

WEST LINDSEY DISTRICT COUNCIL

MINUTES of the Meeting of the Special Corporate Policy and Resources Committee held in the Council Chamber - The Guildhall, Marshall's Yard, Gainsborough, DN21 2NA on 11 July 2017 commencing on the rising of the Prosperous Communities Committee at 6.55 pm.

Present: Councillor Jeff Summers (Chairman)
Councillor Owen Bierley (Vice-Chairman)

Councillor Mrs Sheila Bibb
Councillor Matthew Boles
Councillor David Cotton
Councillor Michael Devine
Councillor Steve England
Councillor Ian Fleetwood
Councillor Giles McNeill
Councillor John McNeill
Councillor Mrs Judy Rainsforth

In Attendance:
Ian Knowles Director of Resources and S151 Officer
Eve Fawcett-Moralee Director Economic & Commercial Growth
Jo Walker Team Manager Projects and Growth
Katie Coughlan Governance & Civic Officer

Also in Attendance: Councillor Chris Darcel
Councillor Maureen Palmer

Apologies: Councillor Stuart Kinch
Councillor Tom Regis
Councillor Trevor Young

Membership: Councillor Giles McNeill substituting for Councillor Tom Regis
Councillor Judy Rainsforth substituting for Councillor Trevor Young

18 DECLARATIONS OF INTEREST

No declarations of interest were made.

19 EXCLUSION OF PUBLIC AND PRESS

RESOLVED that under Section 100 (A)(4) of the Local Government Act 1972, the public and press be excluded from the meeting for the following items of business on the grounds that they involve the likely disclosure of exempt information as defined in paragraph 3 of Part 1 of Schedule 12A of the Act.

20 PROCUREMENT OF A DEVELOPMENT PARTNER: INVITE TO SUBMIT DETAILED SOLUTIONS

As earlier reported to the Prosperous Communities Committee, which had immediately met prior to this Committee, and at which all Members of the Corporate Policy and Resources Committee had been present, West Lindsey District Council had committed to an ambitious programme of housing growth and town centre regeneration in Gainsborough which would build on the success of previous development and enable the town to fulfil its potential as an attractive and thriving sub-regional centre. Securing a strategic development partner was integral to the success of this programme and the delivery of the vision for Gainsborough and the District.

In October 2016, Members had approved the Contract Notice (OJEU Notice) and the Memorandum of Information that set out the scope of the procurement for the Development Partner.

Members had also approved the Selection Questionnaire (“**SQ**”) and related evaluation criteria to enable the Council to shortlist bidders for the next stage of the procurement process, referred to as the ISOP (Invite to Submit Outline Proposals) stage.

Following these approvals, on 14 November 2016, the Contract Notice was published in the Official Journal of the European Union (“**OJEU**”) inviting expressions of interest from organisations wishing to enter into a long term Joint Venture with the Council to deliver a phased programme of commercial and housing development in Gainsborough.

The Council was conducting the procurement in accordance with the Competitive Dialogue procedures pursuant to Regulation 30 of the Public Contracts Regulations 2015.

Following the receipt of expressions of interest from a number of developers, on 27 February 2017, Members acknowledged the results of the SQ evaluation and the proposed shortlist of four Participants to invite to ISOP stage. Members at this stage had also approved the ISOP documents for publication.

The ISOP document had subsequently been published, and as a result on 8 May the Council received two compliant ISOP submissions. The names of the two companies were shared with the Committee, together with details of those two companies who had chosen not to proceed and the reasons for this.

Members also noted that as a result, the down-selection process would no longer be required.

Members were therefore asked to acknowledge the shortlisted candidates to proceed to the

“Invite to Submit Detailed Solutions (ISDS)” stage of the process. Members were also asked to approve the proposed ISDS document which had been appended to the report.

In order to aid Members’ understanding of the process to date, the process going forward and the purpose of the ISDS document, the Director of Economic & Commercial Growth, the Team Manager for Projects and Growth and the Section 151 Officer, had made a presentation to Members during the earlier Prosperous Communities Committee meeting.

Having given consideration to the proposals put to the Prosperous Communities Committee, (which immediately preceded the Corporate Policy and Resources meeting and at which all Corporate Policy and Resources Members were present), and the details provided during the powerpoint presentation, and having raised relevant questions during that meeting, Members were satisfied that they had been provided with sufficient information to make the decisions as recommended by the Prosperous Communities Committee, and as per the minute below: -

.....and with the exception of one abstention, it was unanimously **RESOLVED** that:

It be **RECOMMENDED** to the Corporate Policy and Resources Committee that:

- (a) the proposed Invitation to Submit Detailed Solutions (ISDS) document appended to the report, which constitutes the Council’s brief to deliver a significant part of the regeneration plans for Gainsborough be approved;
- (b) officers be authorised to commence the next stage of the procurement process and enter into “competitive dialogue”, to further test the development, financial and legal solutions as presented with the Participants, to enable the detailed assessment of the regeneration impact of the solutions and their financial benefits to the Council to be made, and reported back to Members in December;
- (c) the revised financial considerations outlined in the financial implications section of the report be approved and the commitment of £5m of reserves to support the programme, subject to rigorous testing of the final financial strategy through the final stages of the procurement process be agreed;
- (d) the Director of Resources, in consultation with the Chairs of Prosperous Communities and Corporate Policy and Resources Committees, be granted delegated authority to agree any final changes (in line with the key development and funding principles) to the ISDS document.

Further questions were asked and responded to regarding the inter dependency of the proposed sites. Officers confirmed financially they had been appraised independently, however they did support each other in terms of wider regeneration benefits of the town. Competitive dialogue permitted these linkages and dependencies to be further worked through and assessed as each scheme evolved.

The recommendations set out in the report and the minute above were moved and seconded, and Committee Members called for the vote to be taken. The Chairman verified

that no Members had any further questions for officers and moved to the vote.

It was therefore **RESOLVED**, unanimously, that:

- (a) the proposed Invitation to Submit Detailed Solutions (ISDS) document appended to the report, which constitutes the Council's brief to deliver a significant part of the regeneration plans for Gainsborough be approved;
- (b) officers be authorised to commence the next stage of the procurement process and enter into "competitive dialogue", to further test the development, financial and legal solutions as presented with the Participants, to enable the detailed assessment of the regeneration impact of the solutions and their financial benefits to the Council to be made, and reported back to Members in December;
- (c) the revised financial considerations outlined in the financial implications section of the report be approved and the commitment of £5m of reserves to support the programme, subject to rigorous testing of the final financial strategy through the final stages of the procurement process be agreed;
- (d) the Director of Resources, in consultation with the Chairs of Prosperous Communities and Corporate Policy and Resources Committees, be granted delegated authority to agree any final changes (in line with the key development and funding principles) to the ISDS document.

The meeting concluded at 7.06 pm.

Chairman