



**Crown Estate  
Scotland**  
Oighreachd a' Chrùin Alba

Innovation with Natural Resources • Capital Investment Fund

# Stage 1 Application Form



Reference number for this application (for use by Crown Estate Scotland only)

## Introduction

### About Crown Estate Scotland

Crown Estate Scotland manages land and property owned by the Monarch in right of the Crown. Our purpose is to invest in property, natural resources and people to generate lasting value for Scotland.

We work in a way that:

- Generates prosperity and value for all of Scotland;
- Supports the growth of sustainable marine and coastal businesses;
- Makes places better for those who live, work and visit there;
- Promotes sustainable ways of producing energy, food, and other products; and
- Creates opportunities for people to use and benefit from the Scottish Crown Estate.

The Scottish Crown Estate comprises a diverse range of rural and marine assets, alongside a small commercial property portfolio. Management of the Estate involves leasing land and property to over 2,000 individuals and businesses, on commercial terms, whilst supporting aquaculture, farming, forestry, tourism and offshore renewables through research and investment.

In line with the Scottish Crown Estate Act 2019, we manage the assets in a way that supports economic development, regeneration, social wellbeing and environmental wellbeing.

You can learn more by visiting our website: <https://www.crownestatescotland.com>.

### The Innovation with Natural Resources Investment Fund

Crown Estate Scotland's 2020-23 Corporate Plan includes the following key objective:

- **Promote new sustainable ways of using natural resources to produce energy, food and other products**

To meet this objective, we are seeking to identify investment opportunities to grow revenue and capital value whilst supporting projects linked to the Scottish Crown Estate which promote improvements and innovation in the sustainable use of natural resources.

This Innovation with Natural Resources Fund (INR) is our commitment to support business development and diversification for existing and new tenants through commercial investment of capital funds, particularly where they align with regional development priorities.

We welcome strong and viable investment opportunities from applicants based across rural, coastal and marine settings.

Applications for capital investments between £150,000 and £500,000 are invited from interested parties.

Applicants should bear in mind that:

- **Crown Estate Scotland must invest in land and property which is already part of the Scottish Crown Estate or is purchased to form part of the Scottish Crown Estate.** Crown Estate Scotland is not permitted to trade and cannot take shared ownership or shared equity in land and property assets.
- **Crown Estate Scotland investment funds are not grant funds, they are capital investment** and in line with statutory requirements we need to be mindful of the financial value of the assets which are the subject of investment over time, as well as the financial return and wider value the investment generates.
- **Crown Estate Scotland leases its assets to generate revenue from rent** (our profit is surrendered to Scottish Government) and **projects which are the subject of this investment will ultimately require a commercial lease arrangement with the applicant or another relevant body.** The exact terms of this lease will be determined at the final stage of the process set out below.

## The Application Process

To enable us to assess applications for investment within these funds, we have a three-stage process which is set out below:

- **Stage 1 Application Form** (this form)
- **Stage 2 Consideration of a Strategic Outline Business Case** (Strategic Case).
- **Stage 3 Consideration of a Full Business Case.**

We are keen to work with applicants (and potentially other partners) during the three-stage process to ensure projects meet our criteria or can be adapted to do so.

We therefore welcome applications from projects that may be at an early stage but require further development work (such as purchase and development of an asset or a building or land to support business diversification) alongside projects that have well-developed business plans, but which require capital investment to enable them to proceed.

## This Stage 1 Application Form

The purpose of this form is to allow us to identify those projects which fit the fund criteria or can be adapted to do so, without the need for the submission of detailed business plans. Projects that do not fit or are unlikely to fit the criteria or are considered unsuitable for Crown Estate Scotland investment will not be taken forward to the next stage.

Following the closing date, all applications will be reviewed by Crown Estate Scotland. If more applications are received than the fund can support, these will be ranked according to an assessment of their relative suitability, deliverability, affordability and fit with the investment criteria. We may seek further clarification from applicants at this stage if there are elements of the application that are unclear.

## Eligibility

To be eligible to apply for Innovation with Natural Resources funds, you must be:

- Tenants with at least 5 years lease security or prospective new tenants; and
- Providing opportunities for improvements and innovation in the sustainable use of natural resources and business development and diversification within 5 miles of the Scottish Crown Estate; and
- A UK registered business, statutory body, or other legally constituted organisation.

## Criteria for the Innovation with Natural Resources Fund

Our objective is to identify investment opportunities in Scottish Crown Estate assets that promote new and sustainable ways of using natural resources to produce, energy, food and other products. In doing so, projects should provide a meaningful contribution to local, regional, environmental and economic development plans which involve the protection or recovery of habitats and ecosystems and/or promote the sustainable use of natural resources.

To qualify, you must present an investment opportunity which meets some key criteria:

- **It must form part of the Scottish Crown Estate.** This means it must involve [Scottish Crown Estate land, property or other assets](#); or the purchase of new assets to become part of the Estate.
- **It must deliver benefits to Scotland** which can be defined, are sustainable, and will contribute to achieving [our corporate objectives](#).
- **It must deliver Financial value**, and should have a credible business plan for maintaining the value of the investment and delivering a positive return for us.
- **It must not result in unfair competition**, or breach regulations on competition or state aid.
- **It must demonstrate stakeholder support**, through community consultation, engagement with a planning authority, financial commitments from other funding bodies, etc.

For this Innovation with Natural Resources challenge fund, project aims should relate to improvement and innovation in the sustainable use of natural resources, and business development and diversification, in ways that include but are not restricted to:

- Conversion of existing buildings or provision of new buildings/infrastructure to support diversified enterprises linked to innovation with natural resources.
- Projects that support business restructuring and result in more sustainable resource use for existing businesses e.g. that demonstrably reduce negative impacts on natural resource use or impacts on biodiversity.
- Projects which add commercial value to existing enterprises through the more efficient use of natural resources such as through co-operative working.
- Addressing the impact of climate change / promoting management activities which helps address climate change and reduce carbon footprint and enriching biodiversity within a nature-based solution.
- Projects that use nature-based solutions to reduce their environmental impact and increase the resilience of

the business.

- The enhancement or development of alternative green renewable energy, which reduces dependency on fossil fuels and/ or assisting in adaptation to climate change impacts.
- Projects that reduce air pollution, waste and diffuse pollution of water courses or marine / coastal pollution and / or address the impact of invasive non-native species.
- Developing proposals which can support tenant farmers longer term business resilience and to adapt their practices to cope with climate change.

## Accepting and Progressing Applications

We will accept first stage applications to the fund from **Wednesday 03 March 2022 until 1700 hrs Friday 03 June 2022**.

Applicants will be informed no later than **12 August 2022** if their application will progress to the next stage. Where project timescales require a quicker response we will seek to accelerate a decision on Stage 1 applications if at all possible.

Selected applicants will then be invited, **at Stage 2**, to produce a **Strategic Case** in line with the [Treasury Green Book '5- Case Model'](#). This sets out all the relevant details we require to make an informed decision on whether the project fully meets our investment criteria and corporate plan objectives. Our team will work with applicants to develop their Strategic Case. Once Strategic Cases are completed our Investment Committee will review them and decide which projects progress to the final stage.

**Stage 3** will involve the creation of a **Full Business Case** for each application which will build on the Strategic Case and identify and set out the full details of the proposal, any legal or other contractual terms, the financial considerations and the heads of terms of any relevant agreements that need to be put in place. The preparation of the Full Business Case may require expenditure to undertake activities such as valuations, explore project feasibility, undertake surveys or other consultancy work. We will work with applicants to undertake this work as required, including potential contribution towards the cost to develop and appraise the Full Business Case on a case-by-case basis.

**Once a Full Business Case is complete it will be re- submitted to our Investment Committee, and a final decision made** on whether the investment will be pursued. Any decision to proceed will still be subject to the finalisation of contractual terms or clarification of any additional matters raised by the Investment Committee at this stage.

Since they may require additional preparatory work and research, neither the Strategic Case nor the Full Business Case preparation are subject to time limits. For projects at an advanced stage of development or where there may be a time limit, (such as acquisition of property on the market) we will work with applicants to accelerate both the Strategic Case and Full Business Case stages as quickly as possible.

We will not make any commitment to invest or provide any guarantees of support until a decision has been made following the consideration of (and any subsequent amendment of) the Full Business Case.

**Please turn to the next page to begin your first stage application.**

## Please give us your contact details

Business or Organisation name

Registered Office address

Correspondence address (if different to the above)

Primary Contact name

Position

Telephone number

Email address

Website

## Please tell us about your business or organisation

In order to be eligible for Crown Estate Scotland investment capital you must be a UK registered business, statutory body, or other legally constituted organisation.

Please describe the nature of the services provided by your business or organisation:

Please provide your company registration number, or if your organisation is not a registered company please explain why and provide any other relevant registration numbers:

## Please tell us about your project proposal

Project name

Location of project (please provide address or OS grid reference)

Describe the project that the investment funds will be used for (in 300 words or less)

Crown Estate Scotland can only invest in land which is already part of the Estate, or by purchasing land which will be added to the Estate. Please tell us which of these investment types your project proposal represents (in 100 words or less)

## Please explain how your project delivers defined, sustainable benefits

Your answer should describe what you see as the main benefits of your project, bearing in mind the overall aims of the investment funds set out above. Please also include details of the anticipated timescales for development of the project.

(in 400 words or less)

## Please explain how your project fits with our objective of promoting improvements and innovation in the sustainable use of natural resources

In order to be eligible for Crown Estate Scotland investment capital your proposal must align with Crown Estate Scotland's corporate objectives and fit with relevant plans and policies.

Please provide a brief description of how your proposal fits with local and/ or regional development priorities and/ or other relevant plans including those that involve the protection or recovery of habitats and ecosystems and/ or promote the sustainable use of natural resources.

(in 400 words or less)

## Please set out the business case for your project proposal

This section will help us understand the business viability of your project and how this will generate a return to Crown Estate Scotland.

Your answer should set out as much information as is available to describe both the quantifiable and non-quantifiable characteristics of the project. This should include any background information relating to:

- The specific business need
- The expected costs of the project
- The scope
- Any assumptions and anticipated risks

Any financial information you can provide will also be helpful and can be provided as an annexe to the application.

For projects at an early stage of development where this is not available please provide an indication of where anticipated income will come from and any expected operating costs. (At this stage we are not seeking a full financial appraisal – this will be developed with applicants during stages 2 and 3 – see above).

(in 500 words or less)

Total project budget (£)

Total investment sought from Crown Estate Scotland (£)

Amount, source, and status of other funds for the project

Please describe what statutory consents or other permissions are required for your project and what stage you have reached in obtaining those consents or permissions

## Other Relevant Information

Please add any other information you feel relevant that will help Crown Estate Scotland to understand and assess your proposal against the criteria listed above (in 300 words or less)

## Data Protection and Privacy

Crown Estate Scotland's Data Protection Policy and Privacy Notice can be viewed at:

- <https://www.crownestatescotland.com/maps-and-publications>

## Submissions

Please submit your completed application form and any supporting information **no later 1700 hrs Friday 03 June 2022** to: [naturalresourcesfund@crownestatescotland.com](mailto:naturalresourcesfund@crownestatescotland.com)

Please submit any questions to the same address. We will publish FAQs and our responses (where relevant) on our website up to a week prior to the closing date to maintain transparency for other applicants.

## Declaration

**I confirm that the information provided in this application is correct and that I am authorised to make the application.**

**I understand that decisions made by Crown Estate Scotland are final.**

Name

Signature

Date