

Notes from a workshop by Tom Bade on how to finance nature reserves / or an area we want to preserve or develop

Q 1: when the government own the land they can give away permissions to help meet their needs. What about when that is not the case?

A: If you think carefully there is always something that can be a permission. What about taxis or licences – something that can be offered for a price. Example of milk quotas that eventually become a valuable trading commodity.

Q2: In the Broads, tolls (fees) are collected from every boat – but the income must be spent on navigation benefits and can't be applied to the general land management.

A: Perhaps that needs a voluntary approach. Identify something they can see and value such as caring for the banks and charge a small amount to manage them. The advice is to start close to the issue, start small.

The concept is to try and unburden the politician: help them meet a requirement. If they need to find something to help disabled people perhaps you can offer that. Think about what is his problem and can I do something to ease it.

Q3: the Biesbosch is thinking of offering a permit to over night with boats. There will be a cost to do the administration and a cost to police it so it may not release money for park management.

A: Consider the existing administration burden and realise how big that is now (e.g. policing to stop probably already happens). See if new arrangements can decrease that burden in some ways. Should be seen as mutually acceptable – fun. If 5% don't pay, so what? Not worth chasing. Try and get a win/win situation.

Q4: How is the money you need defined?

A: Normally per visitor – but could ask for a set figure and it depends on what you need i.e. start with the problem as it may be that rather than money the support can be tackling the problem directly. Let the entrepreneur start at a low level and get involved and then when things are starting to do well, the contribution can be raised.

Q5: How are you going start. Entrepreneurs at different starting points.

A: Either re-organise things so that they suit you, or deal with it where you are. Be alert and think ahead. If you have a new development planned, how can that be used to your advantage? Talk to others and see if they will buy into the idea. Perhaps you could offer the Park brand for every new home in some ways. Perhaps we have control of an area where at the moment there is not economic return. Can that be changed? Think big as that is where the bigger money is.