

**Southern Gateway**

**Draft Development Brief (for inclusion in OJEU tender documentation)**

*[The Brief describes the opportunity and minimum requirements of the Council (and its Partners), as well as briefly touching on other elements of the overall tender process. The remaining parts of the tender pack will deal with the bid process and rules, programme/deadlines, bid requirements, evaluation criteria, financial and commercial issues, and other such matters.]*

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**1. Background**

INSERT AERIAL SITE PLAN

- 1.1 Chichester is an attractive, distinctive, and successful UK city with an ambitious vision. The Southern Gateway project provides an opportunity to complement current strengths and cement the city as one of the UK's top places to live, work, shop, discover and learn.
- 1.2 Southern Gateway offers a substantial mixed use regeneration opportunity in the heart of Chichester. The project seeks to transform an approximate 12 hectare/30 acre largely brownfield area into a vibrant and exciting new quarter of exceptional quality.
- 1.3 The Southern Gateway scheme, embracing the city's unique heritage, will be inspiring and welcoming, and lie at the heart of one of the UK's leading visitor destinations.

**2. Key objectives**

- 2.1 Southern Gateway is a key point of access and arrival to the city. It enjoys a very well connected location, adjoining both the city centre and the bus/rail interchange. The substantial largely brownfield site includes a canal basin with associated waterside potential.
- 2.2 The development opportunity aims to create a vibrant new quarter to drive substantial economic growth and associated new/safeguarded jobs, improving the quality of the environment for residents, visitors, workers, and businesses.
- 2.3 A masterplan for the area was adopted in November 2017 as a Supplementary Planning Document. Enjoying widespread political and community support, it provides a flexible framework for delivery comprising:
  - 2.3.1 365 homes of which [30%] are to be affordable;
  - 2.3.2 21,600 square metres of mixed commercial space including extensive retail, office, leisure, visitor and night time economy opportunities;
  - 2.3.3 Community facilities including a proposed new community health facility, subject to confirmation and funding from the local health bodies;
  - 2.3.4 Landscaping and public space enhancements;

- 2.3.5 Improved transport links with emphasis on walking, cycling and public transport; and
- 2.3.6 Improvements to highways and services infrastructure.

The adopted masterplan is appended to this document.

2.4 Southern Gateway is an opportunity for a developer to work with Chichester District Council and their strategic partners to realise the Masterplan, the key elements of which are:

- **“Make sure first impressions count as a key gateway location”** - The Masterplan proposes new land uses, enhanced streets and spaces, and better connectivity, particularly for sustainable modes of transport, providing opportunities to significantly improve the first impression of the city.
- **“Reinforce a mix of city uses”** - The Masterplan establishes development parcels capable of delivering a strong pattern of land uses and activities. By identifying different sites that can accommodate a range of different land uses - new housing, business and employment as well as tourism and leisure opportunities - the Masterplan helps support the economic prosperity of Chichester.
- **“Conserve and enhance the historic environment”** - The majority of the area lies within the Chichester Conservation Area and retains both historic street layouts and a number of listed, locally listed, and other historic buildings of townscape value. Development within the Southern Gateway provides a unique opportunity to make a positive contribution to the city’s unique character and distinctiveness.
- **“Contribute towards a sustainable movement strategy”** – The Masterplan aims to reinforce sustainable transport patterns through identifying enhancements to key streets and public spaces, particularly between the main city centre, the railway and bus stations and canal basin, as a means of improving the atmosphere and visual attractiveness of this key gateway to the city centre. Enhancements to bus facilities and improvements to cycling and walking routes will be achieved through targeted interventions to the public realm.
- **“Deliver design quality”** - The Masterplan strategy is underpinned by a number of broad design considerations. They complement the overall objectives and design principles set out within the Chichester Design Protocol. Delivering design quality is essential.

*[Add a brief summary of other relevant strategic planning docs that should be referenced e.g. Local Plan; Minerals and Waste Plan; Local Plan Review papers; Conservation Area Appraisal; Retail Study and HEDNA]*

### **3. Strategic location**

INSERT MAP FROM CHICHESTER TOMORROW PAGE 11

3.1 The City of Chichester is very well connected to London, the UK and to Europe.

London is 90 minutes away by road and rail.

There is easy access to three international airports:

- Gatwick - less than 60 minutes away by road and rail
- Heathrow - 90 minutes away by road
- Southampton - 45 minutes away by road and rail

Two of Britain’s largest continental ferry and freight ports are just along the coast:

- Portsmouth - just 20 minutes away
- Southampton - just 45 minutes away

The main South Coast trunk road – the A27 – runs through the heart of the area.

#### 4. Strategic context

4.1 Chichester is a vibrant and successful city, located in a surrounding district of exceptional quality, beauty, and diversity of offer. The city hosts:

- Magnificent 12<sup>th</sup> century Cathedral;
- Extensive Roman, Medieval and Georgian heritage;
- A centre of learning including the rapidly expanding University of Chichester and the Ofsted rated “outstanding” Chichester College;
- Cultural assets including Chichester Festival Theatre, Novium Museum, and Pallant House Gallery;
- Beautiful and spacious public parks and gardens;
- A vibrant high street including a diverse range of national and independent traders;
- Excellent rail, bus, road, and port connectivity;
- It is also the county town of West Sussex hosting an associated range of public sector organisations and services including, for example, the District and County Councils headquarters and St Richard’s Hospital.

4.2 Located at the foot of the South Downs National Park, Chichester is surrounded by beautiful countryside, sandy beaches, fishing villages, historical and family attractions, offering diversity to suit every visitor.

4.3 Chichester district boasts:

- Workplace population of 74,000 in more than 7,200 businesses;
- A number of major employers including Rolls Royce motor cars, Wileys, Princes Foods, Check-a-Trade and the Goodwood Estate;
- 6.2 million visitors each year;
- Two-thirds of the district is within the South Downs National Park;
- A coastline providing excellent conditions for sailing, fishing, windsurfing and diving;
- Chichester Harbour is designated an Area of Outstanding Natural Beauty;
- Home to one of the UK’s largest marinas for yachting and pleasure craft;
- One of the South East’s premier beaches is at West Wittering;
- World-class events and festivals including Qatar Goodwood Festival, the Festival of Speed, the Goodwood Revival and polo at Cowdray Park.

The adopted Masterplan was developed through a collaborative approach between West Sussex and Chichester District Councils. Both councils have entered a partnership, through the Chichester Place Plan and the subsequent Chichester Growth Deal, to deliver sustainable growth and provide opportunities for new homes and new commercial and retail floor space, preserving existing jobs and creating new ones.

Additionally, Homes England are a key stakeholder in the Southern Gateway project and will provide support in their strategic aim of delivering housing.

## **5. Residential and commercial market overview**

### **5.1 Residential**

Chichester enjoys a very buoyant residential market. Retirement operators also experience very high demand for their product. Currently there is a structural undersupply of new one and two bedroom apartments in the city centre and demand for new accommodation outstrips supply.

[Chichester is also considered a very good prospect by the student accommodation development sector, with excellent potential in terms of future demand, rental growth, and the attractiveness of the location.]

Providing a range of residential accommodation as part of the scheme, including housing to encourage young people to live and work and in the city centre is actively sought.

### **5.2 Leisure, Food and Beverage**

Chichester is a successful tourist destination which positively skews the demand for bars, restaurants, and coffee shops above that required to meet the needs of the base population. Further, the demographics of Chichester, with a higher than average population of wealthy retirees, also helps the food and drink sector to thrive.

The Southern Gateway site benefits from excellent connectivity and footfall, with the bus and train stations being located within the masterplan area. Redevelopment has the potential to provide a contiguous extension of Chichester's City Centre that is complimentary of its existing leisure, food and beverage offerings.

There is positive demand for new food and drink outlets in the city centre, particularly for larger premises that can accommodate the growing number of national food chains who are targeting Chichester. This demand is underpinned by a severe shortage of night time economy provisions in the city, particularly for its student population and under 35s.

The boutique cinema operators have also expressed an interest in Chichester based on the demographic profile and perceived relative affluence. There is also known demand from gym and leisure providers.

A key objective for the project is to achieve a stronger evening and night time economy, including for example new arts and performance facilities.

### **5.3 Business**

The office market is undergoing a period of rapid change in the UK and elsewhere. Flexible co-working environments continue to expand and thrive, becoming an increasingly important part of business infrastructure in the UK.

There is an emerging need for new, modern office accommodation in Chichester. Where delivered there is anticipated to be good demand from occupiers and potential relocators from London and the south east attracted to the environment that Chichester has to offer. This demand for space is supported by the increasing flexibility from occupiers on the location of their business, as technology makes the physical presence in major centres, such as London, less critical.

Chichester also offers the quality of place to make it a very popular location for a vibrant co-working community/facility. Basepoint operate a new facility on the edge of Chichester – Chichester Enterprise Centre. As a university town, and with a high performing further education college, there are clear prospects for local entrepreneurial growth.

The Southern Gateway provides an excellent opportunity to provide additional business facilities in the heart of the city centre, and to encourage students and others to run their businesses from Chichester.

Furthermore, supported by funding from the Department for Digital, Culture, Media and Sport, gigabit-capable broadband services are to be built as part of the Gigabit project. The network will be built, owned and operated by CityFibre, with no reliance on copper wires, pure fibre networks are the next generation of digital infrastructure, capable of delivering unlimited speeds in both directions in excess of 1Gbps (1,000 Mbps).

#### 5.4 Hotels

Chichester has a shortage of hotels and there has historically seen strong demand including from budget operators. There are also a number of very high end boutique hotel operators targeting attractive cities and towns along the south coast. Quality hotel provision would be a desirable part of the scheme mix [, possibly incorporating a conference facility].

#### 5.5 Retail

The retail markets in the UK are undergoing a period of rapid change. Chichester has proved extremely resilient (4<sup>th</sup> most resilient in the UK Source: Retail Resilience Index: Cushman and Wakefield 2018). It is a popular retail centre and attracts a significant number of tourists reinforcing the success of the retail core. Demand from retailers has always been high with few vacant units.

Southern Gateway provides an opportunity to further enhance Chichester's city centre offer with more 'experiences' combining shopping, leisure, events and social activities, with ease, value and quality. Encouraging independent shops and creative trade is also welcomed.

The improvements to highways and infrastructure should make a significant improvement to the public realm and pedestrianised areas. Ensuring that the Southern Gateway links seamlessly with the city centre will be key to attracting additional visitors and trade to the city.

#### 5.6 Community

The health sector have identified a need for approximately approx. 4500 sq metres of space including consulting rooms and 1500 sq metres of General Practice space based on population growth. The health sector are continuing to undertake work to understand how much of the new demand needs to be satisfied in the Southern Gateway development and how much will go to other strategic developments. The development partner should continue to liaise with the sector and incorporate their funded needs within the scheme

### **6. Site information**

6.1 The Southern Gateway site area extends to approximately 12 hectares/30 acres as illustrated on the following site plan:

INSERT SITE PLAN, PROVIDING CLARITY ON WHAT IS IN AND WHAT IS OUT

The site is currently made up of a number of elements as described below.

## 6.2 The Law Courts

Chichester Combined Court and Chichester Magistrates Court sit within an island site to the north of the Southern Gateway surrounded by the one-way gyratory traffic system on Southgate, Market Avenue, and Basin Road. This site adjoins a terrace of Listed buildings fronting Southgate.

Chichester Combined Court comprises a number of buildings of varied styles and sizes. The Crown Court building is a distinctive monolithic structure designed in 1940 with an attractive art deco façade fronting Southgate. To the north and connected to this building is a large single storey extension which forms the County Court. The Crown Court is locally Listed, with this listing specifically referring to the Crown Court building only. The Combined Courts provide approximately 2,000 square metres of accommodation.

The Magistrates Court lies to the north of the Combined Court. Built in the 1980's, it is irregular in shape over two storeys with a basement. There are two courtrooms and associated accommodation. The Magistrates Court provides circa 2,240 square metres of accommodation.

Both Courts are owned by and fall under the jurisdiction of the Ministry of Justice (MoJ). The MoJ have now closed the Magistrates Court and are in the process of transferring the Combined Court facility to an alternative location within the city. Both buildings are in the process of being transferred by way of an inter-governmental transfer to Homes England. [This transfer is scheduled to complete before the end of 2018].

## 6.3 The Bus Depot and Bus Station

Stagecoach operate the bus station and bus depot in Chichester from two separate sites. The bus station is situated immediately to the south of the Court buildings and gyratory system, with the bus depot located to the east of the bus station fronting Basin Road.

The bus station site is roughly square in shape and is bordered by the gyratory system to the north, Basin Road to the east, the railway line to the south and Chichester Railway Station to the west (on the other side of Southgate). The bus station itself is situated on the west side of the site, a two storey building built in the 1960's with retail uses on the ground floor fronting Southgate and offices above.

The bus depot sits on a long narrow site bordered by Basin Road car park to the north, Basin Road to the west, the railway line to the south and residential development to the east. The building consists of a large bus garage built in the 1950's and is in poor condition. The building is locally Listed principally because of its unusual thin shell pre-stressed concrete roof that affords a completely free span space within the bus depot.

Both the bus station and the bus depot are held under a lease from the District Council.

Chichester District Council have met Stagecoach several times to discuss their aspirations for both the bus station and the depot. In principle, Stagecoach are prepared to relocate their bus depot from this site to an alternative site within the city ring road. They do not require a bus station moving forward, but rather additional bus stops within the city and a small welfare facility (wc's and tea making facilities) for staff. Discussions are being actively pursued with a view to reaching agreement as soon as possible. [*Working with its development partner it is the firm intention of the Council to conclude its dealings with Stagecoach so as to incorporate the bus station and depot into the Southern Gateway.*]

#### 6.4 Basin Road Car Park

The Basin Road car park is owned and controlled by the Council and used as a public pay and display car park providing 117 spaces. Approximately rectangular in shape, the car park fronts Basin Road to the west, and is bordered by Chichester bus depot to the south and residential to the north and east.

The District Council is in discussion with the owner of 45 Basin Road to incorporate it within the development site.

#### 6.5 Royal Mail Delivery Office

Royal Mail own and occupy a sorting office and depot at the southern end of the Gateway fronting Chichester Canal Basin. Royal Mail have owned the site since the 1960's.

This 'L' shaped corner site fronts Basin Road to the east, Chichester Basin /Canal Wharf to the south and Stockbridge Road to the west. The facility is used as a distribution office for the city with ancillary vehicle maintenance, parking, and storage. The site comprises hard standing, single storey offices, garaging and a two storey building located on the corner of Canal Wharf and Basin Road.

The Council have had a number of discussions with Royal Mail and they have confirmed that in principle they are prepared to consider an alternative location for this facility within the city boundary. Discussions are being actively pursued with a view to reaching agreement as soon as possible. *[Working with its development partner it is the firm intention of the Council to conclude its dealings with Royal Mail so as to incorporate the depot into the Southern Gateway.]*

This part of the site will benefit from significant highways improvements that will create a new water front opportunity. The canal basin has been the subject of popular and attractive development in recent years and the provision of new space on its northern flank will create an attractive and active frontage around the basin's perimeter.

The Canal Society operate from a modern unit lying to the south of The Richmond Public House and consideration should be given to their operational needs for occasional access to the basin. Further detail on this matter can be found under 3.47 of the masterplan.

#### 6.6 Police land

To the south east of the Southern Gateway site the police have a significant landholding used as a police station, ancillary buildings and a recently developed custody suite. The police have completed a strategic review of their facilities in West Sussex. They have made a decision to dispose of a large area of grassed open space (currently only used on Blue Light open days) facing Kingsham Road and this is currently the subject of a sale from Sussex Police to Homes England. This is due to complete in [        ]. The police station will remain in situ.

#### 6.7 High School / Former Chichester Kingsham Lower School

The High School / former Chichester Kingston Lower School is located immediately to the east of the police land in a predominantly low density residential area, along both sides of Kingsham Road to the north and Martlet Close to the east. The redundant former lower school building, owned by West Sussex County Council, is now closed and the buildings are principally single storey with pitched roofs. The all-weather sports pitch to the south of the lower school building is reaching the end of its useful life and is currently let to the High School Academy located immediately to the south. The All- Weather pitch will require replacement if developed.

*[Confirm if this site is transferring to Homes England, and if so when]*

*[Confirm if the all-weather pitch consent from DfE has been obtained by WSCC obtained or in the process of being obtained]*

#### 6.8 Land at Chichester Railway Station

Land at Chichester Railway Station represents a key public transport interchange within the masterplan area. The site currently consists of the station itself and associated parking and circulation space, as well as a taxi rank. The north western part of the site contains commercial units including a restaurant. The railway station was built in the late 1950's and is locally listed.

The site provides an opportunity for carefully considered infill and redevelopment subject to maintaining the operational requirements of Network Rail and the train operating company (TOC). Options could include apartments or student accommodation, commercial floor space at ground floor, and additional car parking. This could be accommodated to the north of the existing station buildings making more efficient use of existing surface car parking. Opportunities to enhance pedestrian, cycle and public transport accessibility around the station are also an important aspiration.

#### 6.9 Government Offices

This site [owned by xxxx] comprises a building on the southern side of Avenue de Chartres on the prominent gateway junction with Southgate. The quality of the public realm is generally poor, although there are wide pavement widths on both sides of Avenue de Chartres.

Immediately to the west of the site is a footway which provides access to the railway station from Avenue de Chartres. The River Lavant also runs adjacent along the western boundary of the site. Further to the west is the Avenue De Chartres Car Park.

Given the prominent location of the site and the bland appearance of the existing buildings, there is an opportunity to consider partial or comprehensive redevelopment to introduce well-designed new buildings that better relate to this key city centre 'gateway' location. A flexible mix of potential uses is considered appropriate for this pair of buildings, including residential and/or office uses, with secondary retail and café/bar uses appropriate at ground floor level.

#### 6.10 Transport and movement

Through a process of assessment and testing, including modelling work across the wider highway network across Chichester in close collaboration with West Sussex County Council as highway authority, a preferred approach has been identified as part of the adopted masterplan.

The approach that the developer is expected to deliver comprises:

- The closure of Stockbridge Road level crossing to general traffic through the introduction of a bus gate to Stockbridge Road, limiting access to buses, emergency vehicles, pedestrians, and cyclists
- Enhancements to the public realm for pedestrians and cyclists
- Realignment of Basin Road with a new junction on Stockbridge Road
- Modification of Southgate Gyratory to reduce the width and number of lanes and improve the pedestrian environment

[The estimated cost for undertaking works is £5.3 million].



This approach will deliver benefits in terms of pedestrian, cycle, and public transport accessibility, particularly around the station and along Stockbridge Road, Southgate, and South Street. A bus gate would limit general vehicle access through signage and potentially a barrier e.g. rising bollard. It also retains access to the Southern Gateway for vehicles but reprioritises traffic movements to allow for significant enhancements to the public realm.

The existing bus station would be replaced with a new bus and taxi interchange located immediately north and south of the Railway Station. In addition, two bus laybys would be introduced along Avenue de Chartres to provide additional coach parking capacity for events and the summer period.

The highways improvements potentially allow the Basin Road level crossing to act independently from the Stockbridge Road crossing, thus adding additional time for vehicles using the Basin Road level crossing. [Consultation with Network Rail has revealed that they would have no objection].

A transport appraisal report has been undertaken which shows an increased reassignment of traffic to the A27 and Northern Ring Road as the approach is implemented with no significant alteration to the Highway Network flows.

#### 6.11 Supporting technical studies

A list of available technical studies is listed below:

- Topographical Study of the Southern Gateway site
- Title Documentation
- Desktop Phase 1 Environmental Assessment
- Archaeological Appraisal
- Services location study (existing facilities)
- Flood Risk Assessment
- Waste Water Treatment
- Traffic Appraisal Report
- Contamination study
- [Others]

## **7 The opportunity**

7.8 The opportunity represents one of the most significant city centre regeneration projects in the south of England. The Council is inviting bids in order to select a development partner with the right skills, resources, commitment, and approach to deliver the Council's aims as expressed in the Masterplan. Working with the Council (and its partners), the development partner in summary will:

- Support the Council to complete land assembly (where required) utilising the Council's CPO powers if required.
- Design a high quality scheme in accordance with the Masterplan and the Council's scheme requirements, leading to planning application(s) and implementable consent(s) encompassing significant community consultation
- Consider and advise on the case for focussed meanwhile uses
- Delivery of all necessary enabling infrastructure including the preferred highways approach, bus street, sustainable transport/movement enhancements and public realm
- Fund and develop the scheme

- Brand, promote and market the opportunity
- Ensure long term stewardship and management of the completed development
- Achieve best consideration for land transferred

The minimum scheme requirements are further described in section 8.

## 8 Scheme requirements

Table [1]: Summary of scheme requirements

<b>Comprehensive development</b>	<i>A comprehensive development of the Southern Gateway, compatible with the Masterplan, delivered by the selected Development Partner (either itself, or in consortium, or as may be procured by it under the terms of the development agreement).</i>
<b>Minimum land payment and other financial requirements</b>	<i>Minimum land payments Recovery of sunk costs Overage Ground rents Developers Profit Percentage</i>
<b>Transport infrastructure</b>	<i>This is fully referenced within the adopted masterplan but includes:  Enhanced streets and spaces, and better connectivity, particularly for sustainable modes of transport  Sustainable transport patterns through identifying enhancements to key streets and public spaces, particularly between the main city centre, the railway and bus stations and canal basin.  Improving the atmosphere and visual attractiveness of this key gateway to the city centre. Enhancements to bus facilities and improvements to cycling and walking routes achieved through targeted interventions to the public realm.</i>
<b>Mixed use</b>	<i>[Housing</i>  <ul style="list-style-type: none"> <li>• <i>[365 homes</i></li> <li>• <i>Minimum of 30% affordable housing, 10% of which should be delivered as low cost home ownership (usually 70% of the 30%, 30% of 30% is shared ownership).</i></li> <li>• <i>Rent levels set at 80% of open market rental</i></li> <li>• <i>Design requirements to comply with space standards of xxx</i></li> <li>• <i>Bedroom mix – a good proportion of the units should be one and two bedroom units with 5% adapted for disabled access.]</i></li> </ul>

	<p><i>Commercial – 20,000 sq m of employment space across a broad range of potential usages including, but not limited to: offices, retail<sup>1</sup>, leisure, hotel, restaurants, bars, cinema, co-working space, concert/conference facilities and health facility/surgery.</i></p> <p><i>Community health – 4,500 sqm subject to confirmation of the detail by the health sector and funding being in place</i></p>
<b>Compatibility with the character of the City</b>	<p><i>A positive contribution to the city’s unique character and distinctiveness.</i></p> <p><i>Design requirements [refer to masterplan]</i></p> <p><i>Density and massing (heights?)[refer to masterplan]</i></p>
<b>Design quality</b>	<p><i>Standards</i></p> <p><i>Meeting and exceeding the overall objectives and design principles set out within the Chichester Design Protocol. Delivering exceptional design quality is essential.</i></p>
<b>Funding/CIL issues</b>	<p>[Need to mention CIL/Funding position, assume our appraisal (currently based on policy compliance) needs to mirror the development brief but there needs to be commentary in the brief to say that the CIL position may improve and other public sector funding that is available to support the project].</p>
<b>Utilities</b>	<p>The upgrading of the utilities provision to accommodate the needs of the development.</p>

## 9 Other project issues

9.8 The project is being progressed by the three public sector landowners (Chichester District Council, West Sussex County Council and Homes England), led by the District Council as a key landowner and as planning and CPO authority.

9.9 [The three public sector land-owners have entered into a collaboration agreement to support a comprehensive development of the Southern Gateway. This agreement covers land pooling, land draw down for development, decision-making during the procurement.

9.10 [Under these arrangements the various land interest will be committed to the scheme and catered for in the intended development agreement with the successful developer. This position is further described in the Heads of Terms, and elsewhere in the [tender invitation pack.]

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<sup>1</sup> The emerging local plan identifies the need for 10,000 sqm of new retail floorspace over the life of the plan.

9.11 The Council is willing to enter into a development agreement under which, as landowner, it will commit to pursuing a CPO. That commitment will not fetter the discretion of the Council or negate the requirement on the Council to satisfy itself, in the usual way, that a CPO is required and justified. A CPO indemnity agreement from the selected development partner will be required.

9.12 Homes England [*Describe role and expectations/ requirements*]

9.13 WSCC [*Describe role and expectations/ requirements*]

**10 Commercial outline** [*But bearing in mind that elsewhere in the ITT will be HoTs for the DA, and probably a financial section.*]

10.8 The Council is not being prescriptive about the nature of the Development Partner and is willing to consider interest from developers who can demonstrate an expertise in the development of mixed use schemes. This may be a single company or a consortium.

10.9 [It is recognised that, given the nature of the masterplan and envisaged uses, the developer or consortium may be such that certain 3rd parties may need to be brought in at a later stage of the project. This could include, for example, funders, developers, operators, etc. Where that approach is envisaged, bidders will be expected to demonstrate a sound methodology for bringing such 3rd parties into the project, and explain how project risk will be allocated to the satisfaction of the Council and other public sector stakeholders].

10.10 Draft Heads of Terms for the Development Agreement are set out in Part [D]. These are to form the basis for negotiation and a full draft agreement issued at a later (negotiation) stage of the procurement. Bidders are expected to be transparent about their commercial position and raise issues with the Council in a spirit of co-operation.

10.11 Depending on the structure of a bidder or consortium make-up, a parent company guarantee or other security may be required.

10.12 A key requirement of the Council and the other public sector landowners is for land to be transferred to the developer for payment which, at a minimum, satisfies the statutory requirement for “best consideration”. [*Say more here or elsewhere in the tender pack*]

**11 Social value and engagement with stakeholders**

11.8 Bidders are asked to consider approaches that will enhance the community value of the scheme to support the Council’s duty to promote the economic, social and environmental well-being of the community. Your bid should consider and set out how it will:

- i. [Support and promote SMEs in the supply chain
- ii. Support local economic well being
- iii. Promote employment and training opportunities (in development and in legacy)
- iv. Support student visits, work experience and apprenticeship opportunities

- v. Enhance graduate retention in the city
- vi. *[Others? From LEP bid document; Environmental etc]*

11.9 [The Council, working with its public sector partners, expects to lead all community engagement up to the point that a Bidder is successfully selected. After that point the Council expects the Development Partner to lead local community engagement in conjunction with the Council. We would expect local stakeholders, residents and businesses to be consulted about:

- a. The design concept
- b. The detailed design at pre-application stage
- c. The final design

11.10 The Council has held several public meetings about the development of SPD for the wider area and has consulted land owners about the SPD. All parties who attended these discussions have expressed general interest in the principle of redevelopment.

## **12 Procurement outline**

12.8 Under the collaboration arrangements settled between the public sector stakeholders, it is agreed that the Council will lead the procurement process and liaise with the others as necessary throughout.

12.9 The procurement process will be run through the [describe tender portal used]. All documents for this procurement can be obtained via the portal and all bids / clarifications are to be submitted via the portal, and the Council will respond via the same route.

12.10 The procurement will be undertaken as a Competitive Procedure with Negotiation. All interested Bidders must pre-qualify through the submission of the Selection Questionnaire (SQ) and following this stage, the Council will select no more than [5] parties to proceed to tender stage. The Invitation to Participate in Competitive Procedure with Negotiation (ITPCPN) document [(part [A] of this pack)] sets out the procedure and evaluation criteria.

12.11 It is envisaged that the negotiation will proceed in successive stages by applying the award criteria specified in the ITPCPN. An indicative timetable is set out in Part [A] of this pack.

12.12 All procurement documents are available on the portal however at this stage only the SQ needs to be completed.

12.13 The deadline for submission of the SQ is [12 noon] on [xyz 2018].