



Forestry Commission Scotland  
Coimisean na Coilltearachd Alba

# Forestry Commission Scotland

Scottish Government  
New Entrants Gathering

Elgin

18<sup>th</sup> February 2015

- Background Info
- Who, What, Where, Why.
- FES facts and figures.
  - 900,000 ha under FES stewardship
  - 23,000 ha agric land
  - Grazings, crofting, '91 act tenancies, SLDT's, LDT's
  - In House farming activity.

# FCS Starter Farm Initiative



## Starter Farms - Why are we doing it?

- To meet Government objectives!
- Promote integrated land use.
- Make best use of Scotland land for Scotland People.

## What are we doing.

- Creating a small number of opportunities for new entrants.
- Geographical spread – but can only create where we have suitable land holdings.
- 7 to date.
- 8<sup>th</sup> tenant announce last week

- What are we creating.
- Part Time rural business opportunities.
- Usually IRO 60-70 ha, but depends on quality.
- Why part time?
  - Limitations on land available.
  - Recognise new entrants have limited capital.
  - Need to use this capital to best advantage
  - Generally need to fund business growth from external sources.

- What do we do.
- Generally buying run down holdings.
- Must have scope for woodland creation.
- Often considerable work and expense to bring up to a suitable tenantable standard.
- Fixed equipment suitable for the purpose of the lease.
- 10 year LDT.
- What is a new entrant?







## What next?

- Continue to seek to identify opportunities
- Acquisition
- Identify own land and add building(s).
- 2 New opportunities on the market

# Woodfold, Rothiemay

82 Ha

Arable, permanent pasture and  
Rough Grazing

Gourdie, Dundee

Circa 5 Ha

Grade 2 land

Horticultural opportunity

- Woodland integration opportunities - **optional**

- Application Process
- Assessment Process – Panel make up
- Transparent Scoring Matrix.
  
- Read the literature.
- Ask why we are asking the questions.
- Answer the question.
- Assume nothing!
- **Understand what you have submitted!**

## The basics

- Reasonable level of background and experience.
- Buy in to our needs and values – conservation, access, information sharing.
- Strong Health and Safety culture.
- Solid and realistic Business Plan & Budgets.

- What we ask.
  - **Motivation**
  - How will you supplement the income from the Starter Farm?
  - How would you be willing to **work with FCS** as we look at the potential for grazing and food production on other parts of the Estate?
  - How would you propose to **control pests**?
  - Explain how you might help **share good practice** and encourage other starter farm opportunities



- Explain if your proposal will create **other employment** either through contracting or directly, and if this is local.
- Explain briefly the relevant **health and safety** guidance you expect to employ on the farm.  
**H&S is a core value of FCS**
- Detail any **training you have undertaken** and what further training might be required if you are successful in becoming a tenant.

- Explain the types of **environmental works** you will implement on the farm primarily focusing on good husbandry of the Starter Farm.
- **Exit strategy** – really important that this is considered from an early stage.
- Please describe your planned **farm policy** – Your business plan.
- **Budgets** – 5 years.
- **Rent**



# Questions!