

# Our Common Cause: Our Upland Commons

## INVITATION TO TENDER

**From** Foundation for Common Land (on behalf of the National Trust)

**For** Fundraising support to the Our Common Cause Project

**Contact** Julia Aglionby, Executive Director, Foundation for Common Land  
[julia@foundationforcommonland.org.uk](mailto:julia@foundationforcommonland.org.uk), (07702) 100111

**Date** April 2018

### 1. Overview

The Our Common Cause Project Partnership wishes to appoint a specialist fundraising consultant to work with the Partnership and project personnel to identify and review the funding options available and fundraise for specific elements of the Our Common Cause project delivery stage.

### 2. Background

In June 2017, the Foundation for Common Land and a broad partnership of organisations successfully secured a first round Heritage Grant from Heritage Lottery Fund to enable it to develop a detailed second round application for submission in December 2019.

The Our Common Cause: Our Upland Commons project will enhance the cultural and ecological heritage of Upland Commons and provide the public with the opportunity to learn about, appreciate and support the continuation of pastoral commoning. The work will take place on identified commons in four areas of England - Dartmoor, the Lake District, Shropshire Hills and Yorkshire Dales.

It will build on the findings of “Better Outcomes on Upland Commons” which conducted five case studies in areas with strong pastoral commoning traditions. It worked to unpack the objectives and motivations of commoners, common land owners, conservation bodies, water companies and other interested parties and this has led to better understanding and learning, key building blocks in the development of trust. See <http://www.foundationforcommonland.org.uk/better-outcomes-on-upland-commons> .

The pilot project identified 10 attributes of successful management and concluded that ‘*respectful and long enduring relationships between individuals and groups are at the heart of delivering better outcomes*’. The purpose of this follow on project is to implement these findings to ensure improved outcomes for all.

The project will address the following issues identified by the “Better Outcomes” work:

- Lack of skills among commoners, conservation bodies and owners, including the loss of institutional memory when succession of individuals occurs,
- Lack of understanding of each other’s interests and outcomes, and lack of motivation to deliver public goods,
- Conflict resolution where long standing disputes act as a barrier to better outcomes,
- The narrow focus on a limited number of outcomes, with cultural landscape and the cultural heritage provided by commoners and owners, too often undervalued,



- Lack of awareness of the role commoning plays in delivering numerous public goods and a general lack of understanding about commons and how they function.

Although the project is being led by the Foundation for Common Land, its role is as convener of a broad partnership of organisations: The National Trust as the “Accountable Body”, Cumbria Wildlife Trust, Dartmoor Commons’ Council, Dartmoor National Park Authority, Devon Wildlife Trust, Duchy of Cornwall, Federation of Cumbria Commoners, Friends of the Lake District, The Heather Trust, John Muir Trust, Lake District National Park Authority, The Moorland Association, National Farmers’ Union, National Sheep Association, Natural England, Open Spaces Society, Royal Society for the Protection of Birds, Shropshire Hills AONB Partnership, Shropshire Wildlife Trust, South West Water, Yorkshire Dales National Park Authority and the Yorkshire Wildlife Trust.

### 3. Scope of Services Required

During the development phase of the Our Common Cause Project which is running between January 2018 and October 2019 there is a requirement to secure a significant cash match (£500,000) for the delivery phase which, following a successful second stage bid to HLF in December 2019, would run from Spring 2020 for a further three years to early 2023.

The consultant is required to work with members of the Our Common Cause Partnership and the Foundation for Common Land Executive Director to:

- Review the match funding requirements for the delivery stage of the Our Common Cause Project;
- Liaise with and ascertain from the Project partners what direct cash funding contribution they can make to the Project and work with the FCL Executive Director to confirm that funding commitment during the development phase;
- Liaise with the four local Area Groups to identify local funding streams and opportunities, and work with the organisations represented on the Area Groups to secure a proportion of cash match at a local level, including involvement in decisions around who might be best to apply for funding on behalf of the Project - the widest possible sources of funding will need to be investigated to meet the requirement, including locally based charitable trusts and bequest funds.
- Working with the fundraising manager/officer of organisations on the OCC Partnership, identify relevant national funding streams and draft an outline funding strategy to meet the match funding requirement identifying and detailing sources of funding, criteria, bid process, deadlines/timescales, level of funding, match to Our Common Cause theme of work.
- Prioritise possible sources of funding from those identified above and develop draft bids to prioritised funding sources in line with the development of the Our Common Cause project (work programmes will be being defined and finalised as the Development Phase progresses).
- Support the FCL Executive Director on an ongoing basis during the development phase up to October/November 2018 to manage grants application process and any necessary follow-up.



#### 4. Budget and Schedule

- This work is funded through an Our Heritage Development Grant, and the main contributor is the Heritage Lottery Fund.
- The budget for this contract is a maximum of £9,000 exc. VAT to include travel expenses and any other expenses associated with the work.
- It is anticipated that on average 2 days per month would be required over an 18 month period between May/June 2018 – October/November 2019.
- Payment will be made in staged payments to be agreed at induction but likely to be 20% on appointment, two interim payments of 30% at a time to be agreed, and a final 20% on contract completion.

#### 5. Available Materials

- An electronic copy of the first round HLF application for the Our Common Cause Project is available on request.

#### 6. Contract Management

This contract will be managed on a day to day basis by the Foundation for Common Land Executive Director Julia Aglionby, [julia@foundationforcommonland.org.uk](mailto:julia@foundationforcommonland.org.uk) .

All contractual matters will be the responsibility of the Our Common Cause Project Development Manager, Joy Howells ([joy@foundationforcommonland.org.uk](mailto:joy@foundationforcommonland.org.uk)) who is employed by the National Trust and seconded to the Foundation for Common Land. The contract will be with the National Trust and will need to comply with the Trust's General Terms & Conditions (attached).

#### 7. Timetable

MILESTONE	DATE
<i>Submit tenders</i>	<i>11th May 2018</i>
<i>Selection of preferred contractor</i>	<i>14th May 2018</i>
<i>Inception meeting with FCL Exec Director and PDM (Cumbria but TBC)</i>	<i>23<sup>rd</sup> or 24<sup>th</sup> May 2018</i>
<i>Review match funding requirements for Project</i>	<i>June-July 2018</i>
<i>Research relevant national and local funding streams, work with partnership members and fundraising heads</i>	<i>July – September 2018</i>
<i>Draft an outline funding strategy to meet the match funding requirement</i>	<i>September – October 2018</i>
<i>Prioritise funding sources and develop draft bids</i>	<i>November 2018 - October 2019</i>

## 8. Tender Submission

Please submit a short proposal (no more than 8 sides A4 including background information) outlining how you would approach this work to **Julia Aglionby, Executive Director**, Foundation for Common Land ([Julia@foundationforcommonland.org.uk](mailto:Julia@foundationforcommonland.org.uk)) and copy also to Joy Howells ([joy@foundationforcommonland.org.uk](mailto:joy@foundationforcommonland.org.uk)) by **12 noon on 11<sup>th</sup> May 2018**.

Your tender should include:

- An outline of how you would deliver the work within the timescales available,
- Details and relevant experience of the individual(s) who will be delivering the work,
- Examples of similar work completed for other projects including any HLF projects,
- An outline budget and timetable broken down into the different components of the work:
  - The fee structure for the individual/s involved including estimated time allocation
  - Estimated costs for travel and any accommodation or other subsistence
  - Total cost for all work and expenses, excluding VAT
  - VAT status

## 9. Selection Criteria

The submitted proposals will be scored against the following criteria:

- Approach to the work including methodology and timescale
- Qualifications and skills of named individual/s who will be delivering the work
- Understanding and track record in relevant topic areas
- Track record and experience of carrying out similar work
- Day rates, allocation of costs and overall value for money.

The FCL Executive Director/Project Development Manager reserve the right to reject the proposal if they are not satisfied with the content and/or not to appoint the cheapest or any tender for any reason.

