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Vacant Commercial Property at Luss

Available from Spring 2021

Expression of interest information and form

November 2020

A unique opportunity for a tenant to occupy all or part of a National Park Authority building in one of Scotland's top tourism destinations on the banks of Loch Lomond.

IMPORTANT INFORMATION

To note your formal interest in the property at Luss owned by Loch Lomond & The Trossachs National Park [LLTNPA], please ensure you read the accompanying Property Particulars and the Context & Commitment section before completing the form below in full and returning it by email to John Conroy, Partner [Agency & Development], Ryden Property. Email: john.conroy@ryden.co.uk Direct line: +44 (0) 141 270 3176

As an integral part of your proposed use for the building in Luss and your intended business or operations, LLTNPA would ask you to consider:

- the 'fit' of your proposal within the local area and how it will enhance the village of Luss;
- your global aspirations as a responsible and sustainable enterprise, for example, in terms of climate emergency or environmental projects;
- your aspirations as a responsible and sustainable enterprise at national level, for example in terms of environmental and economic impacts;
- the benefits your operations will bring to the local community, socially and economically, and any specific opportunities you would intend to propose to or plan with the community.

This initial Expression of Interest application provides LLTNPA with a formal, registered note of your interest in leasing the National Park Authority's vacant property in Luss from early 2021. As a first stage in a formal tender process, it is designed to give us an introduction to the vision and plans of your business prior to the full tender documentation being advertised

in December 2020. It will also help you to determine your business plans and prepare your statement towards leasing the property should you wish to submit a tender.

Submitting the completed Expression of Interest does not form a contract of any type nor does it imply any obligation on the part of the applicant or on the part of the National Park Authority to proceed with the tender or take your interest in the property further.

The information below is intended to promote the wider opportunities this property can bring in addition to your own business development and the final tender submissions later this year will be considered in this wider context, with assessment of the applications weighted accordingly.

CONTEXT & COMMITMENT

1. Commitment to the Community

The National Park Authority is working closely with the Luss community on this opportunity, liaising on aspects of the property's future development with representatives of Luss Community Council.

In tourism terms, the village of Luss is a must-see destination, drawing substantial numbers of tourists and day visitors to this historic and gem-like place, set on the banks of one of Scotland's most famous lochs against the spectacular backdrop of Ben Lomond. The attractiveness of a ready market in commercial terms can be a disadvantage to those who live in such a highly visited beauty spot. In Luss, residents feel that their community is heavily impacted by tourism and that there is a reduction of quality of life for those who have chosen to make it their home. Therefore it is essential that the lease of this prominent building within the village enhances the quality offer of the area.

A new tenant operating a sound and prosperous business is an attractive starting place for the community and it is intended that the lease of the building will provide a direct return to the community as well as to LLTNPA. A key aspiration from the monthly return is a regular contribution to the Community Project Fund. Other benefits from the lease of the property might include local jobs; local suppliers; apprenticeship schemes or training placements; and/or educational visits. Developing such a relationship with the local community builds understanding and offers opportunities for both tenant and community to work together to deliver added value for both parties.

The National Park Authority is supportive of exploring how new economic investment in the area can create an equally rewarding investment in and for the local community. The National Park has made substantial recent investments in Luss including:

- In 2019/20 the National Park Authority invested over £600,000 to upgrade visitor facilities on West Loch Lomond. Approximately £32,000 was spent upgrading our

visitor site in Luss by improving toilet and drinking water provision.

- Almost £530,000 was spent at other sites on West Loch Lomond to help relieve the impact of tourism pressure from Luss. This included improvements at Tarbet and Inveruglas including toilet and parking facilities, a new motorhome waste disposal point and provision of new Smart bins. These projects were part-funded by VisitScotland's Rural Tourism Infrastructure Fund.
- In 2017 over £20,000 was invested in works to improve Luss Pier and in 2020 during the Covid-19 lockdown period, further maintenance and new wood treatments to increase public safety were completed on the Pier.

The National Park Authority also covers considerable ongoing maintenance costs in Luss:

- In 2019/20 over £60,000 was spent on ongoing grounds and toilet maintenance. This includes litter collection, spraying, gritting, tree treatment, toilet cleaning and repairs, toilet attendant, water charges etc

Other aspects of supporting Luss community growth include:

- 5 affordable homes for social rent built in 2017
- 6 further discounted sale self-build plots given approval in 2019
- 23 general market homes given approval in 2019 to help support local services (e.g. local school)

This is a significant level of development for such a small village. Prior to these developments only two new homes had been built in the village since the creation of the National Park in 2002.

2. Commitment to our World

In addition to the obvious benefits of being based within a National Park, businesses bear a responsibility towards the sustainability of the location and the impact of their business choices on the world. The National Park Authority has an active programme underway to track greenhouse gas (GHG) emissions of its own public organisation to help it on its way towards "Net Zero" over the next decade or so. In addition to our own sites and buildings, we are keen to work with our tenants and share our experience and learnings on opportunities for emissions reduction and renewable energy options. We are pleased to engage with tenants on lighting, heating, chilling and other energy use choices.

3. Commitment to the Environment

The priority for most businesses currently is survival and economic recovery as we move from the challenges presented by the global pandemic towards a more positive 2021/22. By choosing to operate within a National Park, we would expect our tenants to consider how their planning and investments can deliver a gear-shift towards a greener recovery, taking into consideration aspects including use of sustainable materials, recyclable materials,

careful waste disposal etc. Again our specialists within the National Park Authority are keen to engage and advise tenants on linking green recovery with economic development at all levels.

4. National Park Destination Group

Managers from local businesses of all sizes across the Park are invited to join a regular business network forum, facilitated by the LLTNPA. Membership is free and contacts benefit from networking, joint projects, access to visitor research and economic data, access to National Park specialist officers and business toolkits on topics such as Accessibility; Events; and Nature & Wildlife Tourism.

PROPERTY VIEWING ARRANGEMENTS

Property viewing arrangements are currently challenging with government restrictions on travel in and out of different local authority areas and all precautions being taken to ensure everyone's safety. We hope this will ease considerably in January 2021. Meanwhile, please call Ryden property to discuss earliest viewing options and also refer to the current photographs of the building within the Property Particulars.

Contact details for viewing are:

John Conroy, Partner, Agency & Development, Ryden LLP
130 St Vincent Street, Glasgow G2 5HF

Direct: +44 (0) 141 270 3176
Mob: +44 (0) 7979 494915

Email: john.conroy@ryden.co.uk

TIMETABLE & APPLICATIONS

Applying for this property lease is a two-stage process.

(1) Please complete the simple form below to note your interest in the property and return it to Ryden.co.uk by email to john.conroy@ryden.co.uk by Friday 18 December 2020.

(2) It is anticipated that the tender documents will be released before the end of December in an open bidding process for prospect tenants to complete and return in late January/ early February 2021.

SELECTION CRITERIA

Stage 1, the Expression of Interest, is not an assessment process. It is to gain initial

information from you on your level of interest in leasing the property.

At Stage 2, the final decision on your Tender submission lies with the National Park Authority following assessment by a wide group of specialists including: Property and Legal experts, Estates, Planning and Financial advisers; Luss & Arden community representation and tourism business /visitor experience roles. We do this to select the most economically advantageous tender in balance with the aims and objectives of the National Park.

The Tender stage will ask for a written submission providing information towards the tender evaluation weighting of **Quality** (Business profile; compatibility within the tourism destination of Luss and the National Park; business proposition; and community benefits); **Price** (Ability to meet and maintain competitive rent level); and **Sustainability** (Responsibility towards green delivery and environmental impact) and other relevant criteria.

Further details on weighting and evaluation criteria of applications will feature in the Tender documentation at Stage 2.

The Expression of Interest application form is on the next page (p6).

Please complete the application in full.

SECTION 1: APPLICANT DETAILS

Name of business or organisation:

Details of main contact person for this property enquiry:

Title:

First name:

Surname:

Position in organisation:

Nature of business:

Company registration number (if applicable):

Business/Organisation address:

Postcode:

Telephone:

Mobile:

Email:

Website:

SECTION 2: BUSINESS/PROJECT DETAILS

What is the intended business for Luss? Is it a new business or an extension or development of an existing business?

Dates: The lease is likely to be awarded late March 2021. The nature of your business; the lease negotiations and agreement timeframe; and your fit-out requirements will all affect your own timeframe. However, it would be helpful to have an indication of when you might expect to A move in and B begin trading/operating.

Note: This is for indicative purposes only to help plan ahead. It is not binding in any way.

A) Move-in preference month in 2021:

B) Opening date (month/year):

Business Development Outline

When was your business established? (Month/Year):

Please give a brief overview of your business. Feel free to attach separate business plans or any other relevant documentation. (max. 500 words)

SECTION 3: DELIVERING WITH THE COMMUNITY IN MIND

Do you or does the business have any prior connections with Luss or with the National Park? For example, do you live or already work within the area?

Does your business have any connections with or provide community benefits to any communities elsewhere?

Examples of any existing Partnerships and Collaborations:

The National Park is exploring with Luss & Arden Community that a percentage of the monthly rent agreed with the tenant is payable into a Community Project Fund. What is your view on that direct gesture of community support/community benefits? Would it fit with your corporate culture?

SECTION 4: COMMITMENT

How does your business demonstrate its awareness of climate emergency?

How does your business demonstrate responsibility towards the natural environment and sustainability?

SECTION 5: FINANCIAL INFORMATION

What do you anticipate your level of investment will be in the site?

What is your source of funding?

DECLARATION:

I confirm that the information contained in this form is true and representative of the business proposal I am interested in bringing to the National Park's building at Luss.

Signed:

Name:

Application organisation:

Position within organisation:

Date:

Please send your completed application to Ryden Property in Glasgow by email:

John Conroy, Partner, Ryden: john.conroy@ryden.co.uk

Direct Line: +44 (0) 141 270 3176 Mobile: +44 (0) 7979 494915

Ends