



# CONSERVATION TENDERS

GUIDE FOR LANDHOLDERS

## TABLE OF CONTENTS

<b>1. BCT Conservation Tenders .....</b>	<b>3</b>
<b>2. Where are BCT Conservation Tenders being offered? .....</b>	<b>3</b>
<b>3. What is the process? .....</b>	<b>4</b>
<b>4. Submitting an Expression of Interest for site assessment.....</b>	<b>5</b>
<b>5. Eligible sites.....</b>	<b>6</b>
<b>6. Eligible Activities.....</b>	<b>7</b>
<b>7. Eligible Entities .....</b>	<b>7</b>
<b>8. Preparing for the Site Visit .....</b>	<b>8</b>
<b>9. Submitting a bid .....</b>	<b>9</b>
<b>10. Assessment of bids .....</b>	<b>9</b>
<b>11. Tender Conditions .....</b>	<b>10</b>
<b>12. When do Tenders Open .....</b>	<b>11</b>
<b>13. What is the level of investment.....</b>	<b>11</b>
<b>14. How do I find out more? .....</b>	<b>11</b>
<b>15. Important additional Information for eligible landholders .....</b>	<b>12</b>
<b>16. Attachments.....</b>	<b>12</b>
Attachment 1: Landholder Guide: Preparing a Bid.....	12
Attachment 2: Landholder Guide: Biodiversity Assessment Metric.....	12
Attachment 3: Expression of Interest for Site Assessment .....	12

## **1. BCT CONSERVATION TENDERS**

This guide is aimed at assisting landholders who are interested in participating in a Conservation Tender under the Biodiversity Conservation Trust's (BCT) Conservation Management Program.

Conservation tenders are a key pathway by which interested landholders can participate in the BCT's Conservation Management Program, to enter a funded conservation agreement.

Landholders who think they may have important native plants and animals on parts of their property may wish to participate.

In high priority parts of NSW, the BCT will invite landholders to express their interest in a site assessment, by mailing or emailing an EOI (expression of interest) form available from the website, or by contacting the BCT. Expressing interest does not create a binding obligation to participate in the tender.

For sites that are eligible, BCT field staff and ecologists will work with the landholder to identify the environmental values on the site, identify the potential conservation area, prepare a conservation management plan and identify conservation management actions.

Once this is complete, the landholders will be invited to submit a tender or 'bid', using a standard template. The bid will include the conservation management plan and a schedule setting out the annual payments that the landholder wishes to receive to implement the plan and the conservation management actions. It is entirely up to the landholder to determine the price they require to conserve and manage the nominated site in accordance with the agreed conservation management plan.

Landholders can choose the term of the agreement, which can be either in-perpetuity or for a fixed term (a minimum of 15 years).

This program provides a unique opportunity for successful landholders to secure an additional revenue stream to manage biodiversity outcomes on land.

## **2. WHERE ARE BCT CONSERVATION TENDERS BEING OFFERED?**

Initially, Conservation Tenders will focus on the highest priority NSW landscapes and will be offered within subregions that are the least protected within NSW. The BCT will also run targeted Conservation Tenders for priority conservation assets.

The first round of BCT tenders will be offered within selected areas in the following BCT regions:

- Northern Inland
- Murray-Riverina
- Central Tablelands

## CONSERVATION TENDERS GUIDE FOR LANDHOLDERS

- Koala Habitat: Port Macquarie

Maps for tender areas will be published as tenders open and available at: [www.bct.nsw.gov.au](http://www.bct.nsw.gov.au) or you can contact the BCT on 1300 992 688.

### For tender areas in the Central Tablelands, Northern Inland, Murray-Riverina:

The BCT is targeting a range of high environmental value conservation assets within the highest priority landscapes. Examples of high environmental value conservation assets include: threatened ecological communities or species, or endangered populations, important wetlands, and old growth forests. If your site is eligible for a site assessment, the BCT field staff will identify if these values are on your site. For sites that are eligible to participate in the Tender, having these values on your site will influence the unique Biodiversity Value Score that is provided for your site. The Biodiversity Value Score is explained below under 'Assessment of Bids'.

### For tender areas in Koala Habitat: Port Macquarie:

The BCT is targeting high priority Koala habitat in the Port Macquarie area as identified by the Saving Our Species program. These areas have been identified following a scientific assessment of risks to Koala populations and identification of where investment will have the highest likelihood of increasing the long-term resilience of NSW Koala populations. If your site is eligible for a site assessment, the BCT field staff will identify if your site contains the necessary koala habitat to be eligible to participate in the Tender. Please see separate document Conservation Tenders in Priority Koala Habitat; Port Macquarie.

## 3. WHAT IS THE PROCESS?

Tenders will be conducted in a two-stage process. Landholders will initially be invited to express their interest and eligible landholders will be contacted by the BCT to arrange a site assessment. You can refer to the 'eligibility' information below to decide if you are eligible or contact the BCT on 1300 992 688. If a site is eligible, the BCT will work with the landholder to prepare a conservation management plan to enable participation in the tender.

### Stage 1 Expression of Interest and Site Assessment

**Step 1.** Submit an Expression of Interest for a Site Assessment. If eligible you will be contacted by the BCT to arrange a site assessment.

**Step 2.** Site assessment to confirm eligibility for the tender and commence preparation of a conservation management plan and proposed conservation management actions. For eligible sites, a Biodiversity Value Score will be developed at the site visit (see 'Assessment of Bids' below).

**Step 3.** Agreed conservation management plan prepared by the BCT in consultation with the landholder. The conservation management plan and conservation management

actions is provided to the landholder with a bid form to enable participation in the Tender.

### Stage 2 Bid Phase

**Step 4.** Landholder submits a bid within 14 days of receiving the conservation management plan. All bids are held within a secure location until after the final bid closing date when they are assessed by a BCT assessment panel.

**Step 5.** Successful bidders enter a conservation agreement under the *Biodiversity Conservation Act 2016* with the BCT and receive annual conservation management payments for the term of the agreement. An example agreement can be found on the BCT website [www.bct.nsw.gov.au](http://www.bct.nsw.gov.au). An executed Conservation Agreement will be registered on the title of the land and be binding on successors in title and not just the current owner of the land.

Landholders who enter conservation agreements are provided ongoing support under the BCT Landholder Technical Support Package.

## 4. SUBMITTING AN EXPRESSION OF INTEREST FOR SITE ASSESSMENT

The first step to secure participation in a tender is to make an Expression of Interest for a Site Assessment. This can be done by mailing or emailing an EOI form available from the website, or by contacting the BCT on [1300 992 688](tel:1300992688).

The BCT will undertake a desktop assessment to ensure that your site is located within priority NSW Landscapes in the tender area and meets the minimum size requirements. If your site meets these requirements, you will be contacted by the BCT to arrange a site visit.

If you made an Expression of Interest over the phone, and you are eligible for a site assessment, a BCT field officer will bring a record of the Expression of Interest to the site visit and you will be required to confirm the details.

Round 1 of the BCT Tenders will have a short timeframe for landholder registration. The BCT will prioritise site assessments based on the date of receipt of the Expression of Interest. You are therefore encouraged to register your interest for a site assessment early.

Registration of an EOI does not mean that you are required to submit a bid, however it ensures that your site will be assessed for eligibility, and depending on the number of EOIs received (EOIs will be assessed on a first-come first-served basis), assessed for suitability to participate through to bid submission.

The BCT reserves the right to close the EOI period early if it has a sufficient number of applications. EOIs made after the close of the EOI period will be recorded for consideration if additional tender rounds are implemented.

## 5. ELIGIBLE SITES

### For tender areas in the Central Tablelands, Northern Inland and Murray-Riverina:

the property needs to meet the following requirements:

#### Stage 1 – Expression of Interest and site assessment

- Be located within the Conservation Tender area
- Be located within the highest priority NSW Landscapes. You can see where these landscapes are by referring to the map of the tender area that will be published as Tenders open and available at [www.bct.nsw.gov.au](http://www.bct.nsw.gov.au) or you can contact the BCT on 1300 992 688
- Have a minimum 20ha area proposed to be conserved and managed for biodiversity

#### Stage 2 – Bid Phase

- Have vegetation in moderate or better ecological condition. This is determined by the BCT field staff during the site assessment applying vegetation benchmark criteria. Any significant areas of a proposed site in poor ecological condition will be excluded, and sites with only poor vegetation condition will not be eligible.

Any sites which do not meet stage 1 or stage 2 eligibility requirements will not progress further in the process.

### For tender areas for priority Koala Habitat Port Macquarie:

the property needs to meet the following requirements:

#### Stage 1 – Expression of Interest and site assessment

- Be located within the Conservation Tender area.
- Have a minimum 5ha area proposed to be conserved and managed for biodiversity

#### Stage 2 – Bid Phase

- Include Koala Habitat, with koala feed trees within the proposed conservation area.
- Have vegetation in moderate or better ecological condition. This is determined by the BCT field staff during the site assessment applying vegetation benchmark criteria. Any significant areas of a proposed site in poor ecological condition will be excluded, and any site with only poor vegetation condition will not be eligible.

Any sites which do not meet stage 1 or stage 2 eligibility requirements will not progress further in the process. Please see separate document Conservation Tenders in Priority Koala Habitat: Port Macquarie.

## 6. ELIGIBLE ACTIVITIES

Proposed sites must not:

- be subject to an existing binding agreement (e.g. contract or legal agreement) and/or
- be receiving funding for activities

similar to or in conflict with activities required under the conservation management plan, or the conservation management activities, proposed under a BCT Conservation Agreement. One exception to this rule is sites that have existing in-perpetuity Conservation Agreements (*National Parks and Wildlife Act 1974*), Trust Agreements (*Nature Conservation Trust Act 2001*) and Registered Property Agreements (*Native Vegetation Conservation Act 1997*). The BCT will allocate most of its Conservation Tender investment in new Conservation Agreements, however there is an opportunity for a limited number of existing in-perpetuity landholders to participate. Those existing landholders who are not able to participate in this round are nevertheless eligible to make an application for Conservation Partners Grants. The BCT has invested \$2 million in Conservation Partners Grants in 2017-2018. Grants will open from 30 April 2018.

Eligible sites with existing in-perpetuity agreements will not be permitted to bid for capital costs or management actions that have already been committed to under the existing agreements.

## 7. ELIGIBLE ENTITIES

The following entities will be eligible:

- owners of land – as defined by the *Biodiversity Conservation Act 2016*<sup>1</sup>
- be an Australian citizen
- registered for tax purposes in Australia and have an Australian bank account
- be ‘fit and proper persons’ to enter into Conservation Agreements with the Biodiversity Conservation Trust
- be willing to enter into a Conservation Agreement with the Biodiversity Conservation Trust.

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<sup>1</sup> Under the *Biodiversity Conservation Act 2016* owner of land includes: (a) every person who, either at law or in equity: (i) is entitled to the land for any estate of freehold in possession, or (ii) is a person to whom the Crown has lawfully contracted to sell the land under the [Crown Lands Act 1989](#) or any other Act relating to the alienation of lands of the Crown, or (iii) is entitled to receive, or is in receipt of, or if the land were let to a tenant would be entitled to receive, the rents and profits in respect of the land, whether as beneficial owner, trustee, mortgagee in possession or otherwise, and (b) a person who leases land under the [Crown Lands Act 1989](#), the [Crown Lands \(Continued Tenures\) Act 1989](#) or the [Western Lands Act 1901](#), and (c) any other person who, under the regulations, is taken to be the owner of the land, but (unless the regulations otherwise provide) does not include a beneficiary of a trust relating to the land.

Landholders will be required to declare any conflicts of interest when submitting a bid. Persons who have associations that are considered by BCT to represent a conflict of interest which is unable to be managed will not be eligible.

BCT staff and Board members (and their close family members) and delivery agents (contractors and directors of delivery agents) involved in the delivery and evaluation of a BCT conservation tender, are not eligible to participate in that tender. Any expressions of interest received from such parties will not progress further in the process

State, federal and local government authorities, bodies, departments, statutory corporations, state-owned corporations and other similar entities, and land owned by such entities, will not be eligible for the tender rounds for conservation agreements in 2017-2018. The BCT will develop guidelines regarding the participation of certain public authorities and publicly-owned land in tenders commencing after 1 July 2018.

A person who leases land under the *Crown Lands Act 1989 (NSW)*, the *Crown Lands (Continued Tenures) Act 1989 (NSW)* or the *Western Lands Act 1901 (NSW)* can participate in this initial tender round if they are within the tender area, have an eligible site and meet other eligibility criteria, and obtain the consent of all owners of the land prior to entering into a conservation agreement.

## **8. PREPARING FOR THE SITE VISIT**

The following activities occur during the site visit:

- Where an Expression of Interest has been lodged by phone, you will be asked to confirm the details captured on the application form
- The BCT will assess the site against the BCT's site eligibility criteria to confirm that it meets the minimum size and ecological condition requirements
- You will have an opportunity to ask questions about the program to ensure you understand the program and what is being offered
- You and the BCT field staff will commence discussions to develop a conservation management plan and identify conservation management actions. A conservation management plan is required to enable you to participate in the tender. This will require you to identify:
  - what part of the property you are proposing to manage for biodiversity
  - what types of conservation management actions you are willing to do (for example: weed control, feral animal control and conservation grazing)
  - which suite of management action options you would like to choose: maintain actions, restore actions or enhance actions.

- BCT field staff will undertake an assessment of the site to develop a Biodiversity Value Score (BVS). Each eligible site will require a BVS to participate in the tender (for more information about the BVS refer to 'Assessment of bids' below).

## **9. SUBMITTING A BID**

You will need an agreed BCT conservation management plan in the format set by the BCT to be able to submit a bid.

A draft conservation management plan and bid form will be sent to eligible participants by the BCT after field staff have visited your property and discussed your management options with you.

After you receive your draft conservation management plan, you will be given a short time within which you can request an amendment to the conservation management plan. You will be required to bid within 14 days of receipt of the draft conservation management plan.

Your bid form will require you to nominate the annual conservation management payments that you wish to receive for the first 15 years of your agreement. If you are proposing a longer-term or in-perpetuity agreement, you will be required to nominate the annual payment you wish to receive in the years beyond year 15. You will be asked to nominate the figures in today's dollars. For successful bids, the conservation agreement will provide for future years payments to be indexed (increased) in line with inflation.

For successful bidders, the BCT will calculate the present value (PV) of the full payment schedule to calculate the amount to be set aside by the BCT to cover all future annual payments.

Additional information is available to assist eligible participants on how to develop their bid (Attachment 1: Landholder Guide - Preparing a bid).

All agreements with the BCT will include a provision for periodic review every five years. In limited circumstances, the BCT may agree to amend the conservation management actions and/or reset the forward schedule of payments, if this is well justified and funds are available.

The BCT is seeking to increase the areas of land protected and managed for biodiversity under in-perpetuity agreements. Landholders that have signed term agreements will be able to upgrade to in-perpetuity agreements at any time and, if the BCT has sufficient funds, it may consider amending the funding schedule.

## **10. ASSESSMENT OF BIDS**

All bids are required to be received by the tender closing date. The closing date for each tender is on the BCT website, visit [www.bct.nsw.gov.au](http://www.bct.nsw.gov.au). Bids for each tender area are held within a secure location until after the tender closing date for that area and will then be assessed by a BCT assessment panel.

The BCT has developed a Biodiversity Assessment Metric to calculate a score which represents the biodiversity value from the conservation management of a site.

To understand how the Biodiversity Assessment Metric works, please see [Attachment 2](#).

## 11. TENDER CONDITIONS

Before submitting a bid, a landholder needs to be satisfied that the proposed management payments are correct and financially and practically viable to enter into a conservation agreement.

Bids must be submitted by a legal entity with the capacity to contract. The BCT may ask a landholder to provide evidence of its legal status or capacity to enter a contract.

A landholder's bid must be accompanied by a fit and proper person declaration, and a conflict of interest declaration. The BCT, in its discretion, will consider whether the applicant is a fit and proper person, and how any conflicts of interest will be managed. Where the BCT forms an opinion that the applicant is not a fit and proper person or a conflict cannot be managed, the BCT will exclude the bid from further consideration.

Bids must be in writing and in English and the bid price must be in Australian dollars.

Bids must be received by the BCT within 14 business days from the date the draft management plan is received by you.

Late or facsimiled submissions will not be accepted.

Bids may be sent by email to [tenders@bct.nsw.gov.au](mailto:tenders@bct.nsw.gov.au)

Alternatively, you can post your bid in the supplied postage-paid envelope, to your regional locked bag. You should ensure that where a bid is mailed to the regional office, sufficient time is allowed for the bid to be received prior to the closing time and date. If a bid is mailed prior to the closing date but is not received at the Regional Office until after the deadline, it will be deemed late and not accepted.

Bids that do not include a fully completed response may be excluded from the tender without further consideration at the BCT's discretion.

It is not intended that the issue of a tender, or a bid in response to it, commits, obligates or otherwise creates a legal relationship in respect of entering into an agreement with a landholder. However, any bid lodged by a landholder will constitute an irrevocable offer by the landholder. A landholder may withdraw their bid by notification in writing to the NSW BCT prior to entry into a conservation agreement.

The BCT is not bound to accept the lowest or any bid. The BCT is not responsible for costs incurred by a landholder in participating in a tender or preparing and submitting a bid. Acceptance of a bid will be subject to the landholder entering a conservation agreement with the BCT.

You can contact the BCT if you have any questions or if you have a complaint on 1300 992 688. Any complaints will be managed in accordance with the BCT complaints policy.

## **12. WHEN DO TENDERS OPEN**

Round 1 tenders will open in March and April 2018. Advertisements will be placed in the local papers and the BCT website will announce opening and closing dates to submit expressions of interest for a site assessment.

Round 2 tenders will open in the second half of 2018.

## **13. WHAT IS THE LEVEL OF INVESTMENT**

The BCT has allocated \$18 million for the four round 1 tenders.

The BCT's first round of tenders will invest in selected areas within the following regions (for a total of \$16 million):

- Central Tablelands: \$4.5 million
- Northern Inland: \$3.5 million.
- Murray-Riverina: \$8 million

The BCT has allocated these funds based on the proportion of priority NSW Landscapes within the three tender areas: Northern inland, Murray-Riverina and Central Tablelands.

The BCT has also allocated \$2 million for priority Koala habitat in the Port Macquarie tender area.

The BCT Board may approve a variation in these allocations across the first four tenders having regard to the response from the market and the mix of best value for money bids.

## **14. HOW DO I FIND OUT MORE?**

Call us **1300 992 688**. Visit our website **[www.bct.nsw.gov.au](http://www.bct.nsw.gov.au)**

Send us an email: [info@bct.nsw.gov.au](mailto:info@bct.nsw.gov.au)

## **15. IMPORTANT ADDITIONAL INFORMATION FOR ELIGIBLE LANDHOLDERS**

The BCT has prepared important additional information for landholders who are eligible to participate in a tender. This Information is attached to this Landholder Guide.

## **16. ATTACHMENTS**

**Attachment 1: Landholder Guide: Preparing a Bid**

**Attachment 2: Landholder Guide: Biodiversity Assessment Metric**

**Attachment 3: Expression of Interest for Site Assessment**



## **LANDHOLDER GUIDE PREPARING A BID**

**This guide is aimed at assisting landholders who choose to prepare a bid to participate in a Conservation Tender under the Biodiversity Conservation Trust's Conservation Management Program.**

### **Introduction**

It is entirely up to you to determine the payments you require to conserve and manage the nominated site in accordance with the agreed conservation management plan.

### **Receiving a conservation management plan**

The BCT will send you a draft conservation management plan by registered post after field staff have visited your property and discussed your management options with you.

The draft conservation management plan will be prepared based on the discussions held with the BCT field staff and agreed management actions.

You should contact BCT field staff on 1300 992 688 within seven days of receiving your draft conservation management plan if you require any changes.

### **When do I submit a bid?**

Bids must be received by the Biodiversity Conservation Trust within 14 business days from the date the draft conservation management plan is posted to you.

By submitting a bid, you acknowledge that the conservation management plan (and associated management actions) is final and this is the basis upon which you will bid.

### **How do I cost the proposed conservation management plan?**

Every site will be different and landholders will have different abilities and existing resources to implement conservation management actions.

Landholders should consider the likely management costs over the term of the agreement.

The BCT anticipates bidders will consider the following types of costs:

- labour costs, including hired or your own
- material costs for undertaking conservation management actions, for example fencing materials, equipment or chemicals pest and weed control, or plants
- costs of equipment required to undertake management actions
- the costs of seeking specialist advice on conservation management actions from contractors, advisors, personal financial advisors, accountants or product suppliers

## ATTACHMENT 1: CONSERVATION TENDERS PREPARING A BID

- costs associated with stock exclusion, such as alternate water sources
- loss in income due to changes in the income producing aspects of the conservation site (e.g. reduced stocking rates)
- time and costs associated with participation (e.g. reporting).
- Landholders may also choose to consider the benefits to be gained from changing management of their native vegetation. Landholders may wish to reduce the price of their bid to reflect these benefits. Benefits may include:
  - improved stock and land management
  - improved profitability
  - increased land values or aesthetic values of the property
  - reduced risk or costs for future management
  - personal enjoyment and satisfaction from having made a positive impact on the local natural environment.

### How will you decide how much to bid?

The amount you bid is entirely up to you. You should consider the annual payments you wish to receive for undertaking the actions outlined in the agreed draft conservation management plan over the term of the proposed agreement.

Bids will be assessed and ranked based on value for money. Therefore, the amount you bid will influence how competitive your bid is likely to be with respect to other bidders within the same region.

The BCT encourages you to ensure that you prepare your bid in a way that ensures that you will be able to meet your obligations under the proposed agreement.

You will be able to choose the term of the proposed conservation agreement. You can elect an in-perpetuity agreement or a term agreement, with a minimum term of 15 years.

To prepare your bid, you should fill out the bid template. This requires you to nominate the conservation management payments you wish

to receive over the first 15 years of the agreement.

If you are proposing a longer term or in-perpetuity agreement, you should also nominate the annual payment you wish to receive in the years beyond year 15.

You should nominate these figures in today's dollars. The agreement will provide for future years' payments to be indexed (increased) in line with inflation.

For successful bidders that sign an agreement, the BCT will set aside sufficient funds in the Biodiversity Stewardship Payments Fund (BSP Fund) to ensure it can make the agreed annual conservation management payments over the term of the agreement, including for in-perpetuity agreements.

Consistent with government policy, the payments to landholders are contractually guaranteed and the BCT bears the risk on BSP Fund investment performance.

All agreements will include a provision for the conservation management plan and associated payments to be reviewed by the landholder and the BCT, and possibly renegotiated, every five years. In limited circumstances, the BCT may agree to amend the conservation management actions and/or reset the forward schedule of payments, if this is well justified. Landholders that have signed term agreements will be able to upgrade to in-perpetuity agreements at any time. In either of these scenarios, if the BCT has available funds at that time, the amount set aside in the BSP Fund will be increased commensurately.

For probity reasons, BCT field staff will not be permitted to advise you on your bid costing and will not know what bid price is likely to comprise a successful bid. Discussions with BCT staff will not be permitted during the period from the receipt of the agreed draft conservation management plan to the lodgement of the bid, to ensure tender probity.

### How do I submit a bid?

Bids must be received by the BCT within 14 business days from the date the draft management plan is posted to you.

Late or facsimiled submissions will not be accepted.

## ATTACHMENT 1: CONSERVATION TENDERS PREPARING A BID

Bids may be sent by email to [tenders@bct.nsw.gov.au](mailto:tenders@bct.nsw.gov.au)

Alternatively, you can post your bid, in the supplied postage-paid envelope, to your regional locked bag. You should ensure that where a bid is mailed to the regional office, sufficient time is allowed for the bid to be received prior to the closing time and date. If a bid is mailed prior to the closing date but is not received at the Regional Office until after the deadline, it will be deemed late and not accepted.

### What advice should I seek?

The BCT's field staff will support landholders interested in making a bid as much as possible as set out in this guide.

However, landholders should consider seeking expert ecological, financial and/or legal advice as appropriate to their circumstances.

## Assessment of bids

### When will my bid be assessed?

When all bids for a tender area have been received and the tender period has closed, your bid will be compared against all the other bids submitted within the same region.

BCT will work to keep the length of time between bidding and notification of success to a minimum.

### How will successful bids be determined?

The BCT has developed a Biodiversity Assessment Metric to calculate a score which represents the biodiversity value from the conservation management of a site.

To understand how the Biodiversity Assessment Metric works, please see Attachment 2.

### How can you make your bid competitive?

Your Biodiversity Value Score (BVS) represents the 'value' for conservation that will be produced if you are successful in bidding for and

entering a conservation agreement. The BVS is comprised of several components, including: (i) the conservation values and management actions of the site (ii) the proposed term of the agreement (iii) the risks that the proposed conservation site may be lost in the future, (iv) the area (size) of the proposed site.

You can influence the likely success of your bid in a number of ways:

The conservation value of the site depends on the types of vegetation, plants and animals occurring in or near your site and cannot generally be increased, however, you may have additional information, or previous assessments that have confirmed the presence of significant plants or animals that you can bring to the attention of the BCT.

You can increase the conservation value component of the BVS by agreeing to undertake the broadest range of conservation management actions that are acceptable to you.

You can increase the protection (duration) component of the BVS by choosing a longer agreement term, with the greatest increase available for landholders who nominate for in-perpetuity agreements.

Your final bid price should reflect your idea of the balance between the benefits of managing the site and the costs of any change in management.

Landholders need to be realistic in their pricing as they need to be able to meet their obligations under the agreement, and sites will be monitored to ensure that outcomes are being achieved. Landholders will be accountable for the completing management actions identified in the resulting agreement, if a bid is successful.

Landholders can withdraw a bid at any time before a conservation agreement is signed.

### How will I be notified of the results?

Both successful and unsuccessful bidders will be notified by the BCT when the bid assessment process is completed.

If your bid is unsuccessful you will be given feedback on how your bid compared to those that were successful. This feedback may indicate if you should consider participating in any future Conservation Tenders in your region.

## **ATTACHMENT 1: CONSERVATION TENDERS PREPARING A BID**

If your bid is successful, you will be invited to sign a conservation agreement, which will include the agreed conservation management plan and your proposed payment schedule, within 14 days from the notification being sent.

An example of a conservation agreement is available on the BCT website.

### **How will the fairness of the bid assessment process be guaranteed?**

The BCT has implemented an assessment process to ensure that all landholders are dealt with fairly. The BCT's probity advisor has been consulted in developing the BCT's Conservation Tender design.

Bid assessment and ranking will be supervised by an independent probity adviser and approved by the BCT Board.

Probity advice will be sought as required throughout the tender process and a probity report on each tender will be provided to the BCT Board. Individual landholder bids and contact details will not be disclosed as part of this report.

For more information you can call 1300 992 688 or visit [www.bct.nsw.gov.au](http://www.bct.nsw.gov.au)



## LANDHOLDER GUIDE: BIODIVERSITY ASSESSMENT METRIC

The BCT has developed a **Biodiversity Assessment Metric** to calculate a score which represents the biodiversity value from the conservation management of a site: **Biodiversity Value Score (BVS)**.

To rank sites on a value-for-money basis, the BCT will calculate a **Biodiversity Value Index (BVI)** for each tender by dividing the BVS by the total present value of the proposed

$$\text{Biodiversity Value Index (BVI)} = \frac{\text{Biodiversity Value Score (BVS)}}{\text{Bid Price}}$$

management payments for the conservation management of the site:

This enables the BCT to rank bids based on their value-for-money.

The Biodiversity Value Index will only be calculated after bids are submitted. Landholders will not be provided their BVI. Participating landholders will be provided with an indication of the magnitude of the BVS on a relative scale (from 'high' to 'low') but will not be provided their score, as this is market-sensitive information.

### Biodiversity Value Score

The BVS enables an objective assessment of the biodiversity value of managing a site within the

program. It has been reviewed by CSIRO and OEH's Science Division. It has been developed consistent with the NSW Government's investment priorities for private land conservation.

The Biodiversity Value Score (BVS) measures four components:

1. **Conservation values** are assessed and measured: This involves a field officer assessing the ecological condition of the site and the predicted future condition of the site based on proposed management actions; the type of environmental values on the property such as threatened ecological communities; and the value of the site based on its contribution to conservation in the landscape.
2. **Term:** Landholders will have the option to select Conservation Agreements that are for a fixed term (minimum of 15 years) or in-perpetuity. The BVS will give greatest weight to in-perpetuity agreements and greater weight to longer-term agreements relative to shorter-term agreements, proportionate to the proposed term of the agreement.
3. **Risk:** Risks of conservation values being lost or impacted in the future is assessed, having regard to the land and soil capability class of the site.
4. **Area:** The area of the proposed site to be protected by the Conservation Agreement is measured.



Submitting an Expression of Interest (EOI) for a Site Assessment is the first step to take if you are interested in participating in a BCT Conservation Tender.

A site assessment involves your site being assessed for eligibility to participate in the tender. It does not mean that you are required to submit a bid.

The BCT will prioritise eligible EOIs for site assessments based on the date of the EOI (on a first-come first-served basis). If your

site assessment is not completed by 13 April 2018 your EOI may be replaced on a reserve list. You are therefore encouraged to register your interest early.

Complete the information requested as accurately as possible. Please contact the BCT for if you require assistance. For more information about the Conservation Tender you can call **1300 992 688** or visit the BCT website at **[www.bct.nsw.gov.au](http://www.bct.nsw.gov.au)**

Landholder (s) Full Names	
Property Owner (s) (if different from above)	
ABN/ACN	
Property Address	
Postal Address (if different from Property Address)	
Lot and DP numbers (as shown on a Council Rates Notice)	
Local Government Area	
Approximate Property Size (ha)	
Contact phone numbers	
Email Address	
Preferred method of contact? (and time)	
Tender Region (tick box)	<input type="checkbox"/> Northern Inland <input type="checkbox"/> Central Tablelands <input type="checkbox"/> Murray-Riverina
How did you hear about us?	



**Are you interested in regular updates from the BCT on other programs and opportunities?**

If so, tick yes below to be added to a BCT distribution list to receive updates and e-newsletters in the future.

Yes       No

**Lodging your Interest Form**

Call the BCT on **1300 992 688** to lodge your interest, or send a completed EOI form via **info@bct.nsw.gov.au** or post:

**NSW Biodiversity Conservation Trust, PO Box A290, Sydney South NSW 1232**

.....  
Landholder Signature

.....  
Landholder (Print)

.....  
Date

.....  
Landholder Signature

.....  
Landholder (Print)

.....  
Date