

Report Title:	<b>Maidenhead Golf Course – Stage 3 Procurement</b>
Contains Confidential or Exempt Information?	YES – Appendix A Part II Not for publication by virtue of paragraph 3 of Part 1 of Schedule 12A of the Local Government Act 1972
Member reporting:	Councillor Jack Rankin – Cabinet Member for Economic Development and Property
Meeting and Date:	Cabinet - 26 April 2018
Responsible Officer(s):	Russell O’Keefe – Executive Director
Wards affected:	All

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## REPORT SUMMARY

- 1 In July 2016 the Council as the landowner and Maidenhead Golf Club entered into an agreement for the surrender of the Club’s lease of Maidenhead Golf Course. RBWM own the freehold of the site.
- 2 Maidenhead Golf Club site is in a highly sustainable location within walking distance of the town centre and its excellent transport links, including Crossrail in 2019.
- 3 The Council is committed to providing high quality homes including affordable housing and infrastructure, as well as a sympathetic design in keeping with the surroundings.
- 4 It was approved by Cabinet Regeneration Sub Committee in October 2017 to formally market Maidenhead Golf Course and select a development partner for its future development.
- 5 Following the publication of an OJEU notice seeking a development partner for Maidenhead Golf Course 10 formal submissions were received to the initial Selection Questionnaire (SQ).
- 6 A longlist of 5 companies were subsequently invited to partake in dialogue (ITPD), responses to this invitation were received on 14 February. These submissions have been scored and three companies have been invited to submit final tenders.
- 7 This report sets out the draft questions and criteria for the final stage scoring, the requested material will form part of a business plan submission.

## 1 DETAILS OF RECOMMENDATION(S)

**RECOMMENDATION:** That Cabinet notes the report and:

- i) **Agrees the draft final stage questions and criteria.**
- ii) **Delegate authority to the Executive Director with the Leader, Lead Member for Economic Development and Property, Lead Member for Maidenhead Regeneration and Maidenhead and Lead Member for Finance to make minor amendments, where necessary, to these questions and criteria following dialogue sessions with the shortlisted bidders.**

## 2 REASON(S) FOR RECOMMENDATION(S) AND OPTIONS CONSIDERED

### Background

- 2.1 In July 2016 the Council as the landowner and Maidenhead Golf Club entered into an agreement for the surrender of the Club's lease of Maidenhead Golf Course. RBWM own the freehold of the site.
- 2.2 Maidenhead Golf Club site is in a highly sustainable location within walking distance of the town centre and its excellent transport links, including Crossrail in 2019. The Council is committed to providing high quality homes including affordable housing and infrastructure, as well as a sympathetic design in keeping with the surroundings.
- 2.3 The site is allocated for 2000 units in the Borough Local Plan that the Council as the planning authority has submitted.
- 2.4 At a meeting of the Council's Cabinet Regeneration Sub-committee on 27 June 2017 delegated authority was given to design and commence a process to procure a development partner for the Golf Course with support from development advisers Savills.
- 2.5 In October 2017 Full Council as the landowner agreed:
  - A capital budget of £20,000,000 be included in the Capital Programme for the acquisition of residential or commercial properties that will benefit future access to the Golf Course development site.
  - An emerging masterplan for the site.
  - The proposed procurement route, a contractual Joint Venture Partnership.
  - Delegated authority to acquire residential or commercial properties that will benefit future access to the Golf Course development site.
  - To seek the support of Corporate Services Overview and Scrutiny Panel with regards to the acquisition of properties before the successful adoption of the Borough Local Plan.
  - In the interim period, any residential properties acquired can be utilised by RBWM Property Company for rental purposes for local residents or key workers.
  - To consult at appropriate times as detailed proposals are brought forward by the development partner, the terms of such developments with local residents and ward councillors.
- 2.6 The Council went ahead to set up a capital budget to acquire third party properties that would benefit access to the site as this provides the best opportunity to secure these properties through the open market and negotiation so that this issue can be resolved in a consensual way to help to reduce the concerns of local residents as quickly as possible.
- 2.7 Once a development partner is chosen they will carry out extensive consultation to inform a site proposal and then there will be further consultation on a planning application.
- 2.8 The Council is committed to ensuring that the site will be developed with all the necessary infrastructure including the appropriate highways infrastructure informed by

transport modelling and the Council will invest with our chosen development partner in this key infrastructure alongside a range of other infrastructure including new education provision. Preparatory work has been carried out on this and this work will continue until the site proposal is finalised with the development partner.

2.9 The site will provide a range of benefits to existing and new residents including new:

- Homes including 30% much needed affordable housing close to the town centre
- Education provision
- Community infrastructure
- Public open space
- Economic vitality and jobs.

### **Procurement Process**

2.10 An OJEU notice (reference 2017/212-439886) seeking a development partner was published on 4 November 2017 alongside a full page advert in Estates Gazette, the property industry's leading publication.

2.11 Subsequently, a bidder briefing event was held in central London on 10 November and attended by over 100 property professionals.

2.12 Submission Questionnaires (SQ) were invited by 4 December 2018. 10 formal submissions were received. These were scored by officers and the Councils advisors, Savills, and five companies were invited to partake in dialogue. Submissions to this next stage were sought by 14 February 2018.

2.13 These submissions were again scored by officers and Savills and a shortlist of three companies were invited to submit final tenders.

2.14 This report sets out the criteria and questions against which these final tenders will be scored.

**Table 1: Options**

<b>Option</b>	<b>Comments</b>
To approve the questions and criteria will support the assessment of final tenders to procure a development partner for Maidenhead Golf Course  <b>This option is recommended</b>	This will support the future redevelopment of Maidenhead Golf Course and ensure a development partner with right experience and ambition is procured.
To not approve the recommendations of this report will result in a delay and potential suspension of the procurement process for a development partner  <b>This option is not recommended</b>	This will have a detrimental impact on the potential delivery of new affordable and private housing and supporting infrastructure at Maidenhead Golf Course.

### **3 KEY IMPLICATIONS**

**Table 2: Key implications**

<b>Outcome</b>	<b>Unmet</b>	<b>Met</b>	<b>Exceeded</b>	<b>Significantly Exceeded</b>	<b>Date of delivery</b>
Development partner appointed following assessment against agreed criteria	No appointment	24 April 2018	31 May 2018	30 June 2018	31 July 2018

#### **4 FINANCIAL DETAILS / VALUE FOR MONEY**

4.1 The costs for this work will be covered from existing budgets.

**Table 3: Financial impact of report's recommendations**

<b>REVENUE</b>	2016/17	2017/18	2018/19
-Addition	£0	£0	£0
Reduction	£0	£0	£0
Net impact	£0	£0	£0

<b>CAPITAL</b>			
Addition	£0	£0	£0
Reduction	£0	£0	£0
Net impact	£0	£0	£0

#### **5 LEGAL IMPLICATIONS**

5.1 The Council has a duty to efficiently manage its assets and has legal powers to hold and dispose of land under both sections 120 and 123 of the Local Government Act 1972.

#### **6 RISK MANAGEMENT**

**Table 4: Impact of risk and mitigation**

<b>Risks</b>	<b>Uncontrolled Risk</b>	<b>Controls</b>	<b>Controlled Risk</b>
Questions and criteria not suitable to be able to select a development partner	Low	The Council have sought advice from their advisers, Savills, as to the complexity of the questions	Low
Questions and criteria being asked result in bidders not submitting final	Medium	Dialogue sessions with shortlisted bidders are ongoing to	Low

<b>Risks</b>	<b>Uncontrolled Risk</b>	<b>Controls</b>	<b>Controlled Risk</b>
tenders		discuss tender requirements	

## 7 POTENTIAL IMPACTS

7.1 Development of Maidenhead Golf Course will provide significant new housing for local residents across a range of tenures and unit types. There will be a detrimental impact on the potential delivery of new housing at the Golf Course if these questions are not approved for the final stage in the procurement of a development partner for Maidenhead Golf Course.

## 8 CONSULTATION

8.1 This report will be considered by Corporate Overview and Scrutiny Panel.

8.2 Full consultation would be carried out on the proposals for the site once a development partner has been selected.

## 9 TIMETABLE FOR IMPLEMENTATION

**Table 5: Implementation timetable**

<b>Date</b>	<b>Details</b>
May 2018	Invitation to Submit Final Tenders issued
June 2018	Submission of Final Tenders
July 2018	Notification of Preferred Bidder

## 10 APPENDICES

10.1 The appendices to the report are as follows:

- Appendix A - Maidenhead Golf Course Invitation to Submit Final Tenders

## 11 BACKGROUND DOCUMENTS

11. None

## 12 CONSULTATION (MANDATORY)

<b>Name of consultee</b>	<b>Post held</b>	<b>Date issued for comment</b>	<b>Date returned with comments</b>
Cllr Jack Rankin	Lead Member for Economic Development and Property	9 April 2018	
Alison Alexander	Managing Director	9 April 2018	
Russell O'Keefe	Executive Director	9 April 2018	

<b>Name of consultee</b>	<b>Post held</b>	<b>Date issued for comment</b>	<b>Date returned with comments</b>
Andy Jeffs	Executive Director	9 April 2018	
Rob Stubbs	Section 151 Officer	9 April 2018	
Nikki Craig	Head of HR and Corporate Projects	9 April 2018	
Louisa Dean/Milly Camley	Communications	9 April 2018	
	Other e.g. external	9 April 2018	