



Sallochy options Paper – November 2024

Background

FLS has operated Sallochy as a campsite under various staffing models since 2012.

With reducing resources the decision has been made to cease this operation and look for a new model for the site.

This has been refined to the following 5 options on page 2 of this report.

DRAFT

Option 1 –

- Open as public car park all year round with charged parking via card/coin machine and RingGo.
- Stay the Night provision (x4 spaces at £[redacted] per night)
- No formalised camping provision
- Additional picnic tables installed on central grass area to make site more appealing for day visitors and reduce the opportunity for camping.
- Look at including the Sallochy toilets in the NP cleaning contract for ELL toilets. FLS contribute £ towards this.
- FLS Wardens reallocated to provide support across both QEFP and AFP visitor sites March-Dec.

Option 2 –

- Open as public car park all year round with charged parking via card/coin machine and RingGo.
- Stay the Night provision (x4 spaces at £[redacted] per night)
- x10 Lochside pitches provide additional ELL permit sites for National Park Camping Management byelaw at £[redacted] per night – Managed by NP ELL ranger service as part of daily patrol between March – Sept.
- Additional picnic tables installed on central grass area to make site more appealing for day visitors and reduce the opportunity for camping.
- Look at including the Sallochy toilets in the NP cleaning contract for ELL toilets. FLS contribute £ towards this.
- x2 FLS Wardens reallocated to provide support across both QEFP and AFP visitor sites March-Dec.

Option 3 –

- National Park take on Campsite for CMZ season March – September
- Staffed by x3 appointed NP seasonal rangers and FLS Wardens reallocated to provide support across both QEFP and AFP visitor sites March-Dec.
- Car park open at main gate to provide small amount of day visitor parking (approx. 10 spaces) giving FLS a small amount of parking income during the Summer.
- Internal barriers kept closed with combination code locks to segregate camping parking/day visitor parking.
- Car Park fully open to public Oct-Feb to provide FLS with Winter parking income.

Option 4 –

- National Park take on Campsite for CMZ season March – September
- Staffed by x3 appointed NP seasonal rangers and FLS Wardens reallocated to provide support across both QEFP and AFP visitor sites March-Dec.
- Car park closed at main gate during camping season. No car parking income during this time.
- Car Park fully open to public Oct-Feb to provide FLS with Winter parking income.

Option 5 –

- Commercial opportunity for external company to take on the site via lease. No FLS or NP input required.

Option 1

Pros –

FLS have not received charged parking income from Sallochay between March-October since 2019 as the main gates were closed due to Covid and that has continued for the last 4 years.

Car parking charges are £¹⁰ per day and £⁵ for 1 hour. The car park provides approx. 45 parking spaces and it is assumed the site would likely be full during the peak season between April-Sept similar to Millarochy Bay and Rowardennan.

The site provides an excellent day visitor location with toilets on site, it's popular with wildlife watchers and has access to the beach for watersports, picnicking and walking and cycling opportunities along the WHW and the FLS promoted Sallochay Trail which provides an excellent summit viewpoint across Loch Lomond.

Looking at our current payment honesty rates being 87% across QEFP and visitors staying for the day rather than 1 hour, it is estimated the site could make £^{Redacted} a day in charged parking 6 months of the year with a significant decrease between Nov-March. Averaging at 30% occupancy, potentially £^{Redacted} per day. For the full year this could bring an annual income of £^{Redacted}.

The addition of x4 Stay the Night designated campervan/motorhome spaces at a premium site with toilets available would be £^{Redacted} per stay. We know that we have campervans and motorhomes staying at all car parks along the ELL corridor on a daily basis (current messaging is 'no overnight parking' but we can't enforce this) so providing a provision for this would be a positive. Sallochay would be a popular site all year round so if these x4 spaces were occupied every day could bring a maximum income of £^{Redacted}.

Cons

Having no camping provision at Sallochay could see an increase in antisocial behavior and issues around 'illegal' camping, fires, littering within the National park Camping management Zone.

No FLS warden staff on site between 8am - 4pm from March-October means we would have no regular public engagement or daily management of the site.

Having the gates open 24hrs, 7 days a week means we wouldn't have control over people camping on site. It is likely people still would camp at Sallochay, arriving later in the day even if it was no longer being promoted as a campsite. We know this already happens at Rowardennan with both tents and campervans. National Park rangers and Sallochay wardens engage with people here during their patrols.

We could see an increase in complaints from repeat visitors to Sallochay who will no longer be able to camp at the site and would no longer be providing a cheaper, more affordable option for camping provision along the ELL corridor. This would be a reputational risk for FLS.

Option 2

Pros

This option would provide the same pros for FLS as option 1 but would also provide a cheap camping provision on the ELL corridor which would focus on the West Highland Way audience.

Lochan Maoil Dhuinne is the only NP permit site on ELL within the CMZ providing x5 tent pitching sites. This permit site is mostly fully booked during March-Sept. Pitches are **Redacted** per night for a 3 night maximum stay so based on this, x10 permit pitches along the lochshore (already set up) could bring the National Park **Redacted** (admin costs and staffing to manage permit sites doesn't mean this would be profitable for NP).

Cons

Additional pressure on NP ranger service to manage an additional x10 permit sites as part of the daily patrol. There wouldn't be additional staff deployed to take this on.

With the history of the site being a campsite and the additional central grass area no longer being promoted for camping, it may be difficult and time consuming to manage this. With the gates being open 24hrs, people arriving by car after ranger patrols have finished, there could be issues around non-permitted camping after 7pm. This could cause additional issues around noise, alcohol, fires, litter.

We could see an increase in complaints from repeat visitors to Salloch who will no longer be able to camp at a secure, staffed site. There would no longer be a provision for firepits, firewood.

Option 3

Pros

Sallochy campsite provision of 21 camping pitches remains. Campsite is run March – September in line with CMZ byelaws and the NP Loch Chon and Loch Achray campsite model by x3 NP Campsite wardens. They would be recruited for the site as additional resource.

Site remains managed so issues around ‘illegal’ camping withing the CMZ, fires, site damage, anti-social behavior, increased littering would be controlled.

Site still has an element of security to segregate the campsite area and day visitor parking.

FLS could benefit from a small level on income March-September generated from approx. x10 parking spaces available to day visitors.

Reduced staffing cost for FLS to not require 4 wardens to cover a 7 day a week rota

FLS wardens are reallocated to cover VS requirements across both QEFP and AFP.

Cons

NP would still run the site at a loss, but NP staffing costs would be less than FLS. x3 NP staff on 6 month contract - **Redacted** rather than x4 FLS wardens at **Redacted**.

Day visitors could be disruptive to campers.

Once rangers leave site there's no guarantee that other visitors will leave the site and will potentially camp with no permission.

FLS would lose the potential car parking income predicted between March-September if the site was fully open with >x45 spaces available.

No opportunity for Stay The Night.

Site maintenance costs remain with FLS – SC site rates, Bin uplift, Toilet cleaning, Toilet repairs, Grounds maintenance.

Option 4

Pros

Sallochty site doesn't change the current provision. Campsite is run March – September in line with CMZ byelaws and the NP Loch Chon and Loch Achray campsite model.

Site remains managed so issues around 'illegal' camping withing the CMZ, fires, site damage, anti-social behavior, increased littering would be controlled.

Site could remain locked to keep Sallochty a campsite only.

Reduced staffing cost for FLS to not require 4 wardens to cover a 7 day a week rota

FLS wardens are reallocated to cover VS requirements across both QEFP and AFP.

Cons

NP would still run the site at a loss, but NP staffing costs would be less than FLS. x3 NP staff on 6 month contract - **Redacted** rather than x4 FLS wardens at **Redacted** .

FLS would lose the potential car parking income predicted between March-September if the site was fully open with >x45 spaces available..

No opportunity for Stay The Night.

Site maintenance costs remain with FLS – SC site rates, Bin uplift, Toilet cleaning, Toilet repairs, Grounds maintenance.

Option 5

Pros

FLS and NP would not be required to staff this site. It would be privately run and an element of income would come to FLS through a lease agreement.

Cons

Site is very small and pitch numbers are limited due to this and the SSSI designation.

Site would likely become more expensive and no longer provide an affordable camping provision along the ELL corridor

DRAFT



Sallochy Income/Expenditure Figures

Year	Income	Expenditure	Profit /Loss	Staffing expenses	Profit/Loss w/staff	Confirmed Bookings
2022	Redacted	Redacted	Redacted	Redacted	Redacted	2774
2023	Redacted	Redacted	Redacted	Redacted	Redacted	2923
2024	Redacted	Redacted	Redacted	Redacted	Redacted	2216

Campsite Income Streams –

Camping Pitches, Fire Pit Rental, Bags of Logs, Smidge, Car Parking (additional vehicle charge if arriving by car vs. on foot).

Campsite Expenditure 2024 -

Supplier/Job	Cost
Feeds and stoves - Bags of Logs	Redacted
Emptying Composting toilets	Redacted
Monthly Chamber raking	Redacted
SC car park rates	Redacted
SC Public Toilet rates	Redacted
SC Bin emptying (weekly)	Redacted
CampManager Annual fee	Redacted
Water Supply	Redacted
Sanitary Bins	Redacted
Urine Tank emptying	Redacted
Grease Trap emptying	Redacted
Gutters	Redacted
Tent Tag printing	Redacted
Toilet Repairs	Redacted
GPC card - Site supplies	Redacted
Refunds (not camp manager)	Redacted
Total	Redacted

Predicted Income for Option 1

Estimated Sallochy Costings

Potential Income Streams	Daily (Summer)	Daily (Winter)	Summer (April-Sept)	Winter (Oct-March)	Annual
Car parking (87% Honesty Rate)	Redacted				
Stay The Night (x4 spaces)	Redacted				
Total	Redacted				

Car Parking income based on x45 spaces, £5 all day ticket, 87% honesty rate from 2024.

x45 parking spaces full between April-Sept. 30% occupancy Oct-March.

x4 Stay the Night spaces costing at £⁹⁵ per night (although with toilets Redacted as premium site with toilets).

Predicted Income for Option 2

Estimated Sallochy Costings

Potential Income Streams	Daily (Summer)	Daily (Winter)	Summer (April-Sept)	Winter (Oct-March)	Annual
Car parking (87% Honesty Rate)	Redacted				
Stay The Night (x4 spaces)	Redacted				
Lochside Camping Permits	Redacted				
Total	Redacted				

Car Parking income based on x45 spaces, £5 all day ticket, 87% honesty rate from 2024.

x45 parking spaces full between April-Sept. 30% occupancy Oct-March.

x4 Stay the Night spaces costing at £⁹⁵ per night (although with toilets Redacted as premium site with toilets).

National Park Permit sites – x10 lochside pitches at Redacted per pitch – (Will require additional NP staff support for site management so income from this may not be relevant).

Predicted income for Option 3 + 4

Year	Income	Expenditure	Profit/Loss	Staffing	Profit/Loss with staffing costs	Number of bookings
2022	£Redacted	████████	████████	████████	████████	2774
2023	Redacted	████████	████████	████████	████████	2923
Average	Redacted	████████	████████	████████	████████	2849

2022 and 2023 figures were based on a season where our booking system was up and running properly (not the case in 2024) and we had a full compliment of warden staff.

Using this data to get an average income and expenditure and inputting the NP staff costs for x3 campsite rangers, potentially, the site would not run at a loss.