



Specification



The Specification

Project Title:	SCAMP – Landscape Connections -Trusts, Foundations and Philanthropic Giving Blueprint
Service:	Environment Team
Project Owner:	Karen Morley

1	INTRODUCTION
Dumfries and Galloway Council and its partners in the Solway Coast and Marine Project Landscape Connections (SCAMP) wish to appoint a consultant/funding advisor who can develop a philanthropic giving strand for the SCAMP Project. We are looking for a creative and relationship focused fundraiser with a successful track record of raising investment from private donors and trusts for nature restoration/culture projects. With the current climate and nature loss challenges, our planet faces its biggest challenge ever and we hope to find individuals, and Trusts and Foundations who want to help by investing in our ambitious seascape scale nature restoration project. As David Attenborough says in his recent film “Ocean”; “If we save the sea, we save our world” SCAMP Development phase covers July 2025 – end of March 2027. The consultant/individual can undertake the work at any point within this time period with a focus on timings which work in sync with SCAMPs other events and opportunities to celebrate our work. This tender seeks to appoint a suitably qualified individual or consultancy to develop SCAMPs approach to attracting both philanthropic giving from individuals, and trusts and foundations. This will include creating opportunities to talk to and build relationships with interested funders as well as creating a SCAMP Philanthropic, Trusts and Foundations Giving Blueprint for going forward into our delivery phase 2027/8 – 2035/6. Part of this work will involve making the case for investment and will involve bespoke approaches to high profile and high net worth individuals as potential donors and investors. The SCAMP team will support the running of events and receptions to highlight the integrity and nature restoration ambitions of the SCAMP project, but the consultant will be expected to take a lead on these events. Our funding target is to secure approximately £6 million by the end of the project in (against a project budget of £20m) with the aim of £0.8-£1m secured by May 2027. If this pilot approach is successful, we anticipate continuing this work over the 8-year delivery stage of SCAMP Landscape Connections in order to attract further investment and nurture the relationship with donors. The completed Blueprint will include a well-developed case for support, which has been market-tested with a number of potential or prospective supporters, with full details of expressions of interest submitted. It will also explore the potential scope of any future public campaign, and the protocols of direct approaches to philanthropists. Thereafter, the consultant will make contact with and write and submit an agreed number of applications for funding, aiming to commence a pilot phase implementation of the fundraising strategy.	

We are fortunate to already have high-quality media in the form of films, photography and website as part of the SCAMP Landscape Connections, benefitting from the many talented eco photographers, filmmakers and nature writers who live in our region. Other supporting material includes a digital communications pilot project which will help create the highest quality materials for social media and digital campaigns. All this will be useful stepping off point for approaching high profile and high net worth individuals as well as trust and foundations. Please see: www.solwaycoastmarine.co.uk

2 BACKGROUND

SCAMP will deliver a 10-year holistic seascape programme to understand, conserve and develop the potential of the natural, cultural and built heritage for the people of the Solway Firth. SCAMP will focus on a range of large-scale interventions and activities to deliver a coherent, and co-ordinated approach to reconnect people to the amazing Solway Firth seascape. SCAMP will leave the Solway Firth better understood, protected and will maximise the potential of the seascape to respond to today's nature and climate crises. SCAMP is the result of four years of development work under the Borderlands Inclusive Growth Deal, Natural Capital programme.

Headline activities include:

- Large scale seascape/connected habitat restoration across six main habitats, native oyster reefs, seagrass beds, saltmarsh, sand dunes and coastal burns and woodlands.
- Develop and implement large scale sustainable restoration demonstration projects
- Explore innovation and experimental habitat restoration techniques
- Encourage academic and practical research
- Empower citizen science engagement with our communities
- Gather quality decision grade baseline data.
- Develop financial models and help support emerging blue carbon and marine and coastal biodiversity private finance markets
- Run cultural programmes, activities and events that will engage communities, connecting people to the heritage of the Solway Firth, support understanding, appreciation, learning and foster a passion for the rich natural and cultural heritage.
- Develop a programme of skills and training opportunities, ensuring our people are equipped for future green and heritage job opportunities.
- Foster positive relationships with, and between, local maritime and coastal industries addressing conflict and helping to work through solutions.
- Enhance and develop our coastal infrastructure, particularly access and recreation improvements ensuring access for all and encouraging sustainable travel options. Development and delivery of the South West Scotland Coast Path between Gretna and Rhins of Galloway Coast Path utilising the core path network and provision of directional signage. Improve accessibility at key coastal gateway sites along the Solway through improved design and facilities.
- Design and implement high quality interpretation & engagement infrastructure to enhance the understanding and enjoyment for local communities and visitors
- Explore the past coastal and marine habitat through a Solway wide community archaeology programme exploring the unseen marine past using new technologies.
- Develop an innovative eco arts programme called SEAS. This will work with local and international artists working in the field of eco art, collaborating with scientists and experts to better reveal, challenge and illuminate SCAMP's innovative and experimental habitat restoration.
- Work with local businesses and industry to help safeguard, expand and improve sustainability of our maritime & coastal economy, addressing areas of conflict and seeking resolution to issues such as practices which damage our coastal and marine environment.
- Support our young people and communities to develop innovative sustainable enterprises based on the coast and marine environment.

Although we are grateful for significant investment from The National Lottery Heritage Fund, Dumfries and Galloway Council, The Borderlands Inclusive Growth Deal and others, we need to attract match funding (lottery will provide approximately 40% of delivery funds). We have identified that the project offers funders (and potentially later in the project investors) the opportunity to be part of a project that will

help restore nature in our coastal and marine environment for future generations. Therefore, we need a robust and inspiring SCAMP Trusts, Foundations and Philanthropic Giving Blueprint for going forwards into SCAMP's delivery stage, making the case for investment in SCAMP Landscape Connections from philanthropic donors locally, nationally and globally.

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Nature restoration and especially the restoration of the marine environment needs help to secure investment. The process is expensive especially when trailing experimental restoration techniques and working underwater to restore Oyster reefs and Seagrass meadows. We cannot rely on public sector funding alone and for the greater good of the project we need to develop relationships with major philanthropic donors. The arts have always been successful at attracting this type of investment and we are interested in creating a similar model for seascape nature restoration and its related stands.

We believe SCAMP needs an inspiring and ambitious Trusts, Foundations & Philanthropic Giving Blueprint to help our project attract funding from individuals and organisations out with the public sector. We already have a track record as a team of grant applications to public bodies what we lack is experience in the private giving area. What could be more compelling than the opportunity to help save our planet from climate change and nature loss? The opportunity to make a real difference and ensure we have a coastal and marine environment for future generations to benefit from and enjoy? To be involved in new innovative processes and experimental techniques for nature restoration? To fund SCAMP heritage and culture projects that collaborate and amplify the coastal and marine nature restoration work across the 6 SCAMP habitats. To celebrate the important role our coastal and marine nature has in supporting and restoring wellbeing and hope for a future world with nature at its heart?

The completed blueprint will include a well-developed case for support, which has been market-tested with a number of potential or prospective supporters, with full details of those individuals and organisations included in this case for support. It will also explore the potential scope of any future public campaigns, and the protocols of direct approaches to philanthropists. The consultant will write and submit an agreed number of applications for funding, aiming to commence implementation of the Investment Blueprint to ensure that by the time we submit our delivery stage application to heritage lottery we have as far as possible secured the first two years match funding.

The work of this blueprint is to touch investor's hearts and minds, reaching out to their love for and passion to help restore nature and giving them the perfect marine and coastal nature restoration opportunity which will preserve and restore these incredible seascape ecosystems for generations to come.

SCAMP Landscape Connections offers an exciting opportunity for someone with a passion for attracting and developing relationships with philanthropic and high-profile individuals and trusts to engage in restoration of our natural environment. We would anticipate that the individual or consultant would have a passion to help nature and a track record of attracting investment into similar projects or might be able to transfer fundraising skills from another sector to benefit nature investment (for instance from the arts and heritage).

We seek an individual or consultancy with significant relevant contacts and a proven track record of considerable successful fundraising, evidenced by at least 3 examples / case studies of successful campaigns. The ability to build relationships and bespoke communications with wealthy individuals and inspire them to learn more about SCAMP

SCAMP has already attracted positive media attention and was for example chosen to be one of the Scottish Governments Exemplar Nature Restoration projects. We also have archives of excellent photographs, films and written material which can be used to support the campaign.

For more information about SCAMP Landscape Connections. Please see:

www.solwaycoastmarine.co.uk

a) Outputs and Milestones

Contract administration

We anticipate regular, monthly contact with the creative team/consultant (initially in person then online) and that they will guide us in the evolving conversations and research being undertaken. The consultant will work with DGC to ensure key environmental organisations and nature restoration works are understood and communicated. The consultant will work with SCAMPs People, Learning & Coms Coordinator to ensure they are aware of developments locally and potential funding opportunities/leads and events that could be developed to benefit relationship building and ultimately investment in SCAMP.

Outputs

1. Develop a compelling funding case for the project
2. Research and create a database of potential investors and donors for SCAMP Landscape Connections and identify trusts and foundations who may be interested in seascape scale nature restorations opportunities or its associated projects.
3. Run an inspiring and imaginative fundraising campaign aimed to engage high profile or high net worth individuals. Ensuring expectations are realistic and based on a desire to invest in the values and ambitions of the SCAMP Landscape Connections project.
4. Create the conditions and opportunities for the SCAMP team to meet potential investors. This may include running events, receptions or site visits.
5. Undertake a pilot of at least 3 funding approaches and secure philanthropic giving to support the first two years of the delivery stage. The target being £0.8-1 million by May 2027
6. Develop a blueprint for the delivery stage of the project to continue the work with suggested campaigns and donors to approach (if this pilot phase is seen to be successful it is likely we will let a further contract for a suitable consultant individual to continue this work throughout our delivery stage)
7. Advise on contracts/ ethical considerations and technical details as part of the blueprint.

Timescales

The Trusts, Foundations and Philanthropic Giving Blueprint will need to be delivered over SCAMPs project development phase -anticipated timescale allowing for the procurement process is August 2026 to end of March 2027 and should be developed in collaboration with the Core SCAMP Team with ideas from partners being considered where appropriate.

b) Fees and Costs

To guide the consultant, we have provided the following supporting documents:

Pricing schedule document – to be completed by the consultant

Pricing Guide: Consultants are invited to submit a fixed fee tender as described in this briefing document and the submission will be assessed on a quality/price (70/30%) basis. Quality (70%) should address the following aspects and areas:

Submission: Your submission should address the following

- Past experience including at least three successful campaigns, highlighting your particular experience of working with trusts, foundations and philanthropic donors. Highlighting why these campaigns were successful as well as experience of raising investment in nature or culture projects.
- Proposed approach to undertaking and developing the SCAMP Trust and Foundations and Philanthropic Investment Blueprint. This includes; how you would identify relevant trusts and foundations to approach, how you would attract and engage potential high profile high worth investors. How you would build a relationship with them and help them feel involved in SCAMP Landscape Connections. What would a successful campaign look like and how you would propose to work with the SCAMP team and their partners where appropriate. The anticipated number of approaches you will make. Please note we would anticipate these would be to organisations and individual the team would be unlikely to already know about or be already engaged with.
- A project programme showing agreed milestones
- The format for presenting the above should be a proposal of no more than 4 pages of A4 including links to previous work, images, media coverage and diagrams as appropriate.

The total budget is **£19,950**, fixed fee to include all costs and expenses, but exclusive of VAT:

Deadline: Monday 21st September 2026 at 12 o'clock (noon) (with last day for Questions, Monday 14th September 2026)

Scoring	Percentage
Knowledge and experience and attracting investment and engaging donors to other nature and/or culture projects.	25 points (35%)
Proposed approach to attracting investment and engaging trusts, foundations and philanthropic individuals for SCAMP Landscape Connections.	35 points (50%)
Project Programme and milestones	10 points (15%)
Price	30 points

Depending on the number of submissions, SCAMP Team might decide to interview. Interviews will be online on Wednesday 23rd September 2026 and will be arranged individually with the suppliers.

4	ADDITIONAL INFORMATION
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Who are we looking to work with?

We are looking for an individual/consultancy with:

- Knowledge of running campaigns which attract investment from trusts, foundations and private donors for nature restoration, culture and or heritage projects similar to SCAMP Landscape Connections.
- A passion for inspiring, engaging and communicating the huge potential and benefits behind investing in SCAMP Landscape Connections, its various strands and projects.
- A desire to help SCAMP Landscape Connections to secure match funding from this sector to create an innovative partnership between private and public investment.

Your Proposal should be a maximum of four sides of A4, and should include the following information:

- A budget, broken down over the duration of the work and budget allocations.
- Details of a referee from other clients for whom you have delivered work.

Questions to be submitted via email to: SCAMP@dumgal.gov.uk and Jan.Hogarth@dumgal.gov.uk

Council contact details

Dr Jan Hogarth
People and Learning Coordinator SCAMP
Dumfries & Galloway Council
Jan.Hogarth@dumgal.gov.uk

5	SUSTAINABILITY
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Our Council has adopted a ***Sustainable Procurement Policy***, tenders should include a statement as to their approach to carbon reduction, fairtrade and community benefit.

It is a condition of this tender that contractors shall pay the real living wage to all employees working on the contract and provide an 'effective voice' channel. Tenders should be prepared to evidence this if required.

Reference:	DGC-SCAMP-20260702
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