



Forestry England

Managing third party activity on site

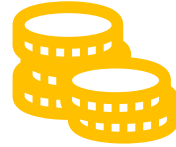
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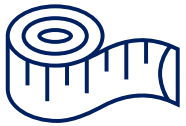




1500 forests
across England



Less than 20% core
government funding



> 250,000
hectares



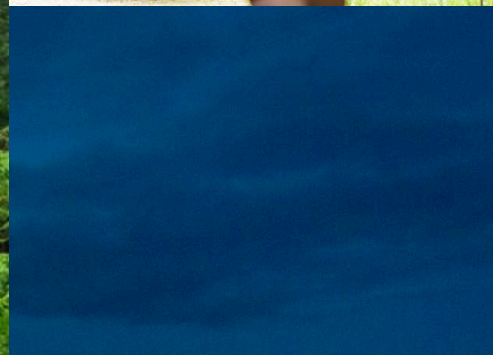
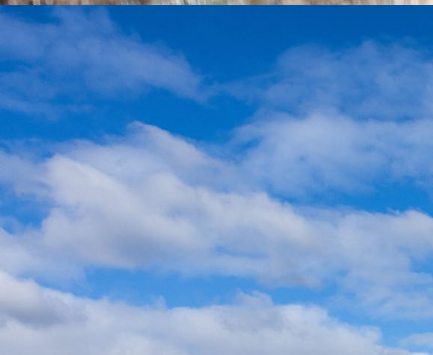
Wide range of
commercial partners



Largest provider of
outdoor recreation



Different mechanisms
to manage



What third parties do we work with?

Types of third parties	Examples
Commercial partners	Café operators, cycle hire, laser tag, Go Ape, Forest Live, Halloween & Winter lights
Standing sales merchants	Timber harvesting, coppicing, hardwood sales
Contractors	Civil engineering, play, Security, vegetation management, tree safety, building maintenance, forest bathing
Concessions	Ice cream wagons, coffee vans, Christmas tree sales
Facilitated activity	Cycle races, Marathons, coaching, orienteering, Demo Days
Others	Utility companies, research bodies, surveyors, Arm's length bodies - EA, NE

Why do we need to manage?

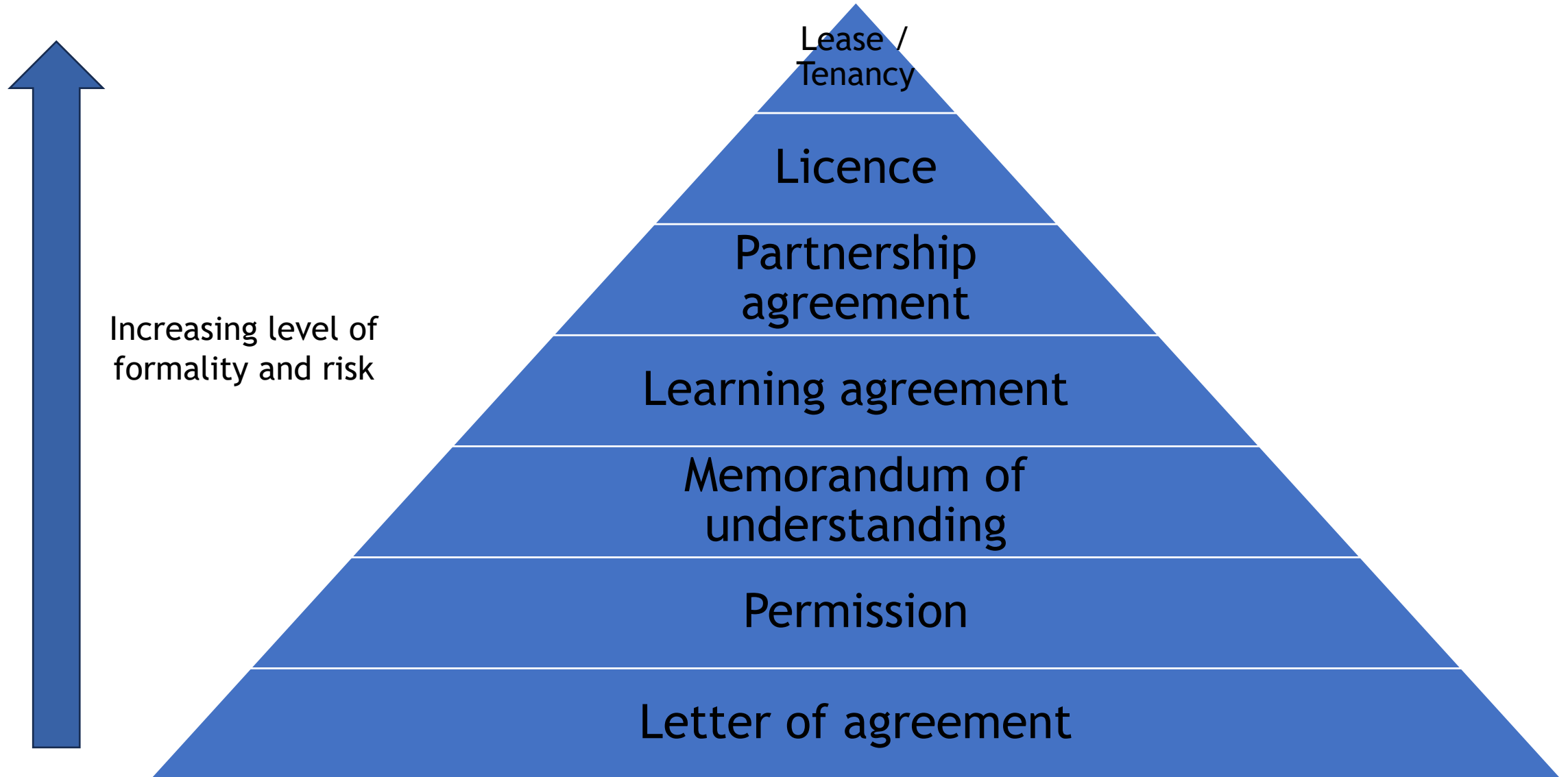
- Legal/regulatory/certification - ensuring all activity is managed appropriately and safely.
- Co-ordination - As a landowner/manager we need to be aware of what is going on in the nations forests and how activity interacts with other work or operations taking place.
- Health & Safety - how activity will be managed to ensure the safety of those involved as well as our forest visitors.



- Agreements range from informal correspondence (walkover survey) to formal legally drafted documents (café lease).
- Purpose is to clearly define the rights and responsibilities of each of the parties.
- Ability to take action if performance falls below standard.



How do we manage these?



Lease - cycle hire provider or bike park operator

- Formal tender process (fair and open competition)
- Formal lease agreement in place
- Exclusive possession of land or building
- Legally binding
- Defined responsibility for a specified period and with payment of a rent
- Medium to long term
- May require investment
- Key performance indicators and management regulations included as part of terms
- Regular reviews

Partnership agreement - mtb group managing mtb trail network in a forest

- Forestry England retains authority and oversight
- Agreement defines scope and responsibilities
- Time-limited and focussed on outcomes
- Can be co-developed with the group
- Flexible matrix approach to roles and responsibilities - some have to stay with Forestry England e.g CDM

Permission - mountain bike coaching at one or more sites

- Non-exclusive
- Managed through third party permission system
- Short term - 12 months or less
- Can be renewed after 12 months
- Can be withdrawn at short notice
- Minimal infrastructure required and is temporary in nature
- Lightly formalised through permit
- Requires public liability insurance and risk assessment, method statements, certification
- Feedback required on numbers, income and use of any volunteers.

Procurement:

- How to engage good interest, do they understand us and the offer?
- Advertising the offer
- Making process straightforward and uncomplicated
- Exclusivity
- Planning permission (where applicable)
- Utilities
- Ancillary offers (either immediate or future) - e.g. food & beverage

Working together

- How do sites with multiple partners work effectively together
- Regular meetings especially on sites with multiple different partners
- Do agreements include the requirement to work with/support landowner and others?
- Are all partners treated the same or will some hold greater value and have different relationships?
- How does branding with the landowner and the partner work - how much prominence on-site and is it dependant on the partners brand strength?

Operational

- Will the offer significantly change the visitor profile or visitor numbers
- Defined area and responsibilities
- Tree safety
- Responding to extreme weather or emergencies
- Review meetings - are they always done in the same way across the organisation or flexible to meet the need?
- How to deal with changes during life of agreement
- Consistent approach with some activity (e.g - dogs)
- Exit or transition strategy

- Clear roles and responsibilities for all parties
- Clear and regular communication - identified communication channels.
- Agreement matches level of risk and formality required.
- Key performance indicators or management regulations where needed.
- Regular reviews undertaken and acted upon.
- Ability to bring agreement to an end if needed.
- Records kept
- If a site with multiple partners or one partner on multiple - think about broader consistency.



Forestry
England

Growing the future