

## SUBMISSION OF OFFERS

We have instructions to request offers for the site by no later than **12 Noon on Wednesday 22nd October 2014**.

Please submit your offer to:

Nick Jones  
Savills  
Barnfield Road  
Exeter  
EX1 1QR

Please mark the envelope with the reference 'ETDV329845/Knowle'.

Interested parties are requested to provide the following information and supporting documentation as part of their offer:

- a. Identity of the purchasing Company / Vehicle that is proposing to acquire the site including Company name, details of Registered Office and Company Number or similar associated particulars.
- b. Confirmation of the financial status of the proposed purchaser and, if relevant, the Parent Company. Provision of full audited accounts for the bidding party for the previous two financial years.
- c. Relevant track record of high quality developments on prime sites.
- d. Confirmation of the source(s) of funding, specifically confirming whether the purchase will be dependent on debt finance secured against the asset and if so, whether any discussions have taken place with prospective lenders.
- e. For redevelopment/ conversion proposals, a brief description of the proposed development to include reference to floor areas, storey heights and uses.
- f. For redevelopment proposals, an indicative scheme layout plan to scale and, if relevant, confirmation of the uses of the particular buildings together with an accompanying schedule of accommodation / floor areas / uses, including if relevant, the apportionment of affordable housing. In addition, confirmation of the access route(s) for the completed development.

This should be fully informed by the information contained on our micro-website and your own enquiries of the Local Planning Authority. The layout should adequately respond to the constraints and opportunities of the site.

In addition Interested Parties should also;

- g. Confirmation of the Purchase Price based upon vacant possession and the provided Planning Statement as well as EDDC's Planning Policy (including, if applicable, the identification of allowances for affordable housing provision).
- h. Confirmation of what assumptions have been made in respect of:
  - a) Surface water and foul drainage infrastructure

- b) Ground conditions, in respect of land contamination and foundation specification
  - c) Provision and capacity of utility services
  - d) Any identified abnormal costs
  - e) For schemes incorporating residential use, the provision of affordable housing, including percentage, tenure mix and unit mix
  - f) S106 financial contributions
  - g) Community Infrastructure Levy
- i. Clearly confirm all of the conditions which are attached to the offer.
- j. Confirmation the investigations or surveys that you would need to undertake prior to exchange of contracts and the associated timescales
- k. Advise on the opportunity for potential jobs generated by the construction process and end users / occupiers, including the anticipated proportion of local labour. Interested Parties should also advise whether they would be agreeable with a provision regarding the apportionment of local labour being included as a Section 106 condition.
- l. Confirmation of the anticipated programme for the overall scheme including the discharge of any conditionality in relation to this offer.
- m. Confirmation that the various reports and surveys contained on the micro-website have been read and understood.
- n. Confirmation of whether this Purchase Price is dependent upon also securing the Manstone Depot Site.
- o. Confirmation of your internal approvals process.

## **EVALUATION CRITERIA & SCORING**

### **Weighting Schedule**

Received Offers shall be assessed against the following criteria;		Weighting (%)
i.	Financial return to EDDC	75 %
ii.	Other impacts e.g. social and associated economic values, approach to Community involvement.	5 %
iii.	Other matters, including;	20 %
	a. Experience, track record and financial standing of the Purchasing Party. (5 %)	
	b. Deliverability particulars of the proposals – including funding, planning and realism of assumptions advised. (5 %)	
	c. Extent and nature of any conditionality associated with the Offer. (5%)	
	d. Programme – the timescales to discharge any identified conditions. Realism of time scales. Identification and management of risks. (5%)	

### Response Scoring Table

41 – 50	Excellent , significantly exceeds expectations
31 – 40	Very good, exceeds expectations in a number of respects
21 – 30	Good, exceeds expectations in a very limited number of respects
11 – 20	Fair, meets expectations
1 – 10	Poor or limited answer
0	Extremely poor or no answer

It is proposed that the information provided will be marked out of a maximum of 50 in accordance with the scoring ranges set out in the Response Scoring Sheet Table. These scores will then be weighted in order of importance based on pre-agreed weightings set out in the weighting schedule. The output from this assessment will be a ranked schedule of bidding parties. It is anticipated that a maximum of 3 parties who score the highest at this stage will be asked to submit more detailed proposals and be invited to an interview during week commencing 3 November 2014 at EDDC offices Knowle.