

Road to the Isles Facilities Group SCIO
Provision of Toilet, Shower and Camper Van Waste Facilities
at Mallaig, Morar and Traigh

Business Plan

June 2018

Introduction:

The Road to the Isles Facilities Group SCIO has been created as a partnership between Mallaig, Morar and Arisaig Community Councils and Mallaig and Morar Community Centre Association, in order to develop tourism facilities in the area between Arisaig and Mallaig. In recent years, an increase in visitors, and in particular those visiting in Campervans has led to pressure on existing resources, and the three Community Councils collaborated on a 'Seasonal Tourism Pressures Paper', with the intention of gathering support from the local Council and other public bodies. The Scottish Government's announcement of funding for tourism facilities, through the Rural Tourism Infrastructure Fund provided an opportunity to apply for funding to re-open closed facilities and develop new facilities in the area.

The Proposal:

The initial proposal is to renovate and re-open the closed toilet block at Traigh Beach and to build a larger toilet block, with shower facilities, fresh water supply and chemical waste emptying facilities on waste ground at the south end of the West Bay Car Park in Mallaig. These will be owned and managed by the SCIO, on a not-for-profit basis.

The existing block at Traigh is owned by The Highland Council, and will be transferred into community ownership. The land in Mallaig was presumed to be owned by Nevis Estates, but it has now been established that the land is in Council ownership and discussions are ongoing about whether this land will be leased or gifted to the SCIO to facilitate the build.

Estimated Build Costs:

For the purpose of the RTIF application, we have presumed the following budgets for works:

Costs		VAT	70%	30%	VAT	Total inc. VAT
Mallaig Build	270000	20% on 70% of costs	189000	81000	37800	307800
Mallaig Groundworks	40000	20%			8000	48000
Traigh Refurb	50000	20%			10000	60000
Fees etc.	10000	20%			2000	12000
	370000				57800	427800

To be funded:

RTIF:	£299,460
LEADER:	£120,000
Other Funds (e.g. Climate Challenge / Trusts)	£8,340
TOTAL	£427,800

We are applying for the £299,460 from RTIF, which is 70% of the costs.

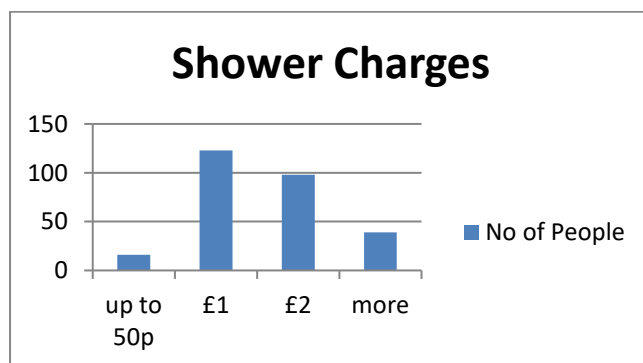
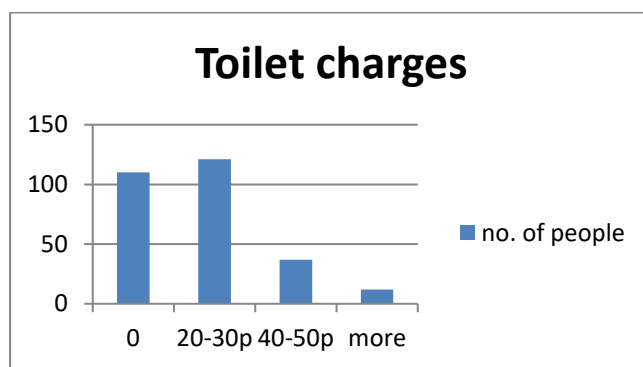
We are assuming that the whole cost of the build will be covered by grant funding. However, we are aware that this will create cash-flow issues for the build, especially given that the SCIO is a new organisation, with no reserves.

As a second phase, we would like to build a further toilet and shower block, with possible hard standings, electrical hook-ups and chemical waste emptying facilities on the 'Games Field' in Morar. We had originally included this in the first phase, but the budget is not sufficient to enable this.

We would hope to have the first phase completed and operational by Easter 2019. The RTIF bid is to be submitted by 27th July, and the LEADER bid by 5th September. To submit the LEADER bid, we need to have applied for planning permission, and to facilitate this, have detailed designs. This will require the SCIO to incur some costs prior to confirmation of funding for the build.

If we are successful in our funding applications, we will need to put together a detailed project plan and cashflow for the build phase.

We have undertaken a survey of both locals and visitors, and the full results of this survey are available separately. Within this, we asked about charging for facilities, and have made the assumptions within this business plan based on the responses to the survey.



We have modelled projections for the SCIO based on the assumption that we will charge 20p to use the toilets; £2 for showers and £5 for emptying chemical waste in Mallaig, and that the facilities at Traigh will be operated on a donation basis. This model is only marginal, so we have also included figures based on charging 30p for toilets, 50p for toilets or £3 for showers. It is likely that we will have to charge 30p for toilets, and £2 for showers to make the business viable.

We have used information from the operation of the public toilets at Mallaig and Morar Community Centre, and the stand alone block in Arisaig, operated by Arisaig Community Trust to inform costs. We have also had discussions with SEPA about the potential costs associated with a licence to re-open Traigh, and any ongoing costs, and have factored these in. We have presumed an exemption from rates associated with being a charity.

The income projections are based on the following assumptions:

Toilets: Average 1,800 users per week in April and October
Average 2,000 users per week in June, August and September
Average 2,500 users per week in July
Average 200 users per week November to March

Showers: Average 60 users per week in April
Average 80 users per week in May and September
Average 100 users per week June, July, August and October
Average 15 users per week November to March

Chemical Waste: Average 10 uses per week April, May, September, October
Average 15 uses per week June, July, August
Average 8 uses per week November to March

Toilet usage is based on the knowledge of the number of visitors in the area, and the existing usage in Mallaig (on one day in June, 5 coaches had used the facilities by 9.30am). The showers are more difficult to predict, but MMCA are regularly asked if we have shower facilities, and we have looked at the number of camper vans parked overnight in the West Bay car park to allow us to make an educated estimate.

We have assumed the SCIO will receive the £300 per month Highland Comfort funding currently awarded to Mallaig and Morar Community Centre Association, and have modelled the donations based on the amounts currently received in Mallaig and Arisaig. We have assumed that we will invite local businesses to sponsor the facilities by advertising within them, and that this will bring in income of £2,000 per annum.

Assuming 20p charge for toilets / £2 for showers													
Income	April	May	June	July	August	September	October	November	December	January	February	March	TOTAL
Mallaig Toilets	1440	2000	2000	2500	2000	1600	1440	160	160	160	160	200	13820
Showers	480	640	800	800	800	640	800	120	120	120	120	120	5560
Chemical Waste	200	200	300	300	300	200	200	160	160	160	160	160	2500
Highland Comfort	300	300	300	300	300	300	300	300	300	300	300	300	3600
Donations (Traigh)	100	200	200	250	250	200	150	100	100	100	100	100	1850
Sponsorship	2000												2000
	4520	3340	3600	4150	3650	2940	2890	840	840	840	840	880	29330
Expenditure													
Electricity	350	350	350	350	350	350	350	350	350	350	350	350	4200
consumables	200	300	300	350	350	300	300	200	200	200	200	200	3100
Wages etc	1242	1552.5	1242	1552.5	1242	1242	1242	828	828	828	828	828	13455
Water Charges			350			350			350				1400
SEPA fees	2101											1500	3601
Insurances	83	83	84	83	83	84	83	83	84	83	83	84	1000
Refuse Collection	70	70	70	70	70	70	70	70	70	70	70	70	840
Maintenance/miscellane	120	120	120	120	120	120	120	120	120	120	120	120	1440
	4166	2475.5	2516	2525.5	2215	2516	2165	1651	2002	1651	1651	3502	29036
Monthly surplus/deficit	354	864.5	1084	1624.5	1435	424	725	-811	-1162	-811	-811	-2622	
carry forward		1218.5	2302.5	3927	5362	5786	6511	5700	4538	3727	2916	294	294

Assuming 30p charge for toilets / £2 for showers													
Income	April	May	June	July	August	September	October	November	December	January	February	March	TOTAL
Mallaig Toilets	2160	3000	3000	3750	3000	2400	2160	240	240	240	240	300	20730
Showers	480	640	800	800	800	640	800	120	120	120	120	120	5560
Chemical Waste	200	200	300	300	300	200	200	160	160	160	160	160	2500
Highland Comfort	300	300	300	300	300	300	300	300	300	300	300	300	3600
Donations (Traigh)	100	200	200	250	250	200	150	100	100	100	100	100	1850
Sponsorship	2000												2000
	5240	4340	4600	5400	4650	3740	3610	920	920	920	920	980	36240
Expenditure													
Electricity	350	350	350	350	350	350	350	350	350	350	350	350	4200
consumables	200	300	300	350	350	300	300	200	200	200	200	200	3100
Wages etc	1242	1552.5	1242	1552.5	1242	1242	1242	828	828	828	828	828	13455
Water Charges			350			350			350				1400
SEPA fees	2101											1500	3601
Insurances	83	83	84	83	83	84	83	83	84	83	83	84	1000
Refuse Collection	70	70	70	70	70	70	70	70	70	70	70	70	840
Maintenance/miscell	120	120	120	120	120	120	120	120	120	120	120	120	1440
	4166	2475.5	2516	2525.5	2215	2516	2165	1651	2002	1651	1651	3502	29036
Monthly surplus/deficit	1074	1864.5	2084	2874.5	2435	1224	1445	-731	-1082	-731	-731	-2522	
carry forward		2938.5	5022.5	7897	10332	11556	13001	12270	11188	10457	9726	7204	7204

Assuming 20p for toilets / £3 for showers													
Income	April	May	June	July	August	September	October	November	December	January	February	March	TOTAL
Mallaig Toilets	1440	2000	2000	2500	2000	1600	1440	160	160	160	160	200	13820
Showers	720	960	1200	1200	1200	960	1200	180	180	180	180	180	8340
Chemical Waste	200	200	300	300	300	200	200	160	160	160	160	160	2500
Highland Comfort	300	300	300	300	300	300	300	300	300	300	300	300	3600
Donations (Traigh)	100	200	200	250	250	200	150	100	100	100	100	100	1850
Sponsorship	2000												2000
	4760	3660	4000	4550	4050	3260	3290	900	900	900	900	940	32110
Expenditure													
Electricity	350	350	350	350	350	350	350	350	350	350	350	350	4200
consumables	200	300	300	350	350	300	300	200	200	200	200	200	3100
Wages etc	1242	1552.5	1242	1552.5	1242	1242	1242	828	828	828	828	828	13455
Water Charges			350			350			350				1400
SEPA fees	2101											1500	3601
Insurances	83	83	84	83	83	84	83	83	84	83	83	84	1000
Refuse Collection	70	70	70	70	70	70	70	70	70	70	70	70	840
Maintenance/miscel	120	120	120	120	120	120	120	120	120	120	120	120	1440
	4166	2475.5	2516	2525.5	2215	2516	2165	1651	2002	1651	1651	3502	29036
Monthly surplus/deficit	594	1184.5	1484	2024.5	1835	744	1125	-751	-1102	-751	-751	-2562	
carry forward		1778.5	3262.5	5287	7122	7866	8991	8240	7138	6387	5636	3074	3074

We are aware that The Highland Council is charging 50p for some of their toilet facilities, and this would result in the following income for the SCIO. Whilst we might ultimately have to charge 50p, we would like to operate initially on the basis of the feedback from the survey, and start at 30p. We feel that this would result in more community buy-in to the project in its initial stages, which is important to the overall success of the project.

Assuming 50p for toilets / £2 for showers													
Income	April	May	June	July	August	September	October	November	December	January	February	March	TOTAL
Mallaig Toilets	3600	5000	5000	6250	5000	4000	3600	400	400	400	400	500	34550
Showers	480	640	800	800	800	640	800	120	120	120	120	120	5560
Chemical Waste	200	200	300	300	300	200	200	160	160	160	160	160	2500
Highland Comfort	300	300	300	300	300	300	300	300	300	300	300	300	3600
Donations (Traigh)	100	200	200	250	250	200	150	100	100	100	100	100	1850
Sponsorship	2000												2000
	6680	6340	6600	7900	6650	5340	5050	1080	1080	1080	1080	1180	50060
Expenditure													
Electricity	350	350	350	350	350	350	350	350	350	350	350	350	4200
consumables	200	300	300	350	350	300	300	200	200	200	200	200	3100
Wages etc	1242	1552.5	1242	1552.5	1242	1242	1242	828	828	828	828	828	13455
Water Charges			350			350			350				1400
SEPA fees	2101											1500	3601
Insurances	83	83	84	83	83	84	83	83	84	83	83	84	1000
Refuse Collection	70	70	70	70	70	70	70	70	70	70	70	70	840
Maintenance/miscellaneous	120	120	120	120	120	120	120	120	120	120	120	120	1440
	4166	2475.5	2516	2525.5	2215	2516	2165	1651	2002	1651	1651	3502	29036
Monthly surplus/deficit	2514	3864.5	4084	5374.5	4435	2824	2885	-571	-922	-571	-571	-2322	
carry forward		6378.5	10462.5	15837	20272	23096	25981	25410	24488	23917	23346	21024	21024