

# Natural burial cemetery



## Big Demand For Natural Burial Grounds



Woodland graves have no headstones.

According to a BBC survey of 358 local authorities in England, 25% said that they would run out of burial spaces within 10 years and many councils said that they had only 5 years or less remaining before they ran out of room entirely. The situation is being

referred to as 'desperate' and a looming 'crisis'.

A **Windrush** client has an opportunity to develop a **Natural Burial Ground** in England.

**Natural Burial Sites** seem to come at a time of growing

sustainability awareness. With only wicker or cardboard coffins permitted and no brass handles, no memorial headstones (although tree planting with a small brass plaque is permitted), and no embalming to avoid potentially polluting watercourses, it is possible to secure the last word in real estate for a realistic price.

But as a business opportunity, the developing of natural burial cemeteries and the subsequent selling-off of the individual burial plots is another dimension entirely in earth stewardship and the triple bottom line.

### Special points of interest:

- **Environmentally friendly development**
- **Relatively Low Capital Investment**
- **High Returns**
- **Low Operating Costs**
- **High Demand**

## The Opportunity

**Our client** (who has planning permission) has 4,000 burial plots for sale in the cemetery.

### Natural Burial

**plots**, like conventional burial plots, are usually purchased ahead of time. We estimate that the demand is such that, conservatively, we'll

be able to sell 800 plots per year. This, of course, implies 5 years to full capacity. But it could be quite a bit less than that.

## Revenue Potential From The Site

**Green burial**, or natural burial compares favourably both ecologically and economically with crema-

tion costs or conventional burial. Natural burial ground plots cost on average £3,000 per plot so

the total revenue on plot sales over the 4,000 plot natural burials site is £12,000,000.

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## Woodland Memorials



**Woodland memorials** are trees - possibly with a small brass plaque. (There are no headstones in a green cemetery).

Tree planting, such as **Ash, Birch and Oak** or other native species, can be provided at a cost of £400 per plot. So over the 4,000 plot **green cemetery burial**

**site** the total revenue from tree sales/planting amounts to £1,600,000.

Therefore, the total revenues from the entire **natural burial ground** opportunity is £13,600,000. ( or £3,400 per plot ).

## Capital Expenditure & Operating Costs

*" Full Planning Permission is in place for this opportunity which means it's virtually ready to start producing income. "*

**Capital Expenditure** for the site has 3 elements;

- Construction of entrance to cemetery, car park, toilets and septic tank
- Purchase of mini track digger, dumper, steel container to garage digger and dumper, diesel tank
- Purchase of rough-terrain people transporter

**Total Capex Required To Complete = £750,000.**

**Operating Costs** for the site is mainly in the digging of the graves and planting the trees, administration and accountancy.

From an overall day-to-day accounting perspective on the operating costs we have allowed a figure of £350 per burial. But if we were to do the actual

grave digging and tree planting in-house the costs to us (or to locally-sourced hired labour/grave-digger) would only be about 40% of this (i.e. £140 per plot).

However, at the allowed figure of £350 cost per plot, over the 4,000 plot **natural cemetery** opportunity the operating costs would be £1,400,000 and so the operating profit out of the whole opportunity would be £12,200,000.

## Income

If it took 5 years to sell all the plots this would provide a yearly operating profit from the whole opportunity of £2,440,000 pa.

And if as an investor, **your participation** in the opportunity was 25.0 %, then **your share** of the operating profit in the opportunity

would be £610,000 a year (for 5 years).

## Calculating The Capital Value & Intrinsic Profitability Of Your Participation In The Green Burial Grounds Opportunity

A **£750,000 investment** will secure you a 25.0 % participation in the entire natural burial ground opportunity.

In calculating the capital value of your 25.0 % share we have allowed for the 5 years' income to be increased from year to year by 4.8 % to model the effect of inflation on plot prices.

Also, the 5 years' plot revenues have been brought back to present-day values by notionally discounting them by

8.8% pa to reflect the time value of money.

Anyway, it works out that stacking-up the **present values** of your 5 years of income streams amounts to £2,604,623.

And this is **the capital value of your part** in the opportunity.

This is more than **3.47 TIMES** your capital investment.

The **Net Present Value** of your part in the

opportunity becomes £1,854,623. ( £2,604,623 - £750,000 )

The spreadsheet reports **The Internal Rate Of Return** as 79.98% !

A group of investors with participations to the £750,000 needed would also be possible.

Get in touch by phone if you would like to take part.

*" If all the burial plots are sold off earlier than 5 years the Internal Rate Of Return becomes even bigger. "*

## Downloads

Download PDF:

[www.windrush.biz/greenburial/green-burial-investment-opportunity.pdf](http://www.windrush.biz/greenburial/green-burial-investment-opportunity.pdf)

Spreadsheet:

[www.windrush.biz/greenburial/green-burial-investment-opportunity-spreadsheet.xls](http://www.windrush.biz/greenburial/green-burial-investment-opportunity-spreadsheet.xls)

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## **About Windrush . . .**

**Windrush** developed out of the credit crunch as a result of an even greater need for private equity in funding development projects. From 2010 it has been our mission to put together wind farm development joint venture opportunities which exhibit a high rate of return. As the renewable energy industry matures we anticipate a greater role acting as agents for the sale of operational wind farm assets.

**Our clients** vary from individual developers with one or more turbine opportunities through property companies looking to diversify into energy or infrastructure to industrial systems engineering companies in adjacent industries.

Currently we have developer clients with opportunities in Scotland, England, Ireland and the United States of America.

## **Frequently Asked Questions**

**Q:** *What scale of project opportunities is Windrush involved in ?*

**A:** *From a medium-sized (250kW) single wind turbine requiring an equity investment of £450,000 up to a 30MW wind farm major civil engineering opportunity requiring €44,000,000 . . . that's the beautiful thing about energy . . . sometimes we're dealing in multiples and in the same workday we can be working with orders of magnitude.*

**Q:** *Does Windrush only work with wind energy ?*

**A:** *No. For example, one of our developer clients intends to construct a geothermal power plant right after our initial wind farm development goes operational. We also have a client with an opportunity to develop a portfolio of green (natural) burial sites.*

**Q:** *How easy is it to arrange for my existing property to be used like this ?*

**A:** *It's a surprisingly straightforward process. It depends on the circumstances of the case of course, and it only takes a day to create the separate legal container for our venture together, our special purpose vehicle LLP.*

*For more general information, visit our website*

*www.windrush.biz*

*Meetings with prospective joint venture partners are regularly being held in Glasgow and Edinburgh.*



*Francis McMenamin, Windrush Principal*