



Organisations	Community Forest Trust, National Trust, Woodland Trust
Team	Urban Green
Brief description of supply	Finance Consultancy
Estimated value of tender	£39,600 including VAT
Estimated duration	August 2023 – June 2024
Name of NT contact	David Coughlin Project Manager david.coughlin@nationaltrust.org.uk

Developing an innovative investment case for urban trees

1. Introduction

The National Trust is the UK's largest conservation charity. We care for nature, beauty, and history for everyone, for ever. Our strategic objective for Urban Places sets out our ambition to help everyone have access to nature on their doorstep. The lockdowns of the last couple of years have demonstrated that access to nature is not equal, particularly for some urban communities. And whilst the social and environmental benefits of urban green space are well documented, many local authorities (who manage 85% of public parks) have experienced deep cuts to their budgets, leading to a loss of staff and skills, and making it harder to realise these benefits.

Over the past decade, the National Trust has been working in a range of places to understand what is needed for urban green spaces to thrive, to become financially sustainable, and more fully reflective of the needs and wants of the local community. Most recently we have been a lead partner in the Future Parks Accelerator, alongside National Lottery Heritage Fund, with support from the Department for Levelling Up, Housing and Communities. We are now working with a wider range of partners to deliver complimentary project and programmes aimed at tackling unequal access to green space and nature, in urban areas.

2. Overview of the Urban Forest Accelerator

The Urban Forest Accelerator project is being delivered by a partnership between Community Forest Trust, National Trust, and Woodland Trust. The partners are

collaborating on this project to develop a unified movement for urban forestry across the UK, which builds on the successes of existing community forests.

The project will look beyond the moment of planting to find innovative solutions to support the expansion of urban canopy cover, from planning and strategy, to sourcing, establishment and long-term maintenance. We will combine the knowledge of a cohort of ambitious local authorities and ENGOs from across the country, to assess past successes and explore the limits of possible future innovations. This cohort will meet and share knowledge via a series of workshops, the outputs of which will be tested on the ground in partnership with Birmingham City Council (BCC) and Plymouth City Council (PCC).

3. Funding and finance work package summary

A work package focussing on funding and finance will address the challenge of appropriately resourcing long-term maintenance of urban trees. This work package comprises the following pieces of work:

1. Economic valuation of Birmingham's urban woods and trees, and the economic uplift if the Birmingham Urban Forest Masterplan is delivered.
2. Baselineing of current costs for maintaining and replacing existing urban trees in Birmingham and assessing capital and revenue costs for delivering the Birmingham Urban Forest Masterplan.
3. Enterprise opportunity assessment for a range of income streams derived from urban trees and woods, including analysis of whether and how current income streams could be expanded and any new options.
4. An assessment of philanthropic and corporate motivations for supporting urban trees along with recommendations for BCC on how to establish new, diverse revenue streams and secure the investment and ongoing revenue required to deliver the BUFMP.
5. The initial options appraisal and development of new Innovative Finance product(s) for Urban Trees, responding to identified gaps in the market and evidenced outcomes delivered by urban trees and forests.
6. Developing an Urban Forest Green Finance Flow Chart to help local authorities and others quickly identify what type of green finance might be most suitable for the type of urban forest they have in their area.

4. Services required as part of this tender.

The primary purpose of this brief is to commission a suitably qualified consultant to deliver items 5 and 6 on the list above. More detail of the specific objectives of this work and the deliverables required is set out below.

A central part of the workstream, the objective of this work is a commission to explore and innovative finance opportunities and build an investment case for urban trees and forests.

- I. Discovery, development and design of new innovative finance opportunities for urban trees and forests based on delivery of environmental, social and economic outcomes.
 - a. The focus for this work should be on identifying/designing funding models for urban tree planting which isn't viable for established natural capital markets (e.g. carbon, BNG), which could be structured around contributing to:
 - i. Reducing air pollution
 - ii. Workplace recruitment/retention
 - iii. Reducing urban heat islands
 - iv. NFM and SUDs
 - v. Social prescribing
 - b. Responding to identified gaps in the market and evidenced outcomes, the successful consultants are required to undertake an initial options appraisal of innovative funding models for urban trees and woods.
 - c. The consultants will then seek to develop one of those ideas further, building the business case for that new product or approach. This would include undertaking the following core tasks:
 - i. Design of business models
 - ii. Stakeholder engagement to assess willingness to pay and prices
 - iii. Financial modelling
 - iv. Investment case where modelling illustrates viability
 - v. High level recommendations on legal and operational models, where investment case is promising.
 - d. As this is a developing and rapidly changing sector, the work will need to consider local and national projects, context and policy. For example, initiatives such as West Midlands Combined Authority's Local Investment in Natural Capital programme could have an impact on the feasibility of potential models in Birmingham. Such initiatives should therefore be considered an analysing opportunities for innovative finance models.
- II. 3. Development of Green Finance Flow Chart

Developing a simple Urban Forest Green Finance Flow Chart to help local authorities and others quickly identify what type of green finance might be most suitable for the type of urban forest they have in their area. For example it should quickly and easily help to identify the main sources of innovative finance for e.g. new trees, planted in a woodland-setting in peri urban locations.

5. Outputs required.

Summary of Outputs:

- Options appraisal for new innovative finance opportunities.
- Business case for new innovative finance products for urban trees and forests.
- Urban Forests Green Finance Flow Chart

6. Budget:

The budget for this work is £39,600 inc. VAT.

7. Timescales:

Key Dates:	Action/Task:
4 August	Brief issued
18 August	Tender return deadline, Proposals returned to NT by 12pm
18 August	Short listed consultants invited for interview
21-23 August	Interviews with shortlisted consultants
29 August	Award contract
31 August	Contract starts –start up meeting
September-December 2023	Regular review meetings with Project Manager
October 2023	Discovery and development phase commences
March 2024	Reporting for part 2
May 2024	Final outputs due to be signed off

8. Intellectual Property

Once the contract is awarded, we would expect that the intellectual property in the material produced for the programme will be assigned to the National Trust. This will be detailed in the contract.

9. Tender Returns and assessment criteria

The deadline for response to this brief is 12:00 noon on 18 August.

Interviews are expected to take place on week commencing 21 August. We plan to appoint and commence this work by the end of August.

The tender response should include details of all the following:

- Outline of your proposed approach to the project in enough detail for us to understand your communication style and vision for the programme.
- Description of your relevant experience and CV, including examples of at least two pieces of similar work you have carried out.
- Proposed timetable
- Proposed budget breakdown and detail of any proposed payment instalments (to be agreed with the National Trust at the kick off meeting)
- Name and contact details of two referees
- Confirmation of Public Liability Insurance (minimum £2,000,000 two million pounds), Professional Indemnity Insurance (minimum £1,000,000 one million pounds) and Employers Liability (£5,000,000 five million pounds-the Government

- have set the minimum limit for Employee Liability insurance at £5m any one claim, and this is required even if you have one employee).
- Details of any matters or concerns not covered by this brief.

Tenders should not exceed 10 pages in length. Submitting a proposal more than 10 pages will automatically result in the rejection of the proposal.

Tenders will be assessed against a range of weighted criteria, outlined in the table below:

Criteria	Weighting
Quality	30%
Methodology	30%
Value for money	20%
Past experience	10%
Social impact	10%

Please submit proposals by email before the deadline of 12:00 noon on 18 August, to the following contact:

David Coughlin
david.coughlin@nationaltrust.org.uk
07929 668146

Please also feel free to contact with any questions, or a request for a meeting before submitting your proposal.