**Penwith Landscape Recovery Project**

**Land Agent Consultancy**

**Statement of Work**

**Plan Overview**

The PLR project team require an experienced Land Agent consultancy to support the development of agreements with individual farmers and the single legal entity of the project, agree to legal terms on behalf of all landowners, negotiate with and engage the landowners via full farm plan input to participate in the project to enter implementation in April 2026 and enable the delivery of the project for the duration of 20 years. Please refer to the invitation to tender for an overview of the PLR vision and objectives for the two-year development phase.

**Success Criteria**

DEFRA Landscape Handbook – All aspects of the legal agreement must meet the requirements of the DEFRA Landscape Recovery Handbook V3. This has been summarised below.

PLR project vision – The individual land manager plans and legal terms must enable the vision of the PLR team to be realised. This has been summarised below.

Stakeholder Engagement – Land Manager and stakeholder buy in is maintained to enable the delivery of the PLR project across the West Penwith landscape and at least the current project area of 4170.65ha and 56 land managers.

Timeline – The Land Agent consultancy team shall begin work late February 2025 and conclude all work by April 2026.

Ability to liaise with legal contractor – This tender has gone out alongside a legal and governance tender, who will need to work closely with the Contracted Delivery Partner (CDP) throughout the process. Joint submissions will be considered (please see collective tender letter document for details).

Scope of Work

1.Deliverables produced in the development phase must meet the criteria and be limited to the deliverables outlined in the DEFRA Landscape Handbook. Criteria are outlined below.

2.The PLR project area shall be no more than 4170.65ha as shown in map 1. No more land can be added to the project boundary.

Please provide your hourly rate and the expected timeframe for each item of the work detailed below.

Work Criteria

The information below shows the criteria for the work to be undertaken by the Land Agent contracted delivery partner (CDP).

A) Discuss with PLR team the practical implications of the management options and costings for proposed interventions. Discuss and agree on final payment rate per hectare per intervention.

B) Discuss with individual landowners the interventions they may undertake on their land and the cost/benefits of these. Maybe do a couple of pilot projects to assess viability.

C) Meet with participating landowners and discuss implementation of agreed interventions and agree payment rates for each option.

D) Once agreement reached on an individual level, input into full farm plans advising on interventions to be undertaken on the farm and the payments to be reached over the 20-year project.

E) Agree Heads of Terms, use precedent terms based on pre agreed legal documentation. Liaise with the legal consultancy to confirm legal agreements on an individual landowner level and as a project, including funding for interventions undertaken on their land via contract from Landscape Recovery single legal entity (SLE). To include any relevant covenants or restrictions on the land.

F) Liaise with legal team to ensure any due diligence work on third party land (56 land managers) may include licenses to enter onto land and binding successors in title. Exploring and ensure set up a mix of conservation covenants, land registry notices, equitable charges in order to secure obligations on third party land.

G) Ensure all landowners agree with the overall structure of the SLE and how payments will work over the project life. The agreements should secure implementation for a minimum of a 20-year period and ensure that the project can secure its deliverables for this period and beyond.

The agreements must show how they will:

* Ensure fair representation and decision making
* Enable a change management process in implementation
* Manage and disperse funds
* Manage any appeals
* Detail the process, policies and procedures required to manage the project delivery
* Process for the governance and management of project finances within the SLE and give the confidence that the money will be managed well and the reassurance that PLR project outputs will be delivered.

H) Through collaboration with the legal consultancy and the SLE/CWT the Governance plan should be agreed on behalf of the landowners addressing the following areas:

* The legal relationship between the SLE and the land managers participating in PLR project
* The legal relationship between the land managers participating in the project
* How the liability of the project partners and landowners will be limited
* How project funds including grants, green finance, DEFRA payments should be distributed i.e. based on landholding, specific interventions etc
* If asset locks are necessary and should be utilised
* Tax implications of the SLE delivering the project and for individual landowners
* Implications for inheritance tax for participating landowners
* Implications for disposal of assets for the participating landowners individually and the project.
* Implications and mitigations if a landowner alter their business plan, potentially jeopardising the project agreement with DEFRA.
* Decision making process of the SLE agreed with the landowners.
* Regulation and reporting requirement needs for the SLE if a land manager
* Mitigations for underperformance by a single land manager i.e. enforcement, redress or proportional reward. How does this affect the collective environmental targets?

**Contract Development**

The CDP shall be responsible for ensuring contracts are agreed between the SLE and participating landowners to enable the delivery of a Penwith that thrives for all over the 20-year implementation period. Through collaboration with CWT, they shall ensure the individual landowners have agreed their own terms and the overall contract with the SLE.

**Reporting and communication**

Monthly progress reports shall be collated and submitted to the Project Manager including:

1. Progress against tasks and milestones detailed in a work breakdown structure.
2. A risk management plan – maintained throughout delivery of this contract. This should identify the likelihood and impact of project risks and mitigation.
3. An account of resources used.

Update land managers where required of progress updates and facilitate feedback and collaboration.

The CDP may be required to send a representative to attend a Project working group meeting to engage with project stakeholders.

**Payment for work completed**

Payment will be made monthly in arrears of work being completed and on production of an invoice detailing the work carried out, or a similar structure once discussed with the CDP.

**Timeline of activities**

|  |  |  |
| --- | --- | --- |
| Deliverable | Responsibility | Progress Measures |
| January to March 2025 | | |
| Tender and procure Land Agent professional to inform Land Management plan. | PLR | Contract secured with CDP by end of February 2025 |
| Liaise with legal team and PLR team to discuss interventions. | PLR/CDP | 50% complete |
| March to June 2025 | | |
| Liaise with legal team and PLR team to discuss interventions. | PLR/CDP | 100% complete |
| Hold individual meetings with landowners to discuss possible interventions with costings on land | PLR/CDP | 75% complete |
| Liaise with legal team to inform individual contract development. | PLR/CDP | 25% complete |
| July to September 2025 | | |
| Liaise with legal team to inform contract development. | PLR/CDP | 75% complete |
| Hold individual meetings with landowners to discuss possible interventions on land | PLR/CDP | 100% complete |
| Review agreements and negotiate to ensure landowner approval and obtain signature. | PLR/CDP | 25% complete |
| October to December 2025 | | |
| Liaise with legal team to inform contract development. | PLR/CDP | 100% complete |
| Review agreements and negotiate to ensure landowner approval and obtain signature. | PLR/CDP | 100% complete |
| Ensure all landowners sign the single legal entity contract | PLR/CDP | 100% complete |

Map 1

Agreement

Land

**Legend**

Agreement

Land

as

Amended

0

1,000

Meters

2,000

4,000

**Project**

**Name:**

**[12]**

**Penwith**

**Agreement land: project extent as amended February 2025**

**Amended project size: 4,170.65ha**

