

ASSESSMENT OF TENDERS

The following is provided to inform tenderers regarding the proposed method for assessment and evaluation of tenders received. The Council reserves the right to vary the detail of methodology and to reproduce or interpret the content of all or part of any tender or proposal in reporting to the Council's Members.

The Council reserves the right to discuss any matters of clarity or negotiate the meaning of any aspect of proposals where it appears to be in the interest of the Council either before or after reporting to Members.

Tenders will be evaluated by officers in line with the following criteria before reporting to Members for decision. The report to Members will include that analysis in order to inform their decision.

A draft lease can be found on the website. This is intended to set out the Council's initial view on terms **for guidance only**. If tenderers wish to seek alternative terms these should be set out in their proposals.

Rent/Price:

The price or net present value of proposed annual rent is to be considered as the financial consideration.

Other Benefits

The value of other benefits is harder to quantify. Although the law allows the Council to take these into account, provided their delivery is secured by covenants in favour of the Council, for the purposes of the tender price they do not have a financial value. The Council's officers will report to Members the nature of tenderers' proposals together with any necessary interpretative detail. Members may elect to accept a tender or tenders other than those at the highest rent based on other aspects of the proposals and assessment as below.

Members will make a qualitative decision based on the rent and the other benefits based on officer's assessment of the proposals relative to the benchmarks set out on the following page. Tenders will be graded on a scale of 0 to 5 relative to the benchmarks where:

- 0 = the proposal includes no detail or proposal relative to the benchmark
- 1 = the proposal includes little detail or proposal relative to the benchmark
- 2 = the proposal includes some detail but falls short of the benchmark
- 3 = the proposal includes detail demonstrating the satisfying of the benchmark
- 4 = detail in the proposal exceeds the benchmark
- 5 = the proposal includes substantial additional content or goes significantly beyond the expectations of the benchmark

It is not proposed that these grades will be used in direct comparison with rents but will be indicative of the relative strengths of proposals. The weight going to the assessment of the price will be 50%, the weight given to the development of the property and the resultant enhanced leisure and tourism offering to the town and wider area will be 50%. This information will be provided in the form of a table together with the proposed rent in order to assist Members to compare the details of proposals. Bids will be valid for consideration whether or not they meet all or any of these benchmarks.

Members may elect to accept tenders for all or part of the site, not to accept any tender, or to instruct officers to negotiate with one or more tenderers before accepting any tender.

<u>Financial: 50% of the score</u>	
Indicators of Compliance	Benchmark
All price or rent levels proposed will be reported to Members including ranking of tenders relative to the highest submitted. Members will be appraised of the market value of the site as advised by the Council's external valuer. The score will be determined by the highest net present value being 50 points and all other bids awarded points pro rata by net present value.	The benchmark set is a rental value of £3,900.00p/a. Freehold proposals will also be considered if made. The benchmark set for the freehold of the property is £88,000.00. Bidders may choose to propose a rent-free period or reduced rent period or any level of consideration that they feel supports their offer.
<u>Non-Financial: total 50% of the score</u>	
Indicators of Compliance	Benchmark
The tender sets out a quality use for the site that provides diversity and additional resident/visitor attractions and/or facilities.	Proposal provides a service or attraction that is a major enhancement of the current offer or a high quality service or attraction not already available in this area. 20 points (4 X score as scheduled).
The proposal includes cogency and richness of detail that demonstrates the robustness and deliverability of the proposal.	Provide clear and substantial detail of what is proposed. 10 points. (2 X score as scheduled).
The tender sets out proposals for the creation of local jobs or some other local/community benefit	Proposal includes plans that will lead to the creation of additional local jobs or provide some other measurable benefit to the local residents or community. 10 points.
The proposal demonstrates that planning permission and funding are reasonably available.	Proposal should demonstrate that planning permission for any necessary work or change of use is achievable and any funding that is being relied upon is readily available. 10 points

In accordance with the foregoing each bid will be awarded a score out of 100.

Minimum Requirements.

The property is considered by the Council to be in a key area for public and visitors and fundamental to the local regeneration of the Dovercourt seafront. Accordingly, the Council will expect the following minimum requirements for tenders:

1. In all cases proposals should illustrate the deliverability and timescale of proposed benefits.
2. No tenders will be considered that are proposing that the property is closed and unused for more than 3 consecutive days per week between Easter or the 1 April (whichever is the soonest) and 31 October in each year.