

PARTNERING WITH WILDLIFE TRUSTS



A partnership with Bidwells can unlock significant opportunities for Wildlife Trusts to successfully expand nature reserves and establish a network of habitat banks.

Opportunities Analysis

We continue to work with a number of Wildlife Trusts to identify opportunities to expand existing nature reserves, increase farm portfolios and establish schemes such as biodiversity net gain. Our involvement in the market across the rural sector and our skills in assessing potential opportunities and constraints mean that we are ideally placed to help identify the right opportunities.

Capitalising on the existing resources that the Wildlife Trusts have in place across the country, we can work with you to identify

priority areas for expansion. Through strategic opportunities analysis we consider land with a relatively low baseline biodiversity value but with significant potential for uplift, as well as land which is otherwise constrained from a planning perspective that is likely to cost the Trust less to lease/purchase and can potentially be compatible with conservation objectives.

We can assess the potential value of prospective land to the Trust, as well as advise on different structures Trusts' might adopt (e.g. joint venture, lease,

or purchase) and on the appropriate terms. Our understanding of private and institutional landowners' objectives enables us to profile any owners we identify as prospective partners and ensure our approach to them is tailored accordingly, increasing success rate during negotiations.

Moreover, we can advise on future land management including assessment of the potential to generate income in the short-term through commercial lettings and other income generating activities as appropriate.

We've advised on biodiversity net gain for projects delivering a total of 25,000 homes and 15m sq ft of commercial space.



We have an unparalleled understanding of:

- Costs involved and how to enhance outcomes
- Ecological objectives
- The economics of land management
- Policy and regulatory issues
- Practical delivery of innovative green infrastructure schemes
- Risk analysis, returns and liabilities

£15_{bn}

We've delivered biodiversity net gain for development schemes worth £15bn GDV.

Biodiversity Net Gain

The need for establishing habitat banks with capacity to meet developer biodiversity net gain requirements is already apparent and is expected to continue rising with the Environment Act 2021 receiving Royal Assent.

We are assisting several Wildlife Trusts and public bodies in delivering biodiversity net gain from site selection and establishment of habitat banks through to brokering the biodiversity units created. The knowledge and experience of the Trust in delivering physical habitat creation, as well as the Trust's already established resources, are key assets to the effective and efficient delivery of biodiversity net gain schemes.

To maximise environmental and social outcomes, we endeavour to deliver biodiversity net gain on a landscape scale which improves the efficiency and cost-effectiveness of such schemes. Strategic spatial planning of habitat creation across a site, together with a robust and flexible long-term management structure further enhance environmental outcomes.

We are leaders in commercial experience of biodiversity net gain, so we are well placed to advise on the contractual and financial structures Trusts might put in place with developers to generate financial value while pursuing charitable objectives. Agreeing appropriate terms for associated legal agreements ensures risks and liabilities of biodiversity net gain schemes are mitigated.

Portfolio Review

We have extensive experience in managing landowner portfolios from small landholdings to large estates and for a variety of purposes. We have applied this knowledge and experience when reviewing the existing leases held by Wildlife Trusts in order to consider their risks and identify opportunities to further benefit a Trust.

Understanding your existing assets and how these are managed is vital to ensuring that you continue to receive an appropriate return and deliver the most for nature.

We can advise on appropriate forms of agreement and can consult landowners on restructuring leases for the best possible outcome.

Bidwells is the largest property consultancy across the Ox-Cam Arc – a region aiming to surpass the national biodiversity requirement by targeting 20% net gain.



Biodiversity Opportunity Analysis

We assisted Warwickshire Wildlife Trust in biodiversity opportunity mapping through defining search criteria and determining what could be achieved with funds available. We completed Land Registry searches and engaged with landowners on behalf of the Trust, identifying specific locations with opportunity for biodiversity enhancement on land that could be acquired without paying a significant premium over agricultural value.



Biodiversity, Nature Reserve and Farm Opportunity Analysis

We assisted Berks, Bucks and Oxon Wildlife Trust in determining priority locations for reserve expansion and capacity to establish biodiversity net gain schemes. We completed Land Registry searches and assisted the Trust in consulting landowners.

We assessed the likely value of prospective sites and provided advice on the level and terms of any offer the Trust wished to submit. Moreover, we advised on the income or resale potential of surplus assets and on future land management.



Lower Valley Farm

We identified Lower Valley Farm as being ideally situated for delivering biodiversity net gain as it lies within the Cambridge Nature Network and is adjacent to a SSSI.

Cambridge County Council appointed Bidwells on a long-term contract to oversee the entire project, coordinate all stages, and broker the biodiversity units created.

We appointed ecologists to conduct a biodiversity baseline survey and we reviewed the development of an Environmental Management Plan. A key element of this project was master planning the habitat creation and long-term management of the site, which not only maximises biodiversity outcomes but incorporates community services.



Leases Portfolio Review

Berks, Bucks and Oxon Wildlife Trust appointed Bidwells to conduct a review of their existing leases portfolio. We reviewed priority leases and considered their risks and opportunities to the Trust. We provided advice on more appropriate forms of agreement and appropriate 'Heads of Terms'. We also consulted landowners on restructuring leases for the best possible outcome.



Trumpington Meadows

A country park created by Grosvenor as part of a new 1,200-home community. We worked on behalf of the Wildlife Trust negotiating contractual structures that allowed them to take on a 115-year Section 106 liability and a financial endowment for its long-term management.



Daventry International Rail Freight Terminal II (DIRFT II)

We negotiated terms for a 25-year lease for 170 acres of compensatory habitat for the latest expansion to DIRFT II on behalf of BCN Wildlife Trust.

Bidwells is the leading consultancy in the biodiversity offsetting and net gain market.

If you are interested in exploring opportunities for reserves expansion, mechanisms for delivering biodiversity net gain schemes, or reviewing your land portfolio, speak to one of our advisors.



Roland Bull
Partner, Rural Investment

- Holds a bachelor's degree in Ecology and Environmental Management, and master's degrees in Rural Estate Management and Real Estate Finance
- Involved in first biodiversity offset scheme in 2012
- Clients include developers, colleges, charitable trusts, funds, and NGOs
- Speaker at many industry events including CLA, LPDF, MBL, LREF

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Lisa Bulmer
Senior Environmental Consultant

- Holds a bachelor's degree in Zoology, and master's degree in Ecology and Environmental Management
- Over five years' experience working with commercial consultancies and not-for-profit organisations
- Project lead on a flagship biodiversity net gain initiative in Cambridgeshire resulting in the conversion of c. 140 ha of arable land to biodiverse habitats
- Assisted project planning and delivery of Biodiversity Banking and Carbon Offsets schemes for infrastructure projects

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Henry Moore
Graduate Rural Surveyor

- Holds a bachelor's degree in Agricultural Business Management, and master's degree in Real Estate
- Experience preparing initial scoping reports of BNG
- Applying technical ecological information to the economics of land management
- Studied private sector investment in the environmental sector and the practical application of BNG as part of master's dissertation

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Matthew Alexander
Associate, Rural

- Holds a bachelor's degree in Geography, and a master's in Rural Land and Business Management. Is a Chartered Surveyor and Fellow of the Association of Agricultural Valuers
- Undertaking site searches for Wildlife Trusts to support their biodiversity net gain initiatives and expand existing wildlife corridors
- Undertaking valuations for Tax, Lending and Sale/ Purchase across the region

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“Knowing Bidwells have worked with other Wildlife Trusts provides Warwickshire Wildlife Trust with some comfort that they know how we operate as a charity and what we are required to consider in any venture.”

**Karl Curtis – Director of Reserves and Community Engagement,
Warwickshire Wildlife Trust**