



## Fact Sheet 05

## Woodland

### Submission and Assessment of Bids

#### Submitting a bid

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

You will be sent a draft management plan once a *Woodland BushBids* officer has visited your property to conduct a site assessment and discuss management options.

If there are any changes that you would like to make to the draft management plan, please contact a *Woodland BushBids* officer on 1300 847 450 as soon as possible, but within **10 business days of receiving the plan**. (See *Woodland BushBids* Information Sheet 'Questions and answers' for more information.)

When you are satisfied with your management plan, you can begin to calculate a price for your bid.

##### What can I include in my bid price?

The first place to start in calculating a bid price is to think about the costs of management over the 5 years of the contract. Every site will be different and landholders will have different abilities and existing resources to implement management plans. Bids may include:

- labour costs, either hired or landholder-supplied, for undertaking the necessary management,
- material costs for undertaking management actions, for example fencing materials, pest and weed control or replanting,
- costs associated with equipment required to undertake management actions,
- the costs of seeking specialist advice relating to: contractors, advisors, personal financial advisors, accountants or product suppliers,
- costs associated with stock exclusion, such as alternate water sources,
- loss in income due to changes in production levels, eg. reduced stock numbers,
- financial issues that may arise over the timeframe of the agreement. For example, inflation over the period of the contract, or taxation or Centrelink payments, and/or
- time and costs associated with participation, eg. reporting.

Landholders may also consider personal benefits to be gained from changing management of their native vegetation. Landholders may reduce the cost 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, and/or
- personal enjoyment and satisfaction from having made a positive impact on the local natural environment.

##### How will I know how much to bid?

The amount you bid, and how you determine the bid, is entirely up to you. In costing your bid you are advised to consider the payment you wish to receive for undertaking the actions outlined in the agreed management plan over the 5 years of the agreement. Payments will be made over the first 3 years of the 5-year agreement and management plan.

Bids will be assessed on the basis of value for money. Therefore the amount you bid will influence how competitive your bid is likely to be with respect to other bidders.

The *Woodland BushBids* officer will not be able to advise you on your bid costing and will not know what is likely to comprise a successful bid. They will, however, be able to assist by advising you of the current conservation values of your site and the management services score for the proposed actions in the agreed management plan.

See the *Woodland BushBids* Information Sheet 'Site visits' for further information.

##### How can I make my bid more competitive?

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

- while your conservation value score depends on the types of vegetation, plants and animals occurring in or near your site and cannot generally be increased, you may have additional information on the presence of significant plants or animals that you can bring to the attention of the *Woodland BushBids* officer





- you can increase your management services score by agreeing to undertake the broadest range of appropriate management commitments and actions that are acceptable to you
- an existing Heritage Agreement, or initiation of a Heritage Agreement, will increase your management services score

The final bid price will reflect the landholders 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 contract, and sites will be monitored to ensure that outcomes are being achieved. Once the bid has been completed and the document signed and submitted there will be no further opportunities to renegotiate the area of the site or the price. However a landholder is able to withdraw at any time before a management agreement is signed.

#### How do I submit a bid?

Bids must be submitted by post and received by *Woodland BushBids* within 15 business days of your receipt of the management plan. Late, facsimiled, or emailed submissions will not be accepted.

By submitting a bid, you acknowledge that the management plan is final.

Please post your bid, in the supplied postage-paid envelope, to *Woodland BushBids* PO Box 494 Kensington Park SA 5068.

## Assessment of bids

#### When will my bid be assessed?

Once all of the bids have been received and the tender period has closed, your bid will be compared against all the other bids submitted. *Woodland BushBids* will work to keep the length of time between bidding and notification of success to a minimum.

#### How will successful bids be determined?

Bids will be compared in a consistent manner according to a numerical index of biodiversity benefit.

The Biodiversity Benefits Index takes into consideration (i) the conservation value of each site, (ii) the management services being offered by each landholder, and (iii) the cost of each bid. These factors are combined using the following calculation:

**Biodiversity  
Benefits  
Index**

=

(Conservation Value Score x  
Management Services Score)

Landholder Bid Price

Using this index, your bid will be ranked with all other bids. The available funds will then be allocated to those bids representing the best value for money.

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

Both successful and unsuccessful bidders will be notified by letter 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.

If your bid is successful you will be invited to sign a management agreement based on the agreed management plan.

You can ask a *Woodland BushBids* officer to see an example management agreement at any time during the process. Also see the *Woodland BushBids* Information Sheet 'Questions and answers' for further information on management agreements.

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

*Woodland BushBids* has implemented a probity process to ensure that all landholders are dealt with fairly. An independent probity observer will oversee the bid ranking and selection. A probity report on the project will be provided to the SAMDB NRM Board and made publicly available on the Board's website. Individual landholder bids and contact details will not be disclosed as part of this report.

**Call 1300 847 450**

for more information or to register  
an Expression of Interest.

