**Guidance for Land Managers in Scotland on Nature Based Finance**

**Worksheet**

Use this worksheet to guide your thinking on new opportunities with nature-based finance.

**Step 1: Which of these services are already provided by your land? Which might be developed?**

Give a priority to each one you have identified:

1. Means the service is there now and you need to be sure it is working well or work out how to make it work
2. Means the service could be provided and might be worth exploring
3. Means the service is either not there at all, or not worth developing due to other constraints

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Ecosystem service | Product | Present?  🗹 | Idea?  🗹 | Your notes | Priority  1,2,3 |
| PROVISIONING SERVICES | Crops or livestock | Food |  |  |  |  |
| Fish | Food |  |  |  |  |
| Trees, vegetation, peat | Fibre, energy, carbon, Biodiversity Net Gain |  |  |  |  |
| Water supply | Water |  |  |  |  |
| Wild species diversity | Bioprospecting, medicinal plants  Biodiversity Net Gain |  |  |  |  |
| REGULATING SERVICES | Climate regulation | Equable climate |  |  |  |  |
| Pollination |  |  |  |  |  |
| Detoxification and purification in air, soils and water | Pollution control  Nutrient Neutrality |  |  |  |  |
| Hazard regulation | Erosion control, flood control |  |  |  |  |
| Noise regulation | Noise control |  |  |  |  |
| Disease and pest regulation | Disease and pest control |  |  |  |  |
| CULTURAL SERVICES | Wild species diversity | Recreation |  |  |  |  |
| Environmental settings | Recreation |  |  |  |  |
| Tourism |  |  |  |  |
| Spiritual and religious |  |  |  |  |
| Creative inspiration |  |  |  |  |
| Physical health & recuperation |  |  |  |  |
| Mental health & recuperation |  |  |  |  |

**Step 2: Take a simple plan of your land, or draw a sketch plan if you do not have a suitable plan available.**

Highlight on this plan where the priority services (1 and 2 in the list above) you have identified are to be found, or where they could be   
developed.

SKETCH PLAN

**Step 3: Answer this question for your existing business:**

Is my existing business performing as well as it could? How do I know? What are the greatest risks facing my existing business? Do I need a plan to address these risks?

**Step 4: Answer these questions for the new opportunities you have identified:**

1. Is the environmental condition supporting the service improving?
2. Can I measure the provision or service? If so how?
3. Who do I need to work with to develop the opportunities on my list? What will this cost?
4. Who are my potential customers? What are the benefits to them and how much will they pay?
5. Do I need external finance to develop the opportunities? Where will it come from and on what terms?
6. Do we have the expertise and time to see new projects through to a successful conclusion?
7. What do I need to do next and by when will I do it?