

BIOFARM

Helping you deliver Biodiversity Net Gain



CLASSICUS
ESTATES

Land North of 52 New Street, Ash (Dover) BNG Offset Proposal

June 2024

Strictly Private & Confidential

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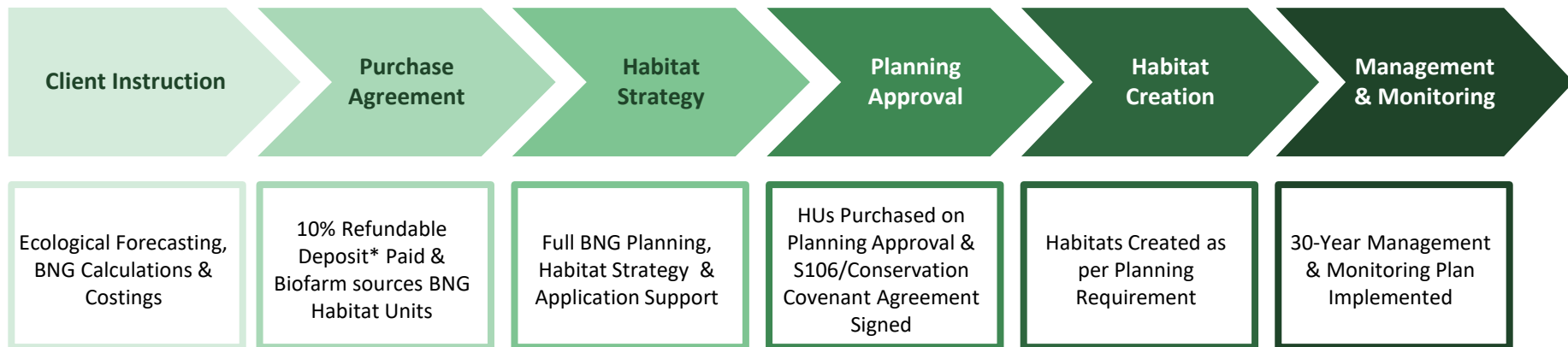
1. Biofarm Service Offering

Biofarm provides an end-to-end Biodiversity Net Gain (BNG) service. If we have the required Habitat Units (HUs) in our inventory, we are able to support a planning application immediately. In the event that the HUs need to be sourced from our network of landowners, we operate to a 3-month lead time.

We understand that planning is an uncertain process and developers need to minimise their risk. We request a small, fully refundable deposit on the signing of our Unit Purchase Agreement, after which we will assist you with all of your BNG planning submissions. If your application is rejected on the grounds of off-site BNG, the deposit is returned in full, meaning we are completely aligned to help you to achieve planning. The balancing payment is only due upon planning approval.

Having sourced the off-site BNG units, Biofarm creates and implements the Habitat Management Strategy and is a signatory to the S106 / Conservation Covenant. The full liability and responsibility for delivering and monitoring the Habitats over the 30-year period rests with Biofarm.

We are responsible for all reporting to our clients, the LPA and responsible bodies, and we can tailor our management, monitoring and reporting strategies to suit each individual client, depending on the level of involvement you require. We treat every requirement as unique and bespoke.



** Deposit returned in the event planning permission is not granted*



2. Commercial Proposal

- Based on the metric 3.1 calculations shared with us, and our calculations for an appropriate off-site mitigation, the client must deliver 4.39 Habitat Units (HUs) comprising: 4.02 HUs targeting 'medium distinctiveness' mixed scrub and 0.37 HUs of individual tree planting, to meet the trading rules and satisfy their Biodiversity Net Gain requirements of a 10% net gain.
- Biofarm has a mitigation site within our national network of Landowners in the neighbouring National Character Area (NCA) as the site of impact, with suitable land for the delivery of this requirement. In accordance with the statutory guidance, this would attract a negative 'spatial risk' multiplier of 0.75 due to distance from the source of impact, and the acceptability of this option would need to be discussed and agreed with the Dover LPA. If approved, the number of units required for delivery would have to be 33% higher to achieve the net gain target. Working on the basis of a 4.39 HU requirement, Biofarm would need to deliver **5.85 Habitat Units** at this site.
- Our 'medium distinctiveness' mixed scrub units at this site will cost £21,600 and delivery of 5.36 HUs will equate to £115,776. Our individual tree units at this site will cost £21,500 and delivery of 0.49 HUs will equate to £10,535.
- In addition to this, management and monitoring costs which are ring-fenced in a client account, to cover the full 30-year period, will be priced at £6,000 per unit for mixed scrub units for this site, and £13,800 per unit for individual tree units for this site. This would total £38,922.
- **The result is a total cost incurred on Classicus of £165,233.**

Fee Schedule:

On signing of a Unit Purchase Agreement (UPA) a fully refundable 10% deposit, amounting to £16,523.30 is payable. The deposit is refundable in the event that planning permission is not secured. The balancing payment of £148,709.70 is due on receipt of planning approval.

Considerations:

It is proposed that the specific preferences and objectives for the type of BNG delivery would be subject to discussion and a site visit to both the development and off-site delivery sites. Biofarm anticipate being able to place this requirement with our landowner within a 3 to 4-month time horizon.

It may be worth considering updating the version of the metric calculations used, from the metric 3.1 to the statutory metric, to ensure the accuracy of calculations.

Units Required	Unit Type	Distinctiveness	Cost Per Unit	Management Per Unit	Total Cost	Refundable Deposit (10%)	Balance
5.36	Mixed Scrub	Medium	£ 21,600.00	£ 6,000.00	£ 147,936.00	£ 14,793.60	£ 133,142.40
0.49	Individual Trees	Medium	£ 21,500.00	£ 13,800.00	£ 17,297.00	£ 1,729.70	£ 15,567.30
					£ 165,233.00	£ 16,523.30	£ 148,709.70

DISCLAIMER: Please be advised that in order to verify the figures provided, a site inspection is required. The figures are net of VAT.



3. Team



Dominic Woodfield, Head of Ecology

Dominic has been a professional ecologist since 1994 and, as well as being on the board at Biofarm, is MD of Bioscan, a highly respected name in the ecological consultancy sector.



Chris Scott, Chief Commercial Officer

Chris joined Biofarm to help develop and execute our growth strategy. He has spent 12 years in B2B consultancy businesses.



Simon Nash, Head of Habitat Restoration

Formerly Director of Operations and then Chief Executive of Wetlands International, Simon was the CEO of the Somerset Wildlife Trust from 2006 to 2018, a sizeable local and regional NGO in the South West of England.



Evie Hymas, Ecologist

Evie is a Biodiversity Net Gain ecologist with a background in conservation.



Philip Brainin, CEO & Co-Founder

Philip co-founded Biofarm in 2021 to directly aid in the recovery and restoration of Biodiversity in England, which is one of the most environmentally degraded countries in the world.



Bruno De Sousa, Business Development Manager

Bruno is an entrepreneur and an experienced Business Development Manager with a background in the property industry spanning 18 years.



Andy Brainin, CFO & Co-Founder

Andy is a member of the Chartered Institute of Management Accountants and co-founded Biofarm to commercialise and scale habitat restoration in the UK.



Anatilde Conceição, Finance Manager

Anatilde is an experienced finance professional with a twenty-year track record supporting the growth of new businesses.

