

# A Busy Year for Regent Street



2004 was a very busy year for Regent Street, one of The Crown Estate's flagship urban holdings. In July, the glamour and excitement of Formula 1 racing arrived, with cars paraded before 300,000 people ahead of the

British Grand Prix at Silverstone – the first time an event of this kind had been held in the UK. Drivers including David Coulthard, Jenson Button, Juan Pablo Montoya and Nigel Mansell (who came out of retirement especially for the event) represented teams including Ferrari, McLaren – Mercedes and Williams – BMW in what was an amazing spectacle. We worked closely with the City of Westminster Council and the Regent Street Association to arrange the event, which was produced by Harvey Goldsmith, and The Crown Estate's Chairman, Ian Grant, risked life and limb waving the starting flag for each of the cars as they took off down a circular route along some of London's most famous and historic streets.



A Jaguar team member 'burns rubber' on Waterloo Place

In September last year, an estimated 250,000 people flocked to the fifth annual Regent Street Festival where four-time gold medallist Matthew Pinsent opened proceedings. Balmy sunshine contributed to the day long carnival atmosphere as hundreds of entertainers, events and attractions filled the entire length of Regent Street, which was pedestrian-only for the day. In November, chart toppers 'Busted' switched on the Regent Street Christmas lights and performed three of their number one hits to a crowd numbering 45,000 people.

The Crown Estate is currently undertaking a £500 million re-development of Regent Street – one of the largest ever developments in London's West End. With such a large amount of construction involved, the processes

being employed take on greater significance, so, with this in mind, we are promoting a variety of initiatives, including: chilled ceilings, photovoltaic cells, micro-combined heat and power units and rainwater harvesting. Rainwater harvesting, for example, will deliver 150,000 litres annually on a single building at 185 – 191 Regent Street and will help to reduce water use and assist flood management.

In February this year, Regent Street won the PAMADA award for best hoarding in the UK for the wrap around 132-154 Regent Street, which hides scaffolding and construction works and recreates the building's facade on huge PVC-mesh 'canvases'. The wrap is 16 metres high and 60 metres long and features fashion designs by London College of Fashion graduate Elisabet Holmstrom.



The award-winning wrap

In November last year, Europe's first ever Apple Store opened at the northern end of Regent Street, towards Oxford Circus. The store covers more than 2,000 sq m (22,000 sq ft) over two floors and stocks the complete range of Apple products to take away. David Shaw, Head of Regent Street Strategy and Development at The Crown Estate, said "We are delighted to have secured Apple for Regent Street. The £500 million refurbishment programme for Regent Street is enabling us to attract the best of national and international retailers."

(See: [www.regentstreetonline.com](http://www.regentstreetonline.com))



The interior of the new Apple Store

## New Website Launched

We have launched our new website, containing information on our rural, marine and urban portfolios, our role and responsibilities, financial information, staff and agents' contact details and a range of other useful information. The website has been re-designed to make information more readily available on who we are, what we do and how to get in touch with us.



(See: [www.thecrownestate.co.uk](http://www.thecrownestate.co.uk))

If you require this Rural Bulletin in an alternative format, such as large print or audio, please contact our communications department on 020 7210 4823 or e-mail: [enquiries@thecrownestate.co.uk](mailto:enquiries@thecrownestate.co.uk)

# Rural Bulletin

Spring 2005

THE CROWN ESTATE

## The Challenge of Change



### Christopher Bouchier Director of the Rural Estate

During this period of rapid change for agriculture and rural business, we all have to review our priorities for the future. As a committed major rural landowner, The Crown Estate has a number of important goals, that might also be described as guiding principles, which we see as central to our plans.

**The first of these guiding principles is that we intend to remain a long-term rural land owner.** There is no question of The Crown Estate getting out of agriculture or rural business in the foreseeable future – we see this as an integral part of our wider mixed portfolio. This does not mean, however, that our agricultural portfolio is set in aspic. We will not necessarily always hold the same land as we do at present. We will take trading decisions in the future, just as we have done in the past. In recent months, we have sold land in Somerset, Gloucestershire, Dumfries & Galloway and Lincolnshire and we have bought land in Shropshire, Staffordshire, Dumfries & Galloway and Nottinghamshire. We will continually look to the future, not only in terms of maintaining the quality and integrity of the estate, but also to ensure its continued performance. We can, therefore, expect this pattern of trading to continue.

**Our second guiding principle is that we should maintain a commercial approach to land management.** We have defined our core values as Commercialism, Integrity and Stewardship. It's in our interest as a land owner that your businesses thrive and prosper in the future. We are prepared to be flexible about viable and worthwhile proposals for investment and development and we are willing to consider new opportunities. Our approach will continue to be firm but fair, based on a progressive outlook but founded in common sense. Even during these difficult times, we are continuing to invest carefully in productive farm

assets that will deliver good returns for you and for us; but I should stress that this must come with a robust assessment of new plans, and there are no guarantees of funding if we consider any venture to lack resilience.

**Our third guiding principle is that we are aiming to achieve a high standard of business efficiency.** We are all faced by increasing bureaucracy, whether it comes from the EU, national organisations or local authorities. For our part, we are looking to minimise unnecessary administration and, to that end, we have recently restructured our management teams in order to streamline administration and speed up our decision making processes.

**Our fourth guiding principle is that we continue to aim for a high standard of stewardship on all our estates.** This is a high priority for us and we believe we have a substantial track record of environmental and community achievement. But, we have more to do. As many of you are aware, we have been working over several years to establish estate-specific environmental plans. These are now in place to assist you and your neighbours to deliver significant ecological and landscape benefits, and to achieve fair returns through the range of environmental schemes available. The challenge is to do the right things in the right places. We are certainly not supporters of the one-size-fits-all approach to environmental management. We are keen to help our tenants to collaborate in applications for the new stewardship schemes and we will make environmental plans available to help this process wherever possible. Across The Crown Estate as a whole, we are working to establish an environmental management system committing ourselves to demonstrable, measured improvements.

In conclusion, we recognise that addressing the challenge of change is never easy. The food and farming industries are certainly not alone in having to adapt to the changing economic and political landscape; indeed, the pace of change seems to be ever accelerating and, uncomfortable though it may be at times, we have no choice but to respond, adapt and anticipate where possible. The encouraging fact is that, given a progressive approach and positive outlook, there are significant opportunities for business growth and development. As you consider the issues facing your business, I hope you find the content of this Rural Bulletin of interest.

([chris.bouchier@thecrownestate.co.uk](mailto:chris.bouchier@thecrownestate.co.uk))

### From the Editor

This is the first Rural Bulletin from The Crown Estate – a new publication designed to provide news, views and business opportunities. This first issue focuses on the consequences of CAP reform and highlights business ventures, awards and new developments across our rural estate as a whole. We intend to produce a Rural Bulletin at least once a year, but this will depend on your feedback, so please let us know what you think of it, and let us have any ideas for future issues.

Stan Blackley, Editor  
([stan.blackley@thecrownestate.co.uk](mailto:stan.blackley@thecrownestate.co.uk))

# Farming & Food

## Rising to the Challenges Ahead



The Crown Estate held a series of four tenants' conferences at Cirencester, Peterborough, Windsor and York between October 2004 and January 2005. The conferences, held under the title 'The Challenge of Change', were designed to give tenants the opportunity to share ideas and discuss the issues facing their industry with The Crown Estate as their landlord and to direct questions to a panel of experts representing industry, academic, research and retail interests, including the NFU, CLA, TFA, FWAG, LEAF, HSBC, Barclays, Royal Bank of Scotland, Waitrose, ASDA and Marks and Spencer. A selection of these questions are answered on the following page. A series of discussions to address future issues are planned for our Scottish estates over the coming year.



Crown Estate Board Member, Sir Donald Curry addressing one of the tenants' conferences

At the conferences, Crown Estate Board Member and Government advisor, Sir Donald Curry, set out his vision for the future of farming and food, stating that industry and Government's aim should be "to establish a profitable, competitive and efficient farming and food sector which protects and enhances our countryside and produces healthy food valued by and accessible to consumers" adding "CAP reform represents the greatest change in agricultural support in the last fifty years and presents an once-in-a-lifetime opportunity for the industry."

Sir Donald explained the growing amount of industry support available, from bodies such as the English Farming and Food Partnerships, Food Chain Centre, Redmeat Industry Forum and Assured Food Standards, as well as other regional initiatives. He explained how farmers can do much to help themselves by co-operating and sharing best practice to explore new markets, building and maintaining relationships throughout the whole food chain and by working with supermarkets to ensure local stores source products from local suppliers.

He identified changes in public sector procurement practice as a huge opportunity. Farmers must "rise to the challenge" he said, by applying for tenders and by promoting their industry effectively. To assist them, the Government would open the door through the Public Sector Food Procurement Initiative. The Food Service sector would be engaged and urged to adopt public procurement sustainability guidelines and to improve the nutritional balance of the food provided.

Sir Donald explained that public education was also vital saying "There is a strong need to increase public awareness of healthy food initiatives such as '5-a-day' and 'school fruit' and to undertake educational work in schools so that children know where and how their food is produced."

Commenting on the environmental agenda, Sir Donald said that farmers must recognise themselves as "the stewards of the countryside". Productivity and the environment need to be more closely linked and farmers should participate in environmental stewardship schemes, including voluntary initiatives.

In terms of new markets and technologies, Sir Donald stated that the UK must stay ahead of the game. Research should address all three pillars of sustainability and programmes should be coordinated to maximise synergies and avoid duplication. "We need to see improved knowledge transfer, so that the results of this research are translated into practical advice. Farmers must make use of science and technology and be open to new solutions to modernise their businesses. They should also explore opportunities to develop alternative sources of income."

Sir Donald urged industry and Government to work together to attract new entrants into rural businesses, to increase the provision of skills and knowledge and to provide better signposting to what is available and how to access it, stating that "Farmers should continue to develop their professional business skills, get involved in mentoring schemes, act as advocates for the industry, consider options such as share and contract farming and develop their IT skills."



The Crown Estate's Farmer of the Year, David Lister, has balanced the needs of competitive business with environmental responsibility and social contribution to the local community.

He explained that the key to long-term sustainability was re-connection: to re-connect farmers with their markets, re-connect the food chain with the environment and re-connect consumers with what they eat. "It is clear that we have a profitable and sustainable farming and food sector that can and does compete internationally, that farmers are technically efficient and run profitable businesses, and that farming has a real sense of purpose again" but added that "There is still room for improvement, and current changes offer real opportunity to make these. Our farmers must rise to the challenge to ensure the long-term sustainability of the industry."

# Questions & Answers\*

**Q** How important are diversified enterprises for the future of rural business in the UK?

**A** "Diversification will continue to be a feature in the rural sector, but the importance for individual businesses will vary greatly. Some farmers will successfully undertake diversified projects which will significantly enhance their business profitability. However for others, whether because of location, farm capacity or just plain lack of interest, diversification will not be a feasible option. For these producers continued improvement in the performance of their core farming enterprises will be essential."  
**(Ian Kenny, Head of Agricultural Policy, Royal Bank of Scotland)**

**Q** CAP reform has introduced a new framework for business. How should individuals respond to ensure that the landlord-tenant relationship develops positively, facilitating a progressive partnership for the future?

**A** "The CAP reform will increase significantly the exposure of British agriculture to the market. With that will come extra risk and volatility. Landlords and tenants will have to work together to manage this through long-term, flexible tenancies at sustainable rents. The days of short-term, restrictive agreements should be consigned to the past. Tenants will require a reasonable time frame over which to benefit from their investment in holdings and in return provide landlords with a fair and sustainable rate of return on their capital."  
**(George Dunn, Chief Executive, Tenant Farmers Association)**



**Q** What is the market scope of environmental responsibility i.e. how much will the market pay for and how much should come from the public purse?

**A** "A growing number of people want to know where their food comes from and how it has been produced. This gives farmers the opportunity to engage more closely with consumers, build trust and get more money for their produce. Related opportunities range from adding value and achieving differentiation in the market place to better efficiency in farm management. The long-term trick is for the industry as a whole to engage all consumers and encourage them to recognise what they are buying. Lessons can be learnt from LEAF Marque, where consumers can buy food from traceable sources that deliver environmental improvement and can even visit demonstration farms. We need to help consumers differentiate between the true cost of cheap food and what quality really means. CAP reform offers great opportunities for them, including being recognised for good environmental management and allowing farmers to enhance conservation features on their farms. This is not a substitute for a fair

market price, but certainly an incentive for farmers to take forward environmental opportunities on the farm. Environmental responsibility is one of the great opportunities for farmers in the market place, for personal pleasure and pride, for efficiency and for a secure future."  
**(Caroline Drummond, Chief Executive, LEAF)**

**Q** How can farming businesses protect themselves from fluctuating currency and volatile market conditions?

**A** "It will be necessary, in the post-MTR world, to change the way we think. If we accept that the only reason for growing crops is to make a profit, how can we be certain to do so in a volatile market? The use of forward selling, and other risk management tools such as options, should be commonplace in the future. Options effectively guarantee a minimum price - depending on the markets at the time the option is purchased, yet they allow the holder of the option to sell at higher prices without penalty if higher prices are available when the time comes to sell. Options, however, cost money and, when there are low market prices, can be seen as a further expense that can't be afforded. Yet, all farmers insure their machinery and buildings, so why would they not insure the value of the output that these capital items are deployed to produce? The wheat futures market for harvest 2006 is already open, and I am seeing many more farmers thinking ahead and forward selling - not only harvest 2005, but harvest 2006. Clearly they will need to be prudent in terms of commitments made so far in advance, but locking in to a profit while retaining the option to take advantage of a better market, should one appear, must make sense. Forward selling of commodities for which there is no formal futures market is not so easy, but we are beginning to see buyers, concerned to secure continuity of supply, designing multi-year contracts with farmers on whom they can rely to produce consistent quality and quantity. Such arrangements are obviously in the best interests of all involved in the food chain."  
**(Martin Redfearn, Barclays Bank)**

**Q** When will the market reflect all 'externalities', including air miles?

**A** "Very few goods are moved around to make a loss. If consumer demand changed to the degree that consumers only wanted low-mileage, local or seasonal products, then perhaps the current situation would change, but that is not a clear signal from the market at the moment. However there is a body of consumers realising that home seasonality provides superb quality, taste and value and we feature UK products at their peak season quite heavily, usually supporting them with extra promotion and marketing."  
**(Richard Sadler, Waitrose)**

**Q** How long will the current CAP regime last, with particular reference to SFPs?

**A** "The historic reform of the CAP which came into being on 1 January 2005 is scheduled to last until 2013, but there is no doubt that budgetary pressures could well demand a review of the reforms from 2008 onwards. I believe that the decoupling of support from production should improve our relationship with the taxpayer and, if we deliver the environmental goods which society demands, I see no reason why the SFP should not be negotiated beyond 2013."  
**(Meurig Raymond, NFU)**

\* The views set out above are the views of the individual panel members named, not of The Crown Estate.



Richard Knight, Product Director at the Farming and Wildlife Advisory Group (FWAG) contributed to two of The Crown Estate tenants' conferences. Here, he gives his view of the proceedings.

I was fortunate to attend two of The Crown Estate tenants' conferences as a panel member. The locations were very different, as were the panel members, but it was no surprise that there was a strong common thread running between the meetings and, perhaps more surprisingly, a strong thread between panel participants.

Whichever way the future is viewed, there are going to be changes. The focus through which farmers receive support payments will change.

The make-up of farm incomes, the need for differentiation to achieve higher market prices and the not-always-expressed recognition that farming needs to develop were essential elements wrapped around the recognition that commercial activity in the countryside underpins everything. It is recognised that environmental issues will be mainstream alongside traditional business planning. All farm businesses will need to undertake a radical assessment of their short, medium and long-term strategies. One conclusion is inescapable; business and environmental planning are part of one and the same thing. Without management to protect and where possible enhance the environment, business development is likely to be curtailed.

This is not, however, a doom-and-gloom scenario. By recognising the environment as part of the farm business, new technologies and techniques will be applied, new markets accessed and new income streams generated. Each of the UK countries has now committed its agri-environment programme with at least two levels. The first is exemplified by the Entry Level Scheme in England and Tier Two Land Management Contract in Scotland. All farmers will have potential access to funds, provided they undertake straightforward actions to support conservation. Most countries also have a competitive higher level or tier that will be more targeted and more valuable to participants.

I am enthusiastic about farmers seeking financial support through the environmental route, but with two caveats. First, entry is not automatic; second, the higher level schemes will be targeted, and targeted in different ways in different parts of the country. Rarely will farmers be able to totally rely on agri-environment income, but it can provide a stable base.

The ace in the pack for The Crown Estate tenants lies in that 'common factor' – The Crown Estate. One of the elements likely to be judged favourably when farmers apply for the HLS will be the scale and connectivity of proposals. For biodiversity, landscape and diffuse pollution objectives, the larger the land area involved, the greater the environmental payback. There is, therefore, a very real opportunity for Crown Estate tenants to work together and produce joint applications, having greater value than the sum of the parts. As well as scale, there are real opportunities for farmers in highly productive areas to devise schemes delivering high biodiversity values.

The future for many farming businesses is bright, especially for those that look at the bigger picture. Good environmental performance will be a prerequisite to the Single Farm Payment and to accessing many markets, but it can also be the key to a better, guaranteed baseline income. There will be more scope for individuality; there will be less room for prescriptions. Perhaps most importantly, farmers, that most independent of breeds, will once again be able to make their own decisions and be masters of their own destiny.

(richard.knight@fwag.org.uk)

## Mid-term Review

The Mid-term Review is, rightly, causing many rural businesses to reassess their long-term strategy. This Spring will see a number of important deadlines for registering land on the Rural Land Register, applying for the Single Payment Scheme and Entry Level Scheme, and making investment claims on the National Reserve.

Traditionally, despite encouragement, many farmers left their IACS applications to the last minute. However this year, with SPS, it is important to start work on applications as soon as possible. This is particularly true for those who are claiming on land which is new to them or which has not been registered in the past, as all land will have to be on the Rural Land Register to be eligible for either SPS or ELS payments.

Alan Laidlaw, newly-appointed Business Manager at The Crown Estate, said *"We are anxious to ensure that tenants don't miss the opportunity to claim this year, hence the letter you received from your local Managing Agent in January past. Many tenants have responded, but Managing Agents will be contacting others to clarify their intentions. The regulations are complex and there may be cases where the scheme details and the approach to the application are unclear. If this applies to you, please contact your Managing Agent."*



## Business Connection:

### Windsor Farm Shop

The Royal Farm at Windsor, situated between Datchet and Old Windsor, is a tenant of the Windsor Estate and, with cooperation from The Crown Estate, has opened a substantial farm shop. The shop provides an outlet for Royal Farms produce and has proved to be very popular, with turnover doubling within two years. It now employs up to forty staff and profits help to offset the downturn in agricultural income. Orders can be placed through the shop's website.

(See: [www.windsorfarmshop.co.uk](http://www.windsorfarmshop.co.uk))

# Farmer of the Year & Rural Entrepreneurs



Farmer of the Year, David Lister, with The Crown Estate's Chairman, Ian Grant

On 3 December last year, innovative rural enterprise was celebrated with The Crown Estate 'Rural Awards' held at the Smithfield Show at London's Earl's Court. Two different awards were presented, both acknowledging the original and diverse ways in which businesses in a rural environment can flourish.

The Crown Estate Farmer of the Year Award is presented to The Crown Estate farming tenant who best demonstrates overall excellence achieved through balancing the needs of competitive business with environmental responsibility and social contribution to the local community.

The winner was David Lister of Boroughbridge, Yorkshire. The Lister family have grown their business from 341 acres when the tenancy was awarded in 1957 to nearly 7,000 acres today. The farm business includes a large pig operation, over 1,000 sheep, a 120-strong herd of Aberdeen Angus cattle and an arable operation consisting of cereals, potatoes and sugar beet. The cereals are grown to feed the pigs through the farm feed mill while the potatoes and sugar beet are grown for the crisp and sugar industries.

The Lister family employ over 50 people, with many of the workers housed on the farm. Access to the farm is provided to local schoolchildren and the family keenly involve themselves in education work. The judges were particularly impressed with their commitment to environmental responsibility, evident in David's interest in conservation and the inclusion of tree planting in the farm stewardship scheme.

Also presented were two Rural Entrepreneur Awards. This award is designed to complement the Farmer of the Year Award by recognising outstanding merit in a specific area of business and is given to those who have proven entrepreneurial skills, and who have enhanced their business through original and diverse schemes.



Ian Grant presents rural entrepreneurs, Chris and Janet Badger, with their award

From the time when farming fortunes turned down in the 1990s, Chris and Janet Badger from Ascott-under-Wychwood, Oxfordshire have shown a strong entrepreneurial approach to their business. They foresaw the need to diversify out of traditional farming enterprises and have now built up an equestrian business contributing approximately half of their total turnover.



Rural Entrepreneur, Michael Poultney of Albion Stone Quarries receives his award

Michael Poultney took over from his father as Managing Director of Albion Stone Quarries, Portland in 1990. Since then, he has worked tirelessly to safeguard the future of the quarries and explore new ways to continue providing stone for some of the world's most beautiful buildings. Together with The Crown Estate, Michael has sought and secured planning permission to develop the extraction of the stone by mining rather than the traditional quarrying.

(See: [www.albionstonequarries.com](http://www.albionstonequarries.com))

Ian Grant, Chairman of The Crown Estate commented *"The Lister family as Farmers of the Year have demonstrated considerable business acumen and an acute awareness of the needs of their rural environment. The Award demands evidence of economic success, sound environmental stewardship and a wider role within the local community. I am delighted to say that the Listers have delivered above expectation on all fronts."*

*"Our two Rural Entrepreneurs have displayed exemplary energy, enthusiasm and initiative in diversifying their businesses to tackle the challenges facing rural communities in the 21st century."*

## Crown Estate Scholarships

The Crown Estate has been sponsoring scholars to the Oxford Farming Conference since 1998. Recently we have participated in a new scholarship awards scheme, launched by the Nuffield Farming Scholarship Trust, and have joined with the Royal Smithfield Club, the Institute of Grocery Distribution and HSBC in supporting the 'Food Chain' awards scheme.

The Oxford Farming Conference is a well-known and long-established event with which The Crown Estate has had close involvement. The chance for young tenants, or potential successors, to attend at The Crown Estate's expense has been much appreciated.

The most recent Oxford scholar was Roger Hudgell from Redbournbury on our

Gorhambury Estate. Roger attended the 58th Oxford Farming Conference in January this year, where speakers included Lord Whitty and Jonathan Porritt. In 2004 we sponsored Sarah Keene of Wootton Marsh Farm, King's Lynn. Both said the Oxford Conference provided a great opportunity for learning, discussion and networking.

The Nuffield Farming Scholarships Trust launched its 'Food Chain' awards scheme in 2001, and The Crown Estate welcomed this opportunity to reinforce its commitment to assisting the progressive development of tenants' businesses and to advancing the interests of UK farming in general.

Our first 'Food Chain' scholar was Cameron Naughton of West End Farm, Devizes who, based upon his experience in finishing pigs

on an 800 acre mixed farm employing a high welfare system, set out to study the workings of the pig meat food chain and to understand the needs of processors, retailers and caterers. In 2003/4, we sponsored Gavin Lane from the Kings Lynn Estate to study the role of farm shop retailing in the food chain and opportunities to promote farm gate sales. Both Cameron and Gavin's reports are available from the Nuffield Farming Scholarships Trust.

(See: [www.nuffieldscholar.org.uk](http://www.nuffieldscholar.org.uk))

Those interested in being considered for either an Oxford Conference or a Nuffield 'Food Chain' scholarship should contact their Managing Agent.



Andy Wells, The Crown Estate's Countryside and Forest Services Manager, examines the high expectations of recent legislation.

Land management is undergoing a period of considerable change, which is bringing renewed focus on environmental issues, community development needs, access and rural development opportunities. Farmers and landowners are the subject of much closer public scrutiny than ever before and the need to reconsider business objectives in the light of a changing political, social and economic climate has perhaps never been greater.

New legislative frameworks for tenancy arrangements, recreational access and nature conservation have formed the lynch-pin of the Government's approach to stimulate rural development in different parts of the UK in response to growing public demands for reform. There is no doubt that we will all have to change the way we do business; looking positively towards the steps that can be taken to meet the new legal requirements and enter fully into the spirit of the reforms.

In Scotland, the new Nature Conservation Bill places responsibilities on landowners and occupiers to conserve designated features with much greater emphasis on positive management. While creating new obligations, there are also new opportunities for developing positive management agreements and specific payments, and incentives will be available to undertake conservation measures on Sites of Special Scientific Interest and Natura 2000 sites (including Special Areas of Conservation and Special Protection Areas).



Access legislation across the UK has redefined the rights and responsibilities of visitors to the countryside and those who manage land. While the legislation defines how rights of access should be exercised by the public, it is also very clear on what the expectations and duties are to facilitate people's enjoyment of the countryside.

In Scotland, the new Land Reform Bill has raised the expectations of local communities in how land around them is managed, while sections of the

Disability Discrimination Act 1995, which came into force in October 2004, emphasise the need to consider the interests of a much wider section of the population when planning, improving and developing services provided for the public in the countryside.

In many ways, we believe that The Crown Estate is well ahead of these changes, with many examples on the Rural Estate where, together with tenants, we have introduced progressive land management practices, diversification projects, environmental improvements and new public access facilities. We are uniquely placed to take a lead in responding to these changes, and are working on a wide range of initiatives to upgrade visitor infrastructure, develop biodiversity action plans, introduce sustainable land management practices and work with local communities, tenants, public agencies and other partners to deliver improved social, economic and environmental public benefits.

The need to ensure this work matches, and where possible exceeds, public expectations has increased. This need places additional responsibilities for renewed effort, commitment and co-operation on the part of tenants, Managing Agents, staff and other stakeholders to look at the changes required and to work together to deliver objectives that achieve viability and value for us all.

([andrew.wells@thecrownestate.co.uk](mailto:andrew.wells@thecrownestate.co.uk))

## A Welsh Perspective

In Wales, Single Farm Payments are to be paid on a historic basis in common with Scotland. The uplands and commons owned by The Crown Estate will present great challenges. One concern is that of potential under-grazing and to strike the balance between conservation, biodiversity and economic performance in the uplands. Furthermore, recent consultation on the emerging common land law reform will produce new management mechanisms. The process has highlighted the value of common land, not only in supporting upland farming but conservation in general. We are keen to find a lasting solution to these challenges.

The Crown Estate is providing land for the relocation of Aberystwyth Cattle Market, which should be up-and-running by the end of this year. A ten acre site has been made available on a long lease to Ceredigion Council, which will, in turn, sublet to a local market auctioneer. The aim of the project is to keep an active stock and produce market to benefit the local agricultural community and save many miles of travel in taking stock to alternative markets. The project has been assisted by the University of Aberystwyth, the previous tenants of the land.

## Affordable Housing

The Crown Estate is aware of the difficulties facing many in rural areas, who wish to secure low-cost housing. We continue to encourage affordable housing schemes, particularly for key workers and have, over recent years, undertaken a thorough examination of possibilities on our rural estates. This has resulted in a number of sites being brought forward by specialist housing associations, some of which are associated with the Rural Housing Trust, with the objective of providing both rented and equity-shared housing on The Crown Estate. Most recently, in October 2004, a ceremony was held for the official handover of the keys for a number of newly-built, energy-efficient houses at Breach Close, Bromham, Devizes, where land just off Bromham High Street was sold by The Crown Estate to Wiltshire Rural Housing Association.

## Hunting Act 2004

Most people will be aware that the Hunting Act 2004 took effect from 18 February 2005. The Act provides that a person commits an offence if they knowingly permit land which is owned, managed or occupied by them to be entered or used in connection with the hunting of wild mammals with dogs, unless exempt for the purposes of the Act.

Traditionally, we have allowed tenants discretion over whether to allow hunts to operate over the land that they occupy. This approach must now be modified to recognise the new law, with which The Crown Estate requires absolute compliance. It is expected that all farm tenants who stand to be affected will have fully anticipated this requirement and will understand the need for us to state our position in unequivocal terms. In the event that further guidance is required, tenants should contact their Managing Agent.

# Glenlivet Estate Update

Lying between 'the Ladder' and the Cromdale Hills at the edge of the Cairngorms in the Scottish Highlands, the two broad 'straths' of the rivers Avon and Livet form the 23,000 hectare Glenlivet Estate.

The Estate was acquired by The Crown Estate in 1937 and is a highly integrated holding. It provides opportunities for sustained employment in agriculture, forestry, sporting and tourism, with high priority given to the long-term development of its community. This is balanced with the need to protect and enhance the rich natural and cultural heritage, while preserving the special qualities and characteristics of the countryside, which combine to produce the remarkable Glenlivet landscape.

(See: [www.glenlivetestate.co.uk](http://www.glenlivetestate.co.uk))



A five-year project to renovate the grounds and ruins of the fourteenth Century Drumin Castle on the Glenlivet Estate has now been completed. This fascinating and important historical landmark was once a stronghold of 'The Wolf of Badenoch'. The castle lay out-of-bounds for many years, and suffered from both deterioration and the plundering of its stone, until local farm tenant Cathy Reid (in whose garden the castle is situated) instigated a stabilisation and renovation project. This £300,000 initiative, managed and developed by Smiths Gore and the Glenlivet Ranger Service, has been funded by The Crown Estate, Historic Scotland, Moray Badenoch and Strathspey Enterprise, Moray Council and the EU Community Economic Development Programme, and involved the complete

re-pointing and repair of the castle walls and adjacent walled garden, the restoration of the impressive lower vault of the castle, and the construction of new footpaths, landscaping and interpretation works. Very sadly Cathy Reid died last October and while she did not live to see the works completed, we know she was absolutely delighted at the improvements that had been made and felt tremendously proud of the part she played in the care and protection of one of Glenlivet's most interesting ancient monuments. ([www.drumin.com](http://www.drumin.com))

## Glenlivet's Golden Green



The Glenlivet Estate has been awarded a Gold Award under the Green Tourism Business Scheme (GTBS) for demonstrating excellence in environmental practice and promoting sustainable tourism. The GTBS is an environmental accreditation scheme for Scottish tourism businesses sponsored by VisitScotland and the Tourism and

Entertainment Forum. It assesses tourism businesses against a wide range of criteria including management and marketing, communication, energy and water use, purchasing policies, waste minimisation and recycling, transport, wildlife and landscape. Within these broad categories the award reflects good environmental practice in relation to monitoring procedures, biodiversity planning and management, community projects, information provision, education and environmental sustainability. (See: [www.green-business.co.uk](http://www.green-business.co.uk))

## Business Connection:

Ballinleish & Inverchor Farms



Alan and Tilly Smith have been Crown Estate tenants since 1986 and run Ballinleish and Inverchor farms on the Glenlivet Estate. As former recipients of a Crown Estate Rural Entrepreneur Award, the Smiths have built up a thriving diversified

farm business and have converted Inverchor farmhouse into holiday accommodation, complete with four-poster bed, sauna and outdoor hot-tub. They also look after Father Christmas's only UK-based reindeer herd, as well as wild boar, Soay ewes, fallow deer and a herd of water buffalo. While the other livestock are reared for their meat, the 150-strong reindeer herd earn their keep through appearances at promotional events and on television, in addition to their duties on Christmas Eve! (See: [www.reindeer-company.demon.co.uk](http://www.reindeer-company.demon.co.uk))

## Business Connection:

Speyside Glenlivet Mineral Water



The Speyside Glenlivet Water Company bottles its Speyside Glenlivet mineral water on the Glenlivet Estate. The company has achieved natural mineral water status on two springs and recently launched the water into the market with the aim of establishing it as the leading Scottish natural mineral water. The water is now served in the Royal Albert Hall, Earls Court Exhibition Centre, Stirling Castle, Edinburgh International Conference Centre and Cheltenham Races, amongst many more. It is available through

Waitrose and Tesco stores, with other supermarkets due to follow suit later this year.

(See: [www.speysideglenlivetwater.com](http://www.speysideglenlivetwater.com))