



*Achieve
Ambitions*

Station Approach, Winchester

Process for Selection of a Site Purchaser

Draft Assessment Criteria

October 2019

Introduction



The objective of the disposal process for the site at Station Approach, Winchester is twofold:

- 1). To proactively market the opportunity to maximise interest and therefore optimise competitive tension
- 2). To identify a purchaser best placed to deliver the Council's key scheme objectives:
 - *Achieve greater economic performance from land uses*
 - *Maintain or improve city council assets*
 - *Improve the aesthetic and environmental impact of the area*

The emerging new Council Plan will have significant emphasis on tackling the challenges of the climate emergency, and this is a very important factor in the purchaser selection process. The Council aims to ensure that this development is an exemplar sustainable office development, transforming the station area of the city and setting a regional benchmark in carbon neutral employment space.

Criteria have been developed to assess bids received. These have been grouped into five **key themes**:

Financial - Provides a financial return which, as a minimum, meets the Council's statutory obligation to secure best consideration

Deliverable - Can be delivered to a Programme which meets the Council's objectives for kickstarting regeneration opportunities in the Station area, and which utilises the EM3 LEP Grant

Sustainable - Delivers an exemplar carbon neutral office-led mixed use scheme including high quality Grade A office space, supporting uses and public realm

Demonstrable (track record/experience) – Evidences relevant experience and track record of team

Commercial – Provides an acceptable response to draft legal documentation

Introduction



A review of bids will be undertaken by an Officer team comprising Strategic Director - Place, Strategic Director - Resources, S 151 Officer and Head of Programme supported by the Council's Strategic Placemaking Consultants (JLL) and Legal Advisor (Browne Jacobson).

Selected parties may be invited to interview to make presentations and answer questions on their submissions. The Council reserves the right to invite all, some or no parties.

Bids will be assessed in their totality across the key themes but as a minimum will need to be judged as good or better in each key theme.

Criteria	Key Factors
Financial appraisal	<ul style="list-style-type: none"> - Full development appraisal - Supporting rationale/evidence for appraisal assumptions - Robustness
Non-returnable deposit on exchange	<ul style="list-style-type: none"> - Quantum
Lease gearing	<ul style="list-style-type: none"> - Commitment to a gearing of a minimum of 5% of rents received, or rationale for any variance
Capital premium	<ul style="list-style-type: none"> - Quantum - Timing of payment - Conditionality
Funding approach and solution	<ul style="list-style-type: none"> - Clarity on how the scheme will be funded - Evidence that the necessary funding is in place and any conditionality/approvals required
Overage	<ul style="list-style-type: none"> - Basis of any overage provision put forward by bidders

Financial Assessment



Excellent Response – an excellent financial offer with strong confidence in respect of robustness and deliverability.

Very Good Response - a very good financial offer with a high level of confidence in respect of robustness and deliverability.

Good Response - a good financial offer with satisfactory confidence in respect of robustness and deliverability.

Poor Response - a reasonable financial offer with minor reservations in respect of robustness and deliverability.

Unacceptable Response - a weak financial offer with significant reservations in respect to robustness and deliverability.

Page Limit

The maximum length of response (excluding third party letters/reports) must be no more than 15 A4 sides in length, including tables using no smaller font size than arial 10 pt.

Deliverable



Criteria	Key Factors
Planning approach	<ul style="list-style-type: none"> - Commitment to working within the existing Outline Consent, or a clear rationale of the benefits underpinning an alternative approach
Programme	<ul style="list-style-type: none"> - Clear project programme including key milestones and supporting rationale - Proposed phasing
LEP grant funding	<ul style="list-style-type: none"> - Approach to utilising the available LEP funding by end March 2021 (to include site preparation works, including archaeology, decontamination, utility provision, demolition/clearance and other site prep work) - Approach to achieving relevant LEP grant outputs
Stakeholder engagement	<ul style="list-style-type: none"> - Understanding of who the key stakeholders are and how they will be engaged - Approach to successful stakeholder engagement including building on the engagement carried out to date and ensuring the continuity of that engagement as part of the continuing planning process
Occupiers	<ul style="list-style-type: none"> - Approach to securing high quality tenants - Confirmation of how much space will require to be pre-let before development commences including the relationship with the project programme/phasing provided
Risks	<ul style="list-style-type: none"> - Identification of project risks and how they will be addressed

Deliverable Assessment



Excellent Response – a strong level of confidence that the purchaser can deliver the Project. The response is well structured, coherent, and demonstrates significant innovation and relevant experience.

Very Good Response – a high level of confidence that the purchaser can deliver the Project. The response is well structured, coherent, and demonstrates innovation and relevant experience.

Good Response - confidence that the purchaser can deliver the Project. The response is well structured and coherent.

Poor Response - limited confidence that the purchaser can deliver the Project. There are some minor reservations about the response.

Unacceptable Response – very limited confidence that the purchaser can meet the standard necessary to deliver the Project. There are significant reservations about the response.

Page Limit

The maximum length of response must be no more than 20 A4 sides in length, including illustrations using no smaller font size than arial 10 pt. Supporting information of plans/images may be included up to a maximum of 6 A3 sides

Sustainable



Criteria	Key Factors
Carbon neutral	<ul style="list-style-type: none">- Examples of commitment to sustainability on previous projects including approaches to carbon neutral in build and use, plus employee wellbeing- Demonstrable commitment of implementing an exemplar solution- Approach to achieving BREEAM accreditation in accordance with the existing Outline Consent plus other relevant standards
Sustainable travel	<ul style="list-style-type: none">- Commitment to minimising car parking numbers- Approach to optimising cycle, walking and public transport accessibility including alignment with the Winchester Movement Strategy- Approach to enhancing biodiversity
Placemaking	<ul style="list-style-type: none">- Experience and commitment to implementing a very high quality scheme- Approach to successfully integrating the development with the adjacent station public realm project and wider historic city

Sustainable Assessment



Excellent Response – a strong level of confidence that the purchaser will bring forward an exemplar scheme. The response is well structured, coherent, demonstrates significant innovation and relevant experience.

Very Good Response – a high level of confidence that the purchaser will bring forward an exemplar scheme. The response is well structured, coherent, and demonstrates innovation and relevant experience.

Good Response - confidence that the purchaser will bring forward an exemplar scheme. The response is well structured and coherent.

Poor Response - limited confidence that the purchaser will bring forward an exemplar scheme. There are some minor reservations about the response.

Unacceptable Response - very limited confidence that the purchaser can meet the standard necessary to deliver the Project. There are significant reservations about the response.

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Demonstrable (Track Record/Experience)



Criteria	Key Factors
Track record of delivered schemes of comparable scale and use	<ul style="list-style-type: none">- Relevant examples in the last five years (limited to five case studies)- Emphasis on quality, sustainability, transformational placemaking/regeneration, efficient/timely delivery and securing a high level of stakeholder support by effective engagement
Team and expertise	<ul style="list-style-type: none">- Team structure and CVs with clear evidence of relevant delivered schemes

Demonstrable (Track Record/Experience) Assessment



Excellent Response – an excellent track record with strong confidence in the experience of the team.

Very Good Response – a very good track record with a high level of confidence in the experience of the team.

Good Response - a good track record with satisfactory confidence in the experience of the team.

Poor Response - a reasonable track record with minor reservations in the experience of the team.

Unacceptable Response - a weak track record with significant reservations in the experience of the team.

Page Limit

The maximum length of response (excluding CVs) must be no more than 15 A4 sides in length, including illustrations using no smaller font size than arial 10 pt.

Criteria	Key Factors
Commercial documentation	<ul style="list-style-type: none">- Commentary on the issued suite of legal documentation and clear justification for any proposed amendments- Minimal appropriate and acceptable conditionality- Confirmation of how the purchaser will be structured (e.g. PLC, limited company, LLP, other partnership, sole trader, SPV etc.)

Commercial Assessment



Excellent Response - the submission is transparent, and is absent of caveats or statements which leave positions unclear. The submission generally accepts the documentation provided and adds value in terms of points raised.

Very Good Response – the submission has some material but justified caveats and does not leave material points open. A number of the points raised add value.

Good Response - the submission contains some caveats of minor concern and does leave limited material points open. Only some of the points raised add value.

Poor Response - the submission lacks transparency and/or raises concerns on material items, without supporting justification. There is limited or no added value.

Unacceptable Response - the submission raises significant material points of concern with no added value or supporting justification and/or is lacking in transparency.

Page Limit

The maximum length of response must be no more than 5 A4 sides in length, no smaller font size than arial 10 pt.



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