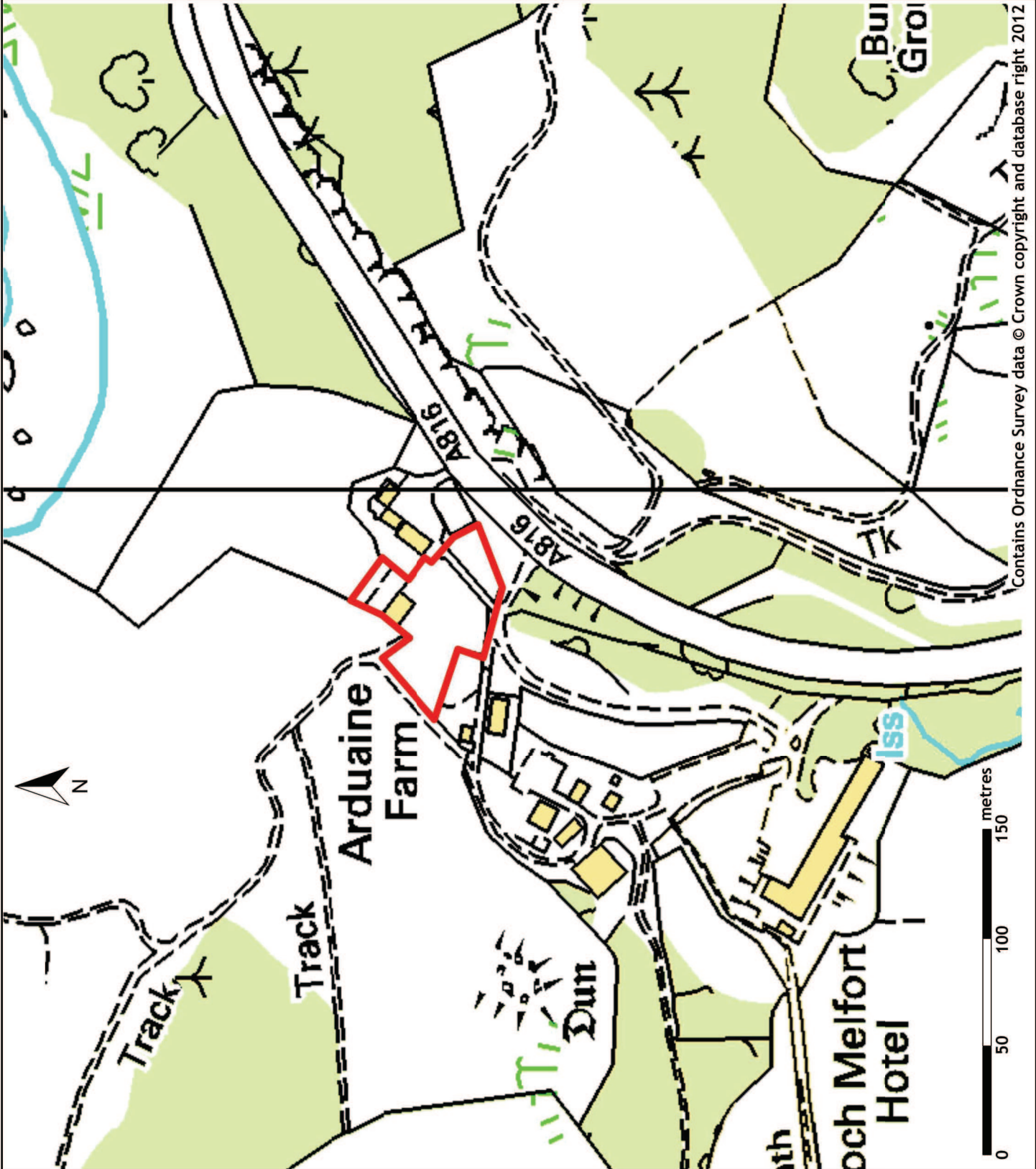
project
Arduaine Farm
Argyll, PA34 4XQ

drawing
Location Plan

project no drg.no revision date
033 033/CLU01 20.05.13

scale drawn checked date
1:2500@A4 JRL 20.05.13

j.r.litster architectural services
half acre hill, craobh haven, lochgilphead pa31 8ua
tel: 01852-500365 jim.litster@me.com



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Request for Further Information

Local Review Body Reference 13/0002/LRB

**Business Case for locational and operational need for a house
development on the proposed site at Arduaine Farm**

28th May 2013

Arduaine Farm is run by the applicant and his wife, Mr and Mrs Campbell alongside Arduaine Farm Services Ltd, a family contracting business which operates from the farm premises. Mr and Mrs Campbell currently reside with their two sons in a property in Arduaine, about a kilometer along the A816 main road from the yard at Arduaine Farm. Administration of the business is carried out from a home office in their current residence.

Arduaine Farm Services Ltd is a successful contracting company specialising in the installation and servicing of private water supplies. It was established by the applicant in 1997 and over the years has installed and maintained a significant number of private water supplies in the Argyll and Islands area. Originally started to supplement the farm income, over the years it has grown into a significant business in its own right now providing the family with it's main source of income. The business currently employs three full time employees and provides an important local service installing and maintaining a large number of commercial and domestic water supplies in the area. In recent years the company has carried out a substantial amount of work in association with Argyll and Bute Council's grant scheme aimed at improving the quality of existing private water supplies in the area.

The company owns and operates a wide range of vehicles, plant and equipment which are required to carry out these operations. When not in use these are stored in the farm yard or adjacent shed. Because of the specialist nature of the work, a wide range of parts and materials are held in stock to ensure the company can provide a quick and efficient service. As a consequence of this, the business receives regular deliveries to the farm and current arrangements demand several trips to and from the farmyard each day to facilitate this. Although the applicant's residence and office are not a huge distance from the farmyard, travelling back and forth still requires the use of a vehicle and the interruption to the workflow is disruptive and time consuming. This all results in a less efficient operation.

In addition to land based equipment, the business also maintains a motor boat which is used regularly to service and repair water supplies in island locations, which are difficult, costly and time-consuming to reach by road and ferry. When not in use, the boat is kept on a mooring adjacent to the slipway on the north shore of the farm. A storage area and shed at the slipway house additional tools and equipment.

The lack of a permanent on-site presence at the farm makes it more difficult to ensure adequate security for vehicles, premises and contents which now have substantial value. This situation is aggravated by the farmyard's location adjacent to the main A816 road.

Arduaine Farm Services Ltd recently identified the installation of small scale wind turbines as a potential business opportunity. The company's established customer base matches the key target market for this technology. The skills, plant and equipment required to undertake this type of work broadly exist within the company and operating in this new market sector complements the existing business. The company is now embarked on a "wind and water" strategy as detailed in the attached business plan summary. This diversification into the wind energy market is proving successful and has compounded the logistical problems previously described.

The proposed site for the new farmhouse is located a short walking distance from the existing farmyard and buildings. The applicant wishes to construct a high-quality, modern home which will not only meet the needs of his growing family but go on to serve future generations on the farm. An office facility would be incorporated in the design of the house to enable the farm and contracting business to be run more efficiently from a single site.

The applicant believes that consolidating his living and working arrangements on the same site by establishing a new family residence on the farm, provides the best all round solution to the problems currently experienced and will ensure a stable platform on which to continue to build and expand his business. Establishing a central farm residence would also be highly beneficial to the farming operation.

Mr Campbell believes his current personal and business circumstances provide a credible claim of operational and locational need for the proposed new farmhouse on the identified site.

J.R.Litster 28th May 2013

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Business Diversification Plan

Executive Summary

Sept 2012

Business Diversification Plan

Executive Summary

The Company

Arduaine Farm Services Ltd is a successful contracting business specialising in the installation and maintenance of private water supplies. Established by Michael Campbell in 1997, the family run business operates from Arduaine Farm and serves the Argyll and Islands area.

The Opportunity

The installation, servicing and repair of small scale wind turbines has been identified as a potential growth opportunity. The target market for this renewable energy technology matches the company's existing customer base and the skills, plant and equipment required to undertake this work already exist within the business. Arduaine Farm Services Ltd intends to implement a "wind and water" business strategy.

The Market

The UK market for small to medium size wind turbines was estimated by Renewable UK to be worth £50 million in 2011. Forecasted growth of 176% in 2012 gives a current market value of £138 million. This exceptional growth is being fuelled by Feed-in-Tariff payments for renewable energy generation and rising energy costs.

The target market for small scale wind turbines up to 15kW comprises of farms, country estates and rural enterprises. This matches the company's existing customer base for water related services. Installers of small wind turbines need to be accredited through the Microgeneration Certification Scheme (MCS) in order to register installations and enable customers to claim the Feed-in-Tariffs available.

Gaia-Wind Ltd are a Glasgow based manufacturer of small wind turbines, a market leader in this sector and recently confirmed as one of the fastest growing private companies in Scotland. Arduaine Farm Services personnel have successfully completed Gaia-Wind's training programme and have been appointed as an Approved Gaia-Wind Turbine Installer.

Route to Market

During the initial twelve month period, Arduaine Farm Services will operate as a sub-contractor to Gaia-Wind in a partnership agreement. The experience gained over this time will be used to demonstrate competency in small wind turbine technology and allow the company to apply for MCS accreditation. Once attained, the business will operate independently of Gaia-Wind enabling a wider range of products and services to be offered. At this point, the company's trading arrangement with Gaia-Wind will progress to a Reseller Agreement.

A Gaia-Wind turbine was installed on Arduaine Farm in September 2012. The installation was carried out by Arduaine Farm Services under the supervision of the manufacturer and will provide the company with a demonstration site for prospective customers and a reference project for the MCS accreditation process.

Personnel

The company currently has three full time employees and supports a further two self-employed operatives through sub-contract work. The sales forecast for new wind related business in the first twelve month period is achievable with the existing workforce. In the second year of operation following successful MCS accreditation, an additional two full-time staff will be employed to assist in wind related activities.

A training programme will be implemented in the first twelve month period to ensure employees received appropriate training to meet the required industry standards and statutory requirements. This will ensure the company is best placed to achieve MCS accreditation.

Finances

Sales Forecast for Wind Related Activities			
	Year 1	Year 2	Year 3
Sales Forecast £'s	110,000	190,000	225,000
Number of Installations	10	18	21
Contribution Margin %	61.2%	52.3%	52.3%
Contribution £'s	67,300	99,400	117,700

Arduaine Farm Services entry into this new market requires no major capital investment. The majority of plant and equipment required to undertake the work already exists within the business.

A small capital investment of £5k for specialist tools and equipment will be required which will be funded from revenue.

Staff training will be part funded by Skills Development Scotland through The Low Carbon Skills Fund with the balance funded from the company's existing training budget.

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