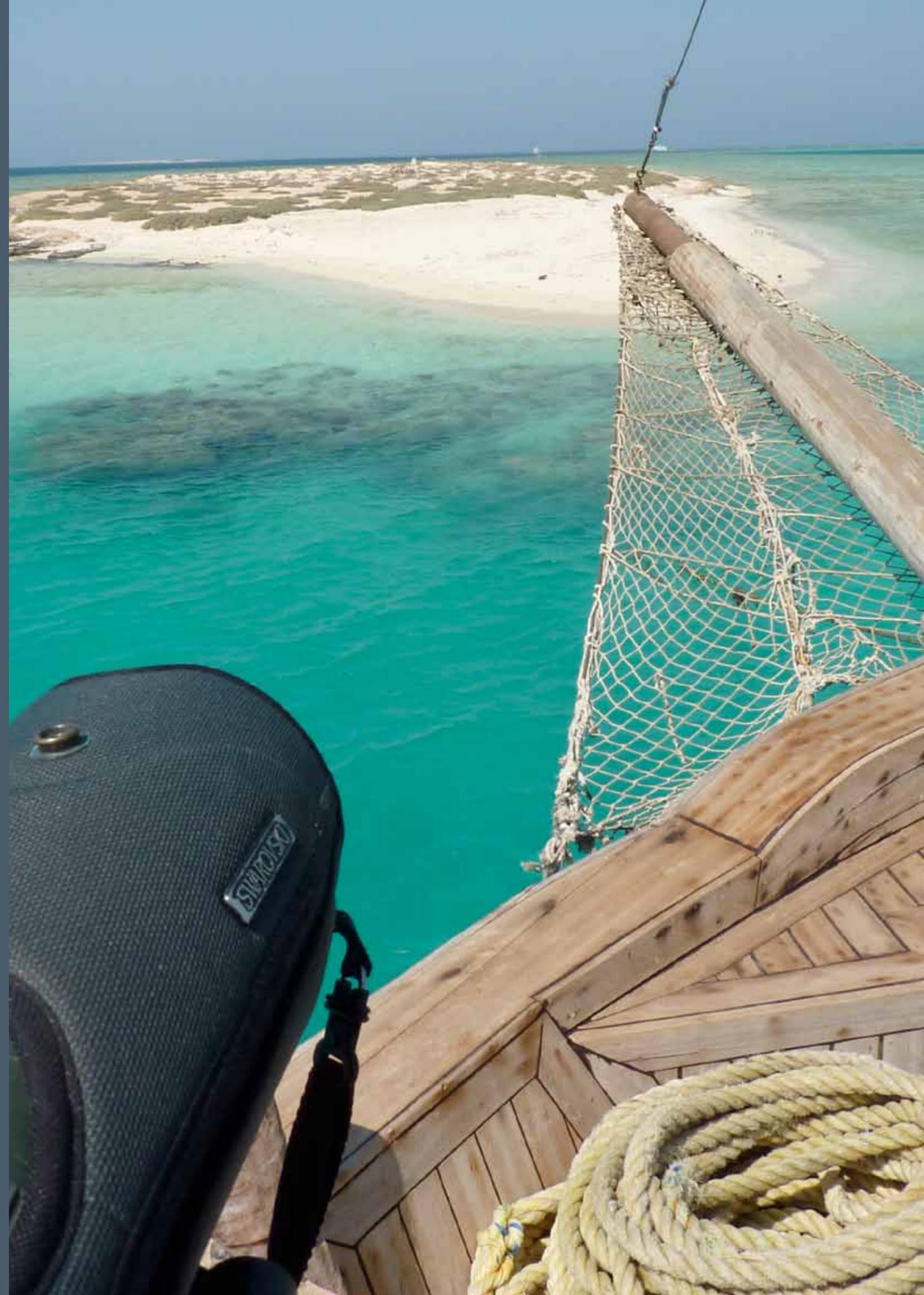


BE A PART OF THE NETWORK

Our Network regularly adds new reserves and nature areas, that we carefully select among the several proposals of collaboration that we receive, on a weekly basis, from landowners or public institutions.

Our idea to develop exclusive reserves entirely dedicated to nature tourism has proved to be a succesful project, as it allows nature areas, private or public, to have a specific connotation and become points of reference for this kind of responsible and respectful tourism.

Networking indeed is the best way for a project to be successful and it leads to several other opportunities in terms of international collaborations.



OUR TEAM



SARA GENOVESE
Marketing & Communication



PAOLO FUMAGALLI
Technical Team Manager



NICOLA SCATASSI
International Projects Manager



IGOR MAIORANO
Italy Coordinator



MARCO AFFINI
Spain & Romania Coordinator



LUCA BOSCAIN
Field Naturalist & Guide

The SKUA team is composed of **more than 25 people** among which there are technicians, hide-keepers, reserve's coordinators, photographers and biologists. Our team share a strong passion for nature, its conservation and communication. We have chosen an ambitious and not trouble-free project to develop, in which we strongly believe, and our work in these years has proved that with such a motivated and dynamic team even the most unimaginable aims can be achieved.

A NEW VISION

FOR LAND OWNERS AND PUBLIC INSTITUTIONS

SKUA Nature is leader in Europe in the development and management of natural areas. Our international experience allows us to detect the right strong points to be enhanced, in order to develop projects that have all the necessary features to access the most important nature tourism networks.

Our great experience in the field allows us to have a very good and intimate knowledge of nature and wildlife, which is of course necessary in order; for instance, to know how, where and when to build a new hide for taking photos of a particular species and which are the target species for each country.

Our work is not "only" the hides construction, it's the creation of the whole system, from the first recce of the area to the creation of a solid long term business plan, from the construction or renewal of specific facilities dedicated to this kind of tourism to the training of the staff, from the promotion and marketing through international fairs and contacts with the main worldwide tour operators of this market to the touristic groups management, from the creation of ad hoc promotional material (website, brochures, etc.) to the administration office, technical team, and lots more...

In every SKUA's activity, the most important thing is obviously the well being of the wildlife. We all are naturalists, biologists and conservationists, therefore we have always very clear in mind that we must NOT in any way have a negative impact on the nature's delicate balance. Our attention is always very high in this regard, and dealing with wildlife we all have to be very careful.

- SKUA Nature is leader in the development and management of natural areas;
- We know how to communicate to this quite demanding target of clientele and prepare ad hoc promotional materials;
- All our projects always follow the highest ethical and environmental standards;
- We participate to the most important international fairs of this field;
- We have contacts with a huge number of tour operators and professionals from different countries;
- Our team deals entirely with the development and long term management of the project;
- Calibrated initial investment;
- SKUA Nature starts to receive benefits at the same time when the owner/manager of the area receives the first incomes from the project;
- The fact that we manage a Network allows our company to offer the greatest percentage of the profits to the local partner; be it a land owner or public institution (on average the 60-70%);
- Our Network is already a success and it helps new projects to accelerate the achievement of their goals



CONSULTANCY

TECHNICAL SKILLS



SKUA Nature's consultancy work can basically be described as follows: we come to see your areas, your locations, what you have to offer in terms of wildlife species and photo opportunities, which is the standard of food and accommodation on offer. After having seen and checked all of this, SKUA will be able to make a development plan for the area, which will obviously be very different from place to place, depending on which are the real opportunities for each area. In some cases there will hopefully be the chance of setting up a photographic reserve, while in other cases SKUA will only offer its consultancy work, consisting in the realization of the dedicated website, leaflets, and in the chance of being part of our network, therefore being promoted in various fairs and events and with direct links on our main website and more. Obviously, such a collaboration agreement could be signed only if some necessary requirements are reached: SKUA will be happy to promote a certain destination, provided it can guarantee our standards in term of quality.



Creating a photo hide or an area for watching wildlife is not difficult; on-line you can find plenty of examples with a multitude of photos and technical basics to copy. One of the differences that make our work unique is the deep knowledge, not only in terms of the technical skills which allow us to build different kinds of facilities, but also of the ecological dynamics which regulate wildlife's movements and behaviours. Our intervention is not limited to the construction of a hide, but above all we locate the very best crossing points for wildlife and we restore small or big habitats in order to facilitate the stop over of migrating birds.



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Thanks to our skilled and highly experienced team, we manage to work in every possible condition, always finding the best technical solutions in order to realize works with a minimum environmental impact but at the same time highly efficient. The best logistic solutions for a fast job and with an optimisation of the costs are guaranteed.



In desert areas, in wetlands, in dense forests or highly anthropized areas, we always operate with outstanding expertise and dedication, making use of all the necessary means for a correct execution of the works. Our know-how about materials, technologies, equipments and working tools allows us to make very detailed pre-working plans and subsequently extremely accurate interventions, without wasting material, time or energies.



RESEARCH



Biological stations and research projects... A network inside the Network

The main aim of our project is to help nature conservation through nature tourism. Managing different kinds of big nature areas in several countries allows us to develop a network inside the Network: in lots of our reserves there are biological stations that we open to universities, research groups, professionals, etc. to run:

- research studies
- thesis and scientific article publication (university, phd, vocational trainings)
- ringing projects
- monitoring projects
- conservation actions

All that in collaboration with our team. We can provide all the logistic support (vehicles as boats or 4x4 jeeps, biological station, laboratories, accommodation, meals, etc.) and our deep knowledge of the place and animal movements.

Our team is also running conservation actions thanks to part of the incomes from nature tourism's activities in the reserves (as reintroduction of native species, habitat management, habitat conservation, species monitoring, etc.) and volunteers or people that would like to join our projects to learn practical skills in the nature field are always welcome.

A network to connect researches and conservation actions in biodiversity hot spots around Europe, to join forces and improve the result.

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