



REQUEST FOR PROPOSALS
for SUPPORT TO THE CUMBRIA LAND AND NATURE SKILLS SERVICE (LANSS)

A BACKGROUND

The Land + Nature Skills Service (LANSS) connects people and businesses with learning and training opportunities in the land and nature based sectors across Cumbria, with a focus on facilitating the development of skills provision to meet learner and employer needs in Cumbria.

Its aims are:

- To connect people with learning and training opportunities relevant to land and nature based work in Cumbria.
- To co-ordinate across the sector to enable the most effective array of learning and training opportunities to be offered.
- To promote land and nature based work in Cumbria, with realism and inclusivity.

You can read more about LANSS here [Home | LANSS](#).

Over the course of 2026 most of the contracts currently funding LANSS come to an end. There is therefore an urgent need to bid for and win further funding – from current and/or other funders.

LANSS is currently an informal partnership of stakeholders, but to support access to additional funding streams has lodged an application to become a charity.

This procurement is being undertaken by Cumbria Chamber of Commerce as accountable body for LANSS.

B REQUIREMENTS

Our requirement is for an individual or organisation, to undertake the following as a consultancy contract:

- Engage with the following potential funding sources, evaluate the opportunities, and where possible and in, agreement with the Steering Group, apply for funding to support the work of LANSS – Esmee Fairburn Foundation, FIPL, Cumbria Community Foundation (in anticipation of LANSS becoming a charity), Ernest Cook Trust, Enterprising Cumbria/emerging Combined Authority.
- Explore, engage with and apply as above to any other available funding sources for which LANSS is eligible to apply given its current status.

- Explore and engage with and evaluate funding sources for which LANSS will be eligible once a charity.
- Make justified recommendations for other funding approaches that LANSS could consider.

Note that LANSS needs to secure funding for the ongoing delivery of services already established as well as for new projects that align with its established aims. LANSS does not act as an education/training provider so the focus of any funding should be on facilitation and partnership working.

Depending on timescales, and subject agreement, we may also require some support to set up and undertake initial management of funding/projects. This would be contracted as a variation.

C TIMESCALES

- Deadline for submission of proposals to Cumbria Chamber is by 9am on Thursday 29th January 2026.
- Start date for the work is early February 2026.
- Completion will depend on the funding opportunities and timescales identified.
- We envisage completion of the exploration and engagement for the first two bullet points by the end of February 2026. Completion of related applications will depend on funders.
- Additional work may be agreed depending on the sources identified and funder timescales.
- There is the potential for further extension.

D CONTENT OF SUBMISSION

Your submission should cover:

- Outline of relevant experience, expertise and track record.
- CV for anyone to be involved in carrying out the work specified.
- Contact details for two relevant referees.
- Hourly rate (actual cost, number of hours and payment arrangements to be agreed once we have agreed the work with the successful bidder).
- Identification of any potential risks in delivery of support, contained in a risk register, along with mitigation strategies for each.

E CRITERIA

Submissions will be reviewed based on:

- Experience, expertise and track record.
- Deliverability within the timescales.
- Value for money.

F INSTRUCTIONS FOR SUBMISSION

Submissions should be sent by email to Suzanne Caldwell, suzanne@cumbriachamber.co.uk marked 'Confidential – Proposal Enclosed' to reach us by no later than 9am on 29th January 2026.

G THE CHAMBER'S RIGHTS

The Chamber reserves the right to:

- Waive or change the requirements of this opportunity from time to time without prior, or any notice, being given.

- Seek clarification or documentation in respect of a submission.
- Disqualify any proposal that does not comply with the instructions in this brief.
- Disqualify any proposal that is guilty of serious misrepresentation in relation to its proposal or the bid process.
- Withdraw this opportunity at any time or re-invite submissions on the same or any alternative basis.
- Choose not to award any contract or accept the lowest or any tender as a result of the current procurement process.
- Choose not to award a contract to any organisation it views as a competitor or to have another conflict of interest.
- Make whatever changes we see fit to the timetable, structure or content of the procurement process.
- Discuss and refine proposals to achieve the most appropriate mix within the available budget and timescales and ensure the outputs and outcomes required by Cumberland are achieved overall.

H BID COSTS

The Chamber will not be liable for any bid costs, expenditure, work or effort incurred by a tenderer in proceeding with or participating in this procurement, including if the procurement process is terminated or amended by the Chamber.

I QUERIES

Please contact Suzanne Caldwell, suzanne@cumbriachamber.co.uk, with any queries.