SOUTH BANK
BUSINESS IMPROVEMENT DISTRICT

BUSINESS PLAN

24/25





ESTABLISHMENT & BALLOTS

South Bank Business Improvement District (BID) was introduced on 1 October 2014 following a ballot of eligible businesses which ran in May and June 2014. The BID was approved with over 90% of eligible hereditaments voting yes, representing over 95% of rateable value, on a turnout of just under 45%.

In May and June 2019, the BID held its ballot to secure support for its second term, to run from 1 October 2019 to 30 September 2024. It got exceptionally strong endorsement from the South Bank's business community, with a then UK record ballot result of 99% of voters - both in terms of overall majority and rateable value - supporting the proposition. The turnout was 57% of all voters.

In January and February 2024, the BID held its ballot for its third term, to run 1 October 2024 to 30 September 2029. As with the previous ballots, the BID gained strong support from its eligible levy payers, with a 99.34% majority by number, and 99.55% by rateable value.

South Bank BID spans parts of Lambeth and Southwark, and the BID's boundaries are set out at **Annex A**.

BID OBJECTIVES

As stated in its 2024 ballot proposition document, South Bank BID's main purpose is to ensure that the needs of its levy-paying businesses are met, and that South Bank remains one of central London's most desirable neighbourhoods for business and commerce. Unified by the BID's continuing vision of "A world-class South Bank for everyone" our proposals for the third term are structured around the four strategic themes of South Bank being: Safe & Welcoming; Vibrant & Promoted; Sustainable & Resilient; and Supported & Connected.

The 2024/25 financial year spans the final six months of the BID's second term (to 30 September 2024) and the first six months of its third term. For ease of reference and consistency, the BID's activities in the coming year are set out under the four themes of the third term.

BID COMPANY

The BID Company - South Bank Business Improvement District Ltd, company number 09288782, was formed on 30 October 2014. **Annex B** provides details of company membership and the current Board of Directors. Further information on the BID and its work can be found in company accounts and Directors' reports, and on the BID's website: **southbankbid.co.uk**

DELIVERY TEAM

To minimise overheads and risk and make the best use of existing resources and expertise, South Bank BID does not directly employ staff. Its programmes and projects is delivered by South Bank Employers' Group (SBEG), under a service level agreement for agreed rates for staff time and overheads. SBEG was established in 1991 to coordinate and deliver many of the improvements and initiatives that have made South Bank the vibrant and exciting place that it is today. Working with SBEG in this way ensures that those services and projects supported by South Bank BID are coordinated and joined up, to ensure maximum benefit to South Bank's business community. SBEG is a not-for-profit company, limited by guarantee.

The agreement between SBEG and South Bank BID Ltd runs for the duration of the BID terms. There is a provision for termination of the agreement in the event of unsatisfactory performance. A list of current staff roles is at **Annex C**.

REVIEW OF 23/24

The past year has been characterised by the delivery of services, projects, and activities that were identified in the 2023/24 business plan, alongside preparation of the BID's third term business plan, and the successful delivery associated ballot which commenced in January 2024. As with prior years, the BID used the funds collected from its levy payers to support this work, whilst enhancing its work with additional resources from the London Eye S106 agreement, and the Economic Resilience Fund (ERF) grant from Lambeth Council which was awarded in 2021.

As noted above, the third ballot term was a resounding success, with a strong endorsement from levy payers for the BID's proposed programme. Much of the 2023/24 year was characterised by ballot related activity, including extensive engagement and consultation with levy payers and other stakeholders as to what the BID should focus on in its third term.

The BID's annual event for its levy payers
- held in June 2023 at WeWork's stunning
16th floor event space - effectively kicked
off six months of ballot related actively, and
which was book-ended by the ballot launch
event in January 2024, held at the London
SEALIFE Aquarium. We are grateful to our
speakers and guests who attended these
events, including Laura Citron, Chief Executive
of London & Partners; Scott M O'Neil, Chief
Executive of Merlin, Howard Dawber, London's
Deputy Mayor for Business; and Natalie Lovett,
WeWork's General Manager for UK & Ireland.

Our consultation demonstrated the South Bank's business community's ongoing support for the BID and its work. In producing the third term business plan, we were confident that levy payers wanted the continuation of our services and activities, especially those focused on safety and security, cleaning, and area promotion and marketing. There was also strong support for the BID's work on Net Zero, which was already underway, and for the development of a data and insight service that we had started to invest in.

In May 2023, the BID - along with several partners including Lambeth Council, WeAreWaterloo, Southbank Centre, Coin Street Community Builders, and South Bank and Waterloo Neighbours - launched the Net Zero Strategy for the neighbourhood. Held at St John's Waterloo, this was a successful and positive event that kick-started much activity aimed at the area's business and residential communities.

The BID is part of a Net Zero Steering Group and, following the launch, it agreed to part fund the appointment of a Net Zero Programme Lead, and Jackson Bylett took up this position in November 2023. This post is also funded by London Eye S106 revenues and WeAreWaterloo. A series of short-term and strategic projects have been identified and these will be progressed in the BID's third term and will be linked to a series of engagement activities aimed at levy payers.

Following the BID's investment in the Mayor of London's Let's Do London campaign, which succeeded in bringing domestic and international visitors back to South Bank, we reframed aspects of the South Bank London brand and relaunched our flagship website, southbank.london to ensure its ongoing relevance to our key audiences. The BID's work on marketing and area promotion continues to be a priority for levy payers, and we continue to be a Tourism Partner member of London & Partners. The BID's CEO is also a member of London's Tourism Advisory Group which has overseen the production of London's 2030 Tourism Vision.











We continued to operate the STAR Card, in conjunction with WeAreWaterloo. STAR Card remains focused as a local offers scheme for those that work, live and study in South Bank and Waterloo and encourages residents, employees, and others to support local businesses. Digital subscriptions continued to rise in the year, and currently stands at 6,800 - an all-time high.

To better understand the post pandemic pattern of consumer behaviour, the BID invested in the Greater London Authority's new High Street Data Service (HSDS) which maps pattern of footfall and spend in all parts of central London and the city's main commercial centres. Combined with the BID's continued investment in football cameras and audience research, this has provided the BID with greater insight on how South Bank is performing and what dynamics are in play. We recognise the value of this to levy payers and the clear demand for a data and insight service is reflected in the BID's proposition to provide this in its third term.

Having contributed to the cost of the Waterloo Station masterplan, which commenced in September 2022, the BID remained actively involved in the project's Working Group and Steering Group. The Masterplan was published in March 2024 and was received positively by a wide group of stakeholders - it sets out a bold Vision for how South Bank can remain a world-class place to work, visit, live and study.

In partnership with South Western Railway, the BID continued to co-fund a dedicated Outreach worker to work with the homeless and the street community around Waterloo Station. This is a partnership-based service, working with Lambeth Council and Thames Reach, and is illustrative of how the BID addresses complex issues in collaboration and partnership with others. This service will be continued into the BID's third term.

The BID continued its investment in two "Partnership Plus" Police officers whose work is focused on the South Bank area, working alongside South Bank Patrol and their Police colleagues, including those from the local Safer Neighbourhoods Team. We have continued to work with Braeburn Estates and the Mayor's Office for Policing and Crime (MOPAC) on the provision of a dedicated base for the officers which is in the Southbank Place development. the permanent base for the BID's Partnership Plus officers, and regularly used by their Police colleagues.

We are confident that the BID's services have a positive impact on the South Bank area. We are increasingly focused on the evidence that supports this, in addition to the qualitative feedback that we get from levy payers.

The year saw some important planning decisions, with consent given to the Royal Street scheme and the decision from the Secretary of State on the 72 Upper Ground / London Studios proposals. Design work on the Spine Route project continued, and the new financial year will see the implementation of the much anticipated Phase 3 work which will result in the pedestrianisation of Concert Hall Approach and the resurfacing of much of Belvedere Road.

The BID continued to participate in a wide range of South Bank activities, with representatives attending all meetings of South Bank and Waterloo Partnership, and of South Bank and Waterloo Forum, both of which are chaired the area's two Members of Parliament. The BID was pleased to contribute to the new South Bank and Waterloo 2030 Vision and is supportive of its three strategic themes of An Inclusive Place, A Place of Opportunity, and A Net Carbon Zero neighbourhood by 2030: these are in line with the BID's themes for its third term.

The BID continued to monitor new openings and patterns of office occupancy, and it is encouraging to see that a diverse range of businesses and workers want to be in from South Bank, whether in the newer developments or in the area's flexible provision including those provided by WeWork and Workspace.

The BID is very grateful to all businesses for paying their levy in the year, and the BID continues to benefit from exceptionally high levels of collection in the year. We thank both Lambeth Council and Southwark Council for the work that they do in collecting the levy and we thank Lambeth Council's teams for managing a very successful third term ballot.



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As noted above, the 2024/25 financial year is one of transition as, following the successful ballot, the BID will conclude its second term by 30 September 2024 and commence its third term on 1 October 2024. For ease of reference, this plan sets out the BID's services under the four Strategic Themes that are detailed in the third term business plan which can be read here. As such, all levy payers have been billed for the first six months of the financial year, and in September new bills will be issued to all eligible businesses for the second six months of the financial year – these will be based on the BID's third term rules.

Throughout the year, we will continue to invest in the services that are valued by South Bank's business community, delivering to the mandate that levy payers have given us. The BID is optimistic about the future and is key to work with its partners and all stakeholders that share its vision of a world-class South Bank for everyone. We plan to utilise our data and insight service to provide regular updates on how the area is performing, and the BID Board and the delivery team will use this and other research to provide direction and coordination throughout the year.

We will continue to engage and communicate with all levy payers throughout the year, and we are actively planning our annual event to be held in June 2024.

With forecast income of £1.33m in 2024/25, the BID will draw on its financial reserves as appropriate to fund its programme of work, framed in accordance with our new strategic terms of Safe & Welcoming, Vibrant & Promoted; Sustainable & Resilient; and Supported and Connected. As in previous years, much of this will centre on the ongoing delivery of core services that are vital to the area's success, including the work of South Bank Patrol and our wider work on safety and security, South Bank Clean Team, and the promotion of South Bank to key audiences, including international visitors.

In doing this, we'll work with our levy payers, major landowners and developers, and key partners, including Lambeth Council, Southwark Council, London & Partners, the Mayor of London and the GLA, and Transport of London. We are ready to work with the Mayoral team and relevant London Assembly members, after the elections on 2 May 2024.

The BID will continue to work closely with SBEG, and all members of South Bank and Waterloo Partnership to deliver to deliver to a common vision for the future. The BID is fully engaged with Business Watch, the Place Management Group, and the Construction Coordination Group. These groups are crucial to the ongoing management of the neighbourhood.

As noted above, in the latter part of its second term, the BID stepped up its involvement in a wider neighbourhood response to the climate challenge and was an active member of the "Future Neighbourhood 2030" steering group which oversaw the production of a net zero strategy for the neighbourhood. Following its support towards the launch of the strategy in May 2023, the BID will continue its involvement in the work to make the area net zero carbon by 2030 as an active member of what is now known as the Net Zero Steering Group.

The year will see the start of some major redevelopment projects - including the office and Med Tech cluster at Royal Street. The BID will review its longstanding intention to fund and appoint a specialist Construction and Infrastructure Coordinator to manage and mitigate a possible programme of development and construction work that could bring disruption to the neighbourhood.

In summary, 2024/25 is an important year for South Bank BID. It is a year that will see the full flow of activities that are designed to support its levy payers, many of which are continued on from the BID's second term, and which will be supported by new services and projects. The BID will continue with its engagement and communications programme for levy payers, with a series of events planned throughout the year.

The BID Board will oversee a governance review, designed to ensure it is representative of its levy payer community, and has the required skills and experience to deliver to the aspirations and ambitions of its third term. The Board will also oversee the preparation of a new service level agreement with SBEG to ensure the continuation of its role as the BID's delivery body.



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In 2024-24, South Bank BID will fund and deliver the following services and projects under its four new themes:

A Safe & Welcoming South Bank

A Vibrant & Promoted South Bank

A Sustainable & Resilient South Bank

A Supported & Connected South Bank

On the following pages you will find further explanations and breakdowns of the projects delivered under these headings.

A SAFE & WELCOMING SOUTH BANK

The BID funds and provides a range of services oriented to safety and security, reflecting the importance of this issue to its levy payers. South Bank Patrol provides a reassuring presence across the South Bank BID area, tackling crime, illegal trading, and anti-social behaviour. In addition to financial support from South Bank BID, the service is funded through revenues from the London Eye S106 agreement, and private contributions from landowners and other organisations.

The BID funds two **Police Officers**, who are dedicated to the South Bank area. These officers operate under the "Partnership Plus" scheme and increase police visibility in the BID area, facilitating targeted activity against crime and anti-social behaviour. The BID has committed one-off funding (to a maximum of £125k) towards the establishment of a **permanent police base** in South Bank, where the Partnership Plus officers will operate from, and which will be a resource that other police teams can operate from. This is to be in the Southbank Place development and will be a significant addition to our safety and security work.

We will continue to support the work of a dedicated **Outreach Worker** to work with the homeless and members of the street

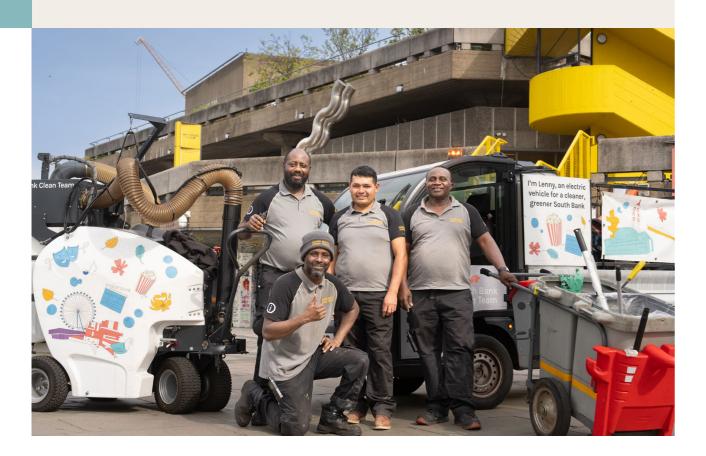
population around Waterloo Station. This service is now fully funded by South Bank BID and is delivered in partnership with Lambeth Council and Thames Reach.

The BID also funds a dedicated **Security Manager** for the area, who coordinates activity and ensures that there's a partnership approach to all aspects of our work. This involves liaison with Business Watch and the Safer Lambeth Business Crime Reduction Partnership (BCRP). We plan to extend the reach of the BCRP to other businesses in Waterloo Station, including in The Sidings.

The BID also funds a team of **Night-time Economy Marshalls** who work at weekends from April to September. This team works evenings into the early hours to support the South Bank Night Time Economy providing additional support and reassurance.

Ultimately, South Bank BID supports a security resource that operates within a complex network of information sharing and coordination, which helps to make the South Bank a safer and more welcoming place to work in and visit. The collective team is responsive to requests for assistance and advice from South Bank BID businesses.





The South Bank Clean Team provides additional cleansing in the area through a flexible, responsive service where it is needed, including responding to requests and reports from BID levy payers. The team monitors key aspects of the area's infrastructure, reporting defects to local authorities as necessary, and in assisting visitors. In addition to financial support from South Bank BID, South Bank Clean Team is funded through revenues from the London Eye S106 agreement, and private contributions from landowners and other organisations.

Safe & Welcoming Total	£557,895
Waterloo Station BCRP	£51,000
SBEG delivery	£80,000
Outreach Worker	£55,325
Place Management	£10,800
Night-time Economy Marshalls	£6,400
Partnership Plus Police Officers	£135,500
Security Manager	£58,720
Contribution to South Bank Patrol	£67,650
Contribution to South Bank Clean Team	£92,500

A VIBRANT & PROMOTED SOUTH BANK

We plan to build on our investment in the successful South Bank London brand and its associated channels and continue to promote South Bank and its many attractions to our key audiences. This work will be informed by the BID's investment in the GLA's High Street Data Service and bespoke sentiment research that we will commission at the start of the financial year.

We plan to take an integrated approach to reach multiple audiences, by featuring in appropriate media and delivering seasonal campaigns in summer and winter. We collaborate with levy payers to host curated press visits and engage hotel concierges to promote what's in the area to guests and visitors. We'll leverage cultural and heritage opportunities through walking tours and London-wide events, including this year's Open House Festival, which runs for ten days in September.

We'll maintain a strong online presence of our own, showcasing South Bank as a must-visit destination, and promoting all there is to see and do - by doing this we are supporting our levy payers to attract custom. We'll also support levy payers by investing in and developing the STAR Card. We'll seek to increase traffic to southbank. london via referral links and Google adwords, and increase our reach and maintain high engagement across our social channels. We'll also drive email newsletter sign-ups, and focus on original content creation, curated editorial and video to engage our audiences.

We'll begin to work with partners in planning for the 75th anniversary of the Festival of Britain, which is in 2026. The anniversary is a significant opportunity for South Bank as a destination, in terms of pr and media, and in encouraging footfall and related commercial opportunities.

The BID will maintain its top-tier membership of London & Partners (L&P), and its Chief Executive will serve on the Tourism Advisory Group, which is run by L&P, and co-chaired by Kate Nicholls OBE and Bernard Donoghue OBE.

We will continue to promote South Bank as a destination for the Meetings, Incentives, Conference and Events (MICE) industries, using South Bank Venues as the principal resource to do this.

Destination Marketing Campaigns	£55,000
South Bank London Digital Channels	£9,000
Festival of Britain 75th Anniversary	£20,000
Branding & Signage	£52,000
STAR Card	£7,000
Consumer PR	£32,000
Venues Promotion	£28,000
SBEG delivery	£147,500
Vibrant & Promoted Total	£350,500

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A SUSTAINABLE & RESILIENT SOUTH BANK

The Net Zero Strategy for the South Bank and Waterloo area centres around five themes: retrofitting homes, commercial and public buildings; creating a decarbonised, smart, and integrated energy system; improving air quality and creating zero emissions zones; a climate adapted, resilient, and green neighbourhood; and the development of a zero waste circular economy.

Through its funding of the Net Zero Programme Lead, the BID will support the net zero programme and its focus on delivering impactful short-term actions which have high visibility to inspire further initiatives, alongside the progression of longer-term strategic projects that are crucial to achieving the transformational change that's required to meet the objectives that are set out in the net zero strategy.

The BID funding for the programme is supplemented by contributions from other local partners, enhancing collaboration and impact in the delivery of the Net Zero Strategy. To find out more, visit southbankbid.co.uk

The BID has invested in several air quality monitors that are linked to the Breathe London network. We'll use the data to support and analyse relevant interventions across the BID area, e.g. the planned pedestrianisation of Concert Hall Approach. We will also use the data to identify the greenest routes in the BID's footprint and to assess how we compare to other areas in London that are part of the Breathe London network.

In line with the above we'll progress the following with our key partners, including all members of the Net Zero Steering Group:

Carbon literacy and engagement -

empowering stakeholders with the knowledge to tackle climate change and air pollution through e-learning module and informational guides.

Tree planting - enhancing urban greenery in South Bank by accelerating the planting of trees and developing other green infrastructure.

Sustainable drainage - implementing green infrastructure on key streets to manage rainwater, reduce flooding, and improve urban connectivity and wellbeing.

Communications and engagement

- boosting the visibility of the net zero programme and increasing stakeholder involvement through a dedicated communication strategy.

Green Infrastructure strategy - ensuring that the area's green spaces enhance climate resilience, wellbeing, and biodiversity.

Heat network feasibility study - exploring the feasibility of a pioneering, low-carbon heat network to improve energy efficiency of buildings.

Delivery and waste consolidation - optimising logistics with innovative freight delivery solutions, potentially utilising the Thames and Waterloo Station.

Thames flood risk management - working in partnership with riverside stakeholders to reinforce South Bank's defences against climate change-induced flood risks.

A SUPPORTED & CONNECTED SOUTH BANK

The BID's third term in fall within a 'new' political landscape, following the Mayoral and London Assembly elections in May 2024 and the likelihood of a General Election by winter. The BID will continue to work with all politicians, whether local, London-wide, or national, to pursue its programme and agenda, and it will engage with the GLA, London & Partners, Opportunity London, and others as part of this and for strategic impact.

We will also continue to work as a member of the Waterloo Station Masterplan Steering Group to ensure that its ambitions can be delivered in the third term.

We'll deliver a programme of networking events, including our annual summer event, which will bring levy payers together so that we can explain what the BID has delivered and its plans.

We also plan to deliver at least one major Data & Insights seminar, aimed at marketeers and decision makers in our levy payer community. This will utilise information from the High Streets Data Service, our footfall sensors, audience research and other available stakeholder data and will provide insight and an overview of how South Bank is performing in areas such as footfall, spend and audience / visitor sentiment.

We will also produce regular reports, tailored to certain audiences, including a quarterly report for levy payers with customer facing businesses, that focuses on practical matters such as changing footfall, a quarterly report for the BID Board so that they are appraised of key patterns and dynamics, and an Annual Report for all BID audiences that sets out how South Bank has performed, where it is headed, and any key insights that have emerged from all relevant data sources that the BID has access to.

The BID sees itself as the visible 'keeper' / source for data and insight and will provide a practical service for levy payers. Combined with audience research, this will inform the BID's short and medium term marketing strategy whilst also influencing longer term placemaking.

The BID will also lead on the provision of business relevant Net Zero / environmental sustainability seminars which will relate to activities and projects that are being address as part of the Net Zero Programme.

Networking Events GLA Data & Insight Research	£40,000 £7,500 £26,250
Pedestrian Footfall Counters Levy Payer Communications & Engagement	£51,000 £11,000
External Memberships	£41,000
Other Costs & Professional Fees SBEG Delivery	£7,700 £63,425
Supported & Connected Total	£247,875

BUDGET 24/25

The 2024/25 budget is a summary of the BID's activities, services and projects planned for the year. Expenditure intentionally exceeds income, and the BID will be drawing on its financial reserves to fund all planned work in the year. Expenditure will be made through a combination of levy revenues received from eligible businesses in the BID area, and remaining revenues from the Economic Resilience Grant made by Lambeth Council to the BID in 2021. Confirmation of the BID's financial reserves is subject to the annual audit process, but the BID Board is confident that its reserves can support the level of activity planned. Please note that the combined figures referenced in the narrative sections of the business plan don't equate to the summary figures shown above, as these are intended to reference and highlight the main / most significant aspects of expenditure.

INCOME

Total Income	1,337,734
ERF	97,091
Investment Income	16,651
BID Levy Southwark	300,500
BID Levy Lambeth	923,492

EXPENDITURE

Safe & Welcoming	558,471
Vibrant & Promoted	353,582
Sustainable & Resilient	60,022
Supported & Connected	247,961

BID Administration

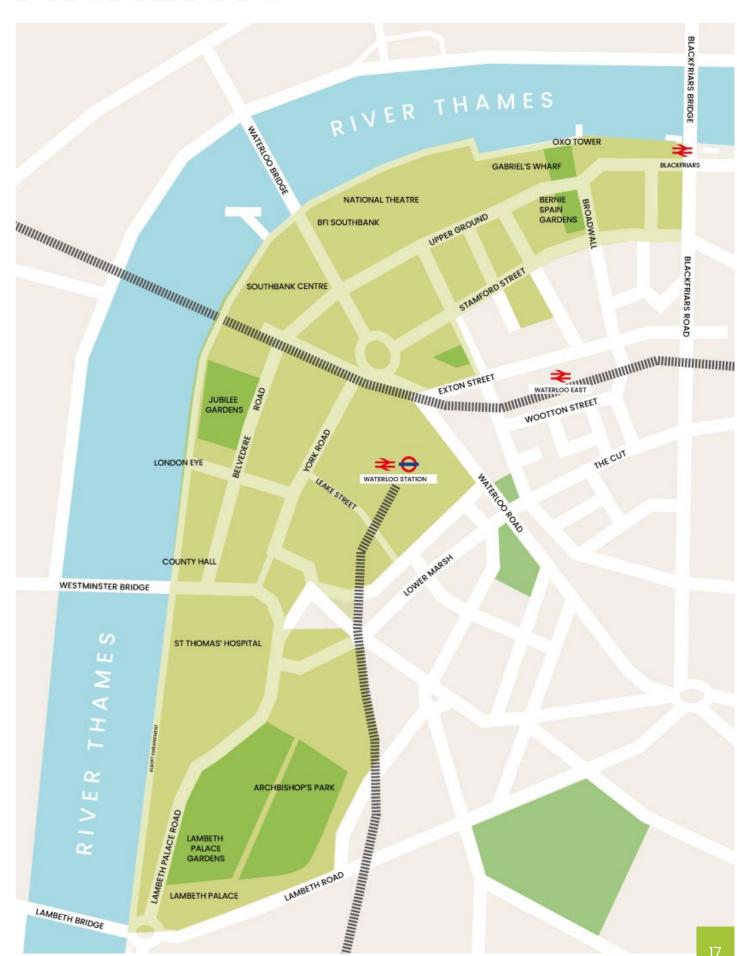
Finance, Governance	
& Administration - Delivery Fees	140,801
Rent	57,586
Levy Collection	27,911
Contingency	92,349
ERF	97,091
Total BID Administration	415,738

Total Expenditure 1,635,775

Surplus/deficit in the year 24/25	-298,041
B/F reserves 23/24 - forecasted	529,138

Balance 24/25 231,097

ANNEX A



ANNEX B

South Bank Business Improvement District Ltd

A company limited by guarantee, company number 09288782

Company Membership and Board of Directors

The Memorandum and Articles of the company provide for the following:

a) Company Membership Categories

- BID levy payers: occupiers liable to pay the Business Improvement District levy.
- Voluntary Members: those businesses with a rateable value lower than the £50k threshold will be invited to join on payment of a 1% voluntary contribution, enabling businesses below the threshold that wish to participate in BID programmes and activities to do so as members of the BID Company.
- Associate Members: includes representatives of residents or public authorities, or others with a relevant interest who make an application to the Board and are admitted with the approval of the Directors.

b) Board of Directors

A minimum of nine and a maximum of 17 members, drawn from those representing larger business members, those representing smaller business members, voluntary and associate members. The Board can co-opt up to three further members. As at March 2024, the Board members are:

Representing larger business members

- Govert Deketh, London Marriott Hotel County Hall (Chair)
- Duncan McKeich, British Film Institute
- Dan Smith, Equans
- Simon Edward, Ambassador, London Tech Week
- Alex Caetano, Park Plaza County Hall
- Imran Tauqir, Merlin Entertainments

Representing smaller business members

- Dominic Lake, Spiritland
- Alison Pinner, Coin Street Community Builders

Representing Associate and Voluntary members

- Iain Corker, Network Rail

Local Authority Observers

- Cllr Sarina Da Silva, Waterloo and South Bank ward, LB Lambeth
- Cllr Ibrahim Dogus, Waterloo and South Bank ward, LB Lambeth
- Cllr Irina Von Wiese, Borough and Bankside ward, LB Southwark
- Cllr Martin Seaton, Cabinet Member for Jobs, Business and Town Centres, LB Southwark

ANNEX C

Nic Durston Chief Executive

Indranie Sookdeo Chief Operating Officer

Alex Valenzuela Director of Place

Sara Harrison Head of Place Management

Umer Khalid Security Manager

Bobby Schouten Administration and Communications Officer

Jackson Bylett Net Zero Programme Lead

Kelly Bliss Senior Marketing Manager

Emily Stedman Communications and Engagement Manager

Louise Whitworth Marketing and Communications Officer

Issie Ryans Head of People and Business Performance

Shahrukh Bhatty Financial Controller

Natanya Flack Business Operations Manager

Simone Brown Finance and Business Operations Officer

Please note that as employees of South Bank Employers' Group (SBEG), members of the BID Delivery Team undertake other services and duties which are not funded by revenues from South Bank BID. This includes running SBEG as a not-for-profit membership organisation, the ongoing management and maintenance of Jubilee Gardens on behalf of Jubilee Gardens Trust, and the management and administration of services that are funded by revenues from the London Eye S106 agreement.

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