

Request for Further Information

Local Review Reference: 13/0002/LRB

The following submission is provided in response to the Local Review Board's request for further information following their meeting on the 20th March 2012.

Arduaine Farm Services Ltd currently has three full time employees and supports a further two self-employed operatives through sub-contract work. The company's diversification into the renewable energy market is expected to create an **additional** two full-time jobs within the next twelve months, as this element of the business continues to develop and grow. It is anticipated that the new jobs would be filled by individuals already residing locally.

The proposed new farmhouse would accommodate the applicant Mr Michael Campbell and his wife, both full-time employees of Arduaine Farm Services, together with their two sons aged twelve and fifteen. It is envisaged that the eldest son will also be employed by the business in the future once he has completed schooling.

The implementation of a business diversification strategy combined with Mr Campbell's stated desire to secure the existence of Arduaine farm for future generations of his family, has already resulted in a significant investment in farm infrastructure. A small wind turbine was recently installed and this will now provide an additional source of income to the farm through the Feed-in-Tariff payment scheme.

Planning consent for a second wind-turbine has been approved but not yet implemented. Once installed, this wind-turbine would be connected to the proposed new farmhouse in order to reduce ongoing energy costs while at the same time providing further income to the farm.

For your information, the following page summarises the current status of the company's business diversification plan.

J.R.Litster - Agent

For and on behalf of Mr Michael Campbell

02 April 2013

Summary of Business Diversification Plan

Arduaine Farm Services Ltd

- Established in 1997 Arduaine Farm Services Ltd is a successful, family run contracting business specialising in the installation and maintenance of private water supplies throughout Argyll and the Islands. The company operates from Arduaine Farm and is run alongside the farm business by Mr Michael Campbell and his wife.
- Following a comprehensive review, the installation and servicing of small scale wind turbines was identified as a potential growth opportunity for the business. The company's existing customer base matches the target market for this renewable energy technology and the skills, plant and equipment required to undertake this type of work broadly exist within the business. As a result of this, Arduaine Farm Services Ltd has now implemented a "wind and water" business strategy.
- Installers of small wind turbines need to be accredited under the industry-led Microgeneration Certification Scheme (MCS) in order to enable customers to access the Feed-in-Tariffs available for renewable energy generation. The scheme requires installers to demonstrate competency in their chosen technology and the company is currently progressing towards MCS accreditation.
- A Gaia-Wind 11kw turbine was installed on Arduaine Farm in September 2012. This installation was carried out by Arduaine Farm Services under the supervision of the manufacturer Gaia-Wind Ltd. This has provided the company with a reference project for its MCS accreditation process. The wind turbine is now operational and will not only provide Arduaine Farm with an additional source of income through the Feed-in-Tariff scheme but also serve as a demonstration site for prospective wind-turbine customers.
- Gaia-Wind Ltd are a Glasgow based wind turbine manufacturer, a market leader in the small wind sector and recently confirmed as the fastest growing private company in Scotland topping the Sunday Times Fast Track 100 list. Having now successfully completed the manufacturer's training course, Arduaine Farm Services Ltd has now been appointed as an Approved Gaia-Wind Turbine Installer.
- The business has been awarded funding from The Low Carbon Skills Fund. Administered by Skills Development Scotland this fund provides assistance to small business's who wish to undertake industry specific training, in order to take advantage of the growing opportunities in the renewable energy market. In the past few months, employees of the company have successfully completed training courses in Quality Management Systems, Tower Climbing & Rescue and Electrical Wiring Regulations.
- The company currently has three full time employees and supports a further two self-employed operatives through sub-contract work. It is expected that this diversification into renewable energy systems will create an additional two full-time jobs within the next twelve months, as the business continues to develop and the company attains MCS accreditation to facilitate further expansion. Wind turbine installations completed by Arduaine Farm Services since September 2012 have contributed an **additional** £60k turnover to date. This is forecasted to rise to an extra £110k in the first full twelve month period.