

Appendix 1a

Quality and Commercial Questionnaire

QUALITY				
Criteria	Question (and Requirements)	Submission	Key Evaluation Areas	Weighting %
Technical				
T1. Design	<p>Bidders should describe how the proposed scheme addresses the following requirements (this list is not exhaustive):</p> <ul style="list-style-type: none"> a) Your phasing approach and implications on certainty of whole site development proceeding b) Your design quality for the development site and public realm c) Building massing, form and elegance and impact of sunlight levels for public and private spaces d) Outline building massing and form and how it integrates into the local townscape e) Your design's response to the Tall Building Strategy f) Approach to mitigation of both the noise and air quality impact of the 	<p>Responses should be limited to no more than 4000 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p> <p>Additional drawings, plans, diagrams and tables will be accepted.</p>	<ol style="list-style-type: none"> 1. Proposed scheme meets RBC's Strategic Priorities and Development Principles set out in: <ul style="list-style-type: none"> i. West Side Opportunity Area allocated in the Reading Borough Local Plan adopted in 2019 at Policy CR12e Hosier Street. ii. Minster Quarter Area Outline Development Framework (adopted 2019). 2. Achieves the minimum requirements set out in the Specification (comprising of planning brief and concept plan) with particular emphasis on affordable housing, net zero carbon and delivering public realm earlier in the programme. 3. Phasing approach - concurrent or multiple phases, is clearly defined - providing certainty of 	20

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	<p>IDR, particularly affecting the residential units</p> <p>g) Accessibility and connection with the Hexagon Theatre on both lower ground floor and podium entrance levels</p> <p>h) Proposed frontages and uses throughout that enhance the development's character and identity</p> <p>i) Outline your use of materials proposed for the scheme drawing attention to both quality and ethically-sourcing approach for different aspects of the scheme</p> <p>j) How the scheme will be recognisable / locally distinct in the town hierarchy</p> <p>k) Your consideration for working alongside adjoining developments</p>		<p>whole site development proceeding</p> <p>4. Exemplary design quality demonstrated across both the development site and public realm</p> <p>5. Building massing, form and elegance ensure good sunlight levels for public and private spaces</p> <p>6. Building massing, form and elegance ensures scheme integrates into the local townscape</p> <p>7. Design meets or outlines mitigations in response to the Tall Building Strategy</p> <p>8. Mitigation of both the noise and air quality impact of the IDR, particularly affecting the residential units</p> <p>9. The development ensures accessibility and is well connected with the Hexagon Theatre on both lower ground floor and podium entrance levels</p> <p>10. Clear demonstration of how the scheme provides vibrant frontages and uses throughout that enhance the development's character and identity</p> <p>11. Demonstration that the proposals will use high quality,</p>	

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			<p>ethically sourced materials throughout</p> <p>12. Appearance and stature of the site is ensured to be recognisable / locally distinct in the town hierarchy.</p> <p>13. Clear demonstration how you will meaningfully and cooperatively work alongside adjoining developments</p> <p>14. Provides the documents defined in Schedule B</p> <p>15. Bidder demonstrates or evidences the phases/sub phases can be brought forward concurrently.</p> <p>Reading Borough Council have received an updated proposal from AEW in relation to the development of the adjoining Board Street Mall shopping centre. Reading Borough Council would anticipate that the preferred developer for Minster Quarter Central will work with AEW for their mutual benefit to facilitate the regeneration of the wider Minster Quarter area and agree a mutually acceptable timetable and delivery plan.</p> <p>Please see the 'Broad Street Mall Shopping Centre Development Plans</p>	

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			<p>affecting Dusseldorf Way'. This proposal involves removal of a section of the Dusseldorf Way Podium, shaded red, during construction and reinstatement post construction, to be paid by the Broad Mall Shopping Centre owner AEW.</p> <p>At present AEW estimate that their construction programme would last two and a half to three and a half years and an indicative programme has been supplied by AEW and is included within the documentation.</p>	
T2. Planning	<p>Bidders should outline their approach to planning and associated elements.</p> <p>a) Set out a planning strategy that will:</p> <ul style="list-style-type: none"> • Demonstrate how they would approach the preparation and submission of a planning application(s) and associated planning and highways agreements. • Deliver the development sites concurrently or through multiple phases in the type and quantum of housing mix. • Activate meanwhile uses in coordination with development phases • Highlight how they would mitigate any potential planning risk 	<p>Responses should be limited to no more than 2500 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p> <p>Additional drawings, plans, diagrams and tables will be accepted.</p>	<ol style="list-style-type: none"> 1. Adoption of a clear planning strategy, underpinned by a collaborative approach towards design development, demonstrating innovation, flexibility and in accordance with: <ol style="list-style-type: none"> i. The Outline Development Framework (2019) ii. West Side Opportunity Area allocated in the Reading Borough Local Plan adopted in 2019 at Policy CR12e Hosier Street; and iii. Minster Quarter Area Outline Development Framework (adopted 2019) 2. Achieve the minimum requirements set out in the Specification 	10

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	<p>b) Demonstrate how the proposed uses are informed by demand analysis and evidence-based market driven assumptions of the appropriate mix and quantum of uses</p> <p>c) Clearly set out their interpretation of planning policies associated with S106 and CIL contributions and provide details of their workings.</p>		<ol style="list-style-type: none"> 3. Evidence provided that the proposed scheme is likely to achieve detailed planning permission with acceptable conditions 4. A convincing, comprehensive and thought-through commitment to engaging in detailed pre-application discussions with the LPA and allowing sufficient time to conclude these discussions prior to formal submission 5. The proposed scheme aligns with National and Local Planning Policy and guidance, including the Planning Statement and Minster Quarter Area Outline Development Framework (adopted 2019). 6. Accommodation schedule illustrates a comprehensive scheme which includes details of well-designed layout, appropriate scale, high quality architecture and a suitable mix of dwelling types 7. Hosier Street is proposed within the SPD as the location for the replacement street market, along with associated storage facilities. This would be a mixed-use space, facilitating alternative activities when the market is not operating. Circa 10 temporary market stalls 2/3 days a week. 8. Detailed Construction Method Statement considered early in the 	

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			<p>process – should avoid the use of Hosier Street/St Mary’s Butts for construction traffic</p> <p>9. Clear link demonstrated between plans and demand analysis supported consistently by evidence for each use directly reflective of Reading demographic</p> <p>10. Understanding of CIL and S106 is accurate to a scheme within the Reading locale and correctly reflects the scheme as proposed</p>	
T3. Affordable Housing	<p>Bidders should describe how their scheme meets the minimum requirement regarding Affordable Housing</p> <p>a) Outline how you intend to maximise the delivery of affordable housing. Bidders should set out the provision of, at minimum, planning policy compliant levels of affordable housing (30% target) across a mix of tenures proposed for the site.</p> <p>b) Set out how they could accelerate the delivery of affordable housing through refinements in approach to policy directives: <ul style="list-style-type: none"> • Policy H3 • AH SPD Affordable Housing SPD, adopted March 2021 (reading.gov.uk) </p>	<p>Responses should be limited to no more than 1500 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<ol style="list-style-type: none"> 1. Policy compliant scheme as set out under Affordable Housing SPD, adopted March 2021 (reading.gov.uk). Which states: 2. The proposed scheme aligns with RBC’s Affordable Housing Policy Target of 30% AH within the site in accordance with Policy H3 and the AH SPD Affordable Housing SPD, adopted March 2021 (reading.gov.uk) 3. Of that 30% Target AH: <ol style="list-style-type: none"> i. At least 62% Affordable rented accommodation at ‘Reading affordable rent’ levels; and ii. Max 38% Affordable home ownership (shared ownership or another product)” 	5

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	<p>c) Confirm the rents proposed for all types of affordable housing provision</p> <p>d) Demonstrate how they will ensure affordable housing is delivered through concurrent or multiple phases</p>		<p>4. Where BTR (Build to Rent) is proposed, this would be the lower of:</p> <ul style="list-style-type: none"> i. Affordable Private Rent tenure with rents set at Local Housing Allowance and documented under the S106 agreement and long leasehold granted. ii. Or 80% Discounted Market Rent. <p>5. AH mix reflects the dwelling mix on site (bedroom numbers and housing types)</p> <p>6. Housing types and tenures result in a mixed and balanced community</p> <p>7. Dwellings meet Nationally Prescribed Space Standards</p> <p>8. Delivery of AH is clearly and convincingly outlined regarding phasing, location in scheme, and surety</p> <p>9. AH offering reflects Reading local need – both deliverability and demand (including RBC waitlists)</p>	
T4. Approach and Adoption of Public Realm	<p>Bidders should define their expected approach to meet the Public Realm Minimum Requirement.</p> <p>a) Outline proposed commitment to contribute to the costs and approach to on-going maintenance</p>	<p>Responses should be limited to no more than 2000 words plus attachments.</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<p>1. Approach is based on:</p> <ul style="list-style-type: none"> i. The guidance set out under Section 2.1 and 3.1 of the Minster Quarter Outline Development Framework (adopted 2019) and Planning Brief with a particular focus on linking the site to the south 	5

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	<p>b) Explain how the scheme addresses the following areas:</p> <ul style="list-style-type: none"> • Creation of Hexagon Square to enhance the new quarter's identity and opportunity for multiple uses. • Enhance the Town Centre's offer of public spaces for all residents supporting well-being and sustainability considering different users, times of day/year. • Integration with context (St. Mary's Butts, Oxford Road, Castle Street) • Activating Hosier St entrance • Supporting retention of existing mature trees • Resolve design response for any undefined spaces and edges <p>Part of the wider Minster Quarter regeneration area includes the Hexagon Theatre, an iconic local cultural and artistic venue.</p> <p>c) Explain how you will ensure that the redevelopment of Minster Quarter supports the Hexagon and uses the surrounding public realm for cultural activities such as public art works, exhibitions, small scale performances and any other opportunities that may contribute to the overall improvement in the surrounding area.</p>	<p>Additional drawings, plans, diagrams and tables will be accepted.</p>	<p>and west with links to Queens Walk and St Mary's Butts. Together with the scheme's relationship with the Hexagon Theatre.</p> <p>ii. Improved linkages and connectivity across the Minster Quarter Area - good integration with context (St. Mary's Butts, Oxford Road, Castle Street) and activating Hosier St entrance - and into the wider town centre, including as a minimum the safeguarding of a landing zone for a pedestrian and cycle access across the Inner Distribution Road (IDR).</p> <p>iii. Off-site works where appropriate to enhance landscape and heritage setting, physical and visual links and integration with and improvements to existing townscape.</p> <p>iv. Maintaining safe environments for all public realm areas.</p> <p>2. Bidder satisfies that there is a robust plan to mitigate long term liability</p> <p>3. Bidder technical solution ensures RBC can divest from its site (with public highway adoption to be proposed as a last resort)</p>	

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			<ul style="list-style-type: none"> 4. Full adoption of public open space proposed on site. 5. Well-designed Public Open Space (POS) and high-quality public realm enhancing the Town Centre's offer to include: <ul style="list-style-type: none"> i. Landscaping and green space ii. Safe and well-designed streets, spaces, access and parking. iii. Consideration of safety including a lighting strategy and incorporation of CCTV iv. Consideration of health and wellbeing outcomes for residents and the wider public in design proposals v. Meeting the needs of a diverse range of users including dementia friendly spaces, consideration of the needs of neuro diverse users and children and young people. vi. Creation of well positioned and well sized Hexagon Square to enhance the new quarter's identity and opportunity for multiple uses. vii. Sustainability viii. Considers and positively responds to various times of day/year. 	

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			<p>6. Maximises supporting retention of existing mature trees and mitigation measures where removal is necessary, or distress could occur despite non-removal</p> <p>7. Public Realm responds meaningfully to convincingly describe how it compliments and will support Hexagon Theatre and surrounding areas or cultural activities and all other improvements</p> <p>8. Proposal enhances the setting of the Hexagon Theatre to improve its accessibility, visibility and visual impact; this may include reimagining the entrance and allowing for the creation of an outside performance space within the public realm</p> <p>9. Bidders set out a public realm strategy for the overall scheme which suitably addresses both relationships to adjacent uses and addressing increased permeability and accessibility throughout the site</p> <p>10. All public realm within the development and later controlled by the estate management company will maintain public rights of way and unrestricted access to the public at all times.</p>	

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			11. Resolve design response for any undefined spaces and edges	
T5. Delivering of zero carbon development	<p>Bidders should set out how the scheme (and wider context) will deliver a net zero carbon development and how the design will respond to RBC's climate emergency and zero carbon policies, and as set out under RBC's climate and pollution climate change policy.</p> <p>https://www.reading.gov.uk/climate-and-pollution/climate-change/</p> <p>a) How will you ensure principles of sustainable development are incorporated into both the design and delivery</p> <p>b) Your approach to net zero carbon, circular economy and the enhancement of biodiversity.</p> <p>c) Your approach to the delivery of sustainable modes of travel.</p> <p>d) Any considerations made regarding logistics for supply chain and supply delivery</p> <p>e) Your approach to achieving building accreditations such as, but not limited to, New Part L, Future Homes standards, BREEAM and Passivhaus (where applicable)</p> <p>f) How will you inform and respond to plans for a Reading Town Centre District Heat Network (should this</p>	<p>Responses should be limited to no more than 2000 words.</p> <p>Outline proposals.</p>	<p>1. Bidder's proposals demonstrate their understanding of RBC's sustainability commitments regarding both design and delivery</p> <p>2. Bidder's approach ensures the development will align with and achieve the stated objectives:</p> <ol style="list-style-type: none"> i. Secures Net zero carbon ii. Delivers a circular economy iii. Enhances biodiversity iv. Responds to increasing sustainable modes of transport v. Addresses supply chain management / logistics vi. Meets expected building accreditations vii. Meaningfully responds to District Heating Network viii. Can facilitate connection to low carbon heat networks <p>3. Bidder has a sound approach to how they would inform and respond to plans for a Reading District Heating Network.</p> <p>Note: Please see Local Plan Policies H5, CC2, CC3, CC4 and the Sustainable Design and Construction SPD as well as:</p>	5

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	<p>be proposed by the Council in the immediate vicinity)</p> <p>g) Your approach to facilitate connection to low carbon heat network with heat sourced from environmental source(s) such as aquifer.</p>		<p>https://www.reading.gov.uk/climate-and-pollution/climate-change/</p> <p>4. All new homes will achieve zero carbon (Policy H5.c)</p> <p>5. The scheme directly addresses net zero target of the Reading Climate Emergency Strategy 2020-2025 achieved through:</p> <ul style="list-style-type: none"> i. reduced energy demand ii. transport modal shift iii. decarbonised power supply iv. resource and waste efficiency v. water efficiency vi. biodiversity vii. green space enhancements. viii. commercial floorspace to achieving BREEAM Excellent. 	
Social Value				
S1. Social Value	<p>Bidders should:</p> <p>a) Set out how their development will enhance Social Value in accordance with the Public Services (Social Value) Act 2013. Specifically, setting out their strategy for securing wider social, economic, and environmental benefits on Minster Quarter and the broader Town Centre and highlight examples/experience of</p>	<p>Responses should be limited to no more than 2000 words.</p> <p>And Bidder should complete Social Value Proforma Sheet.</p>	<p>1. Bidders will demonstrate their approach to ensuring that best practice is embedded in delivering the social value outcomes set out in their Strategy and Proforma</p> <p>2. Bidder clearly outline how and when they will report on social value measures and outcomes to the Council* and how this will be communicated to the public.</p>	5

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	<p>securing impactful Social Value on similar schemes.</p> <p>b) Respond to the Social Value Proforma and explain how they will deliver Social Value opportunities or benefit(s) to the local communities during the construction and post construction phase.</p> <p>Note:</p> <p>The Public Services (Social Value) Act came into force on 31 January 2013. It requires people who commission public services to think about how they can also secure wider social, economic and environmental benefits. RBC is seeking partnership with suppliers that drive social as well as economic value.</p> <p>Bidder's response must extend over and above any social value aspects and/or benefits already outlined in the Specification or delivered through S106 planning obligations. These local benefits must be proportionate to the contract value and planned term and must be delivered without any</p>		<p>Indicative list of TOMS based social value outcomes are set out in the Social Value Proforma document and Bidders should complete and extend beyond to cover other areas:</p> <p>Jobs: Promote Local Skills and Employment:</p> <ul style="list-style-type: none"> ○ Jobs - Support for local employment and skills development <p>Growth: Supporting Growth and Responsible Regional Business</p> <ul style="list-style-type: none"> ○ Supporting schools and life-long learning. ○ Stronger local voluntary/ community sector ○ Community engagement throughout the development process. ○ Engaging and working with neighbouring landowners. <p>Social: Healthier safer and more resilient communities</p> <ul style="list-style-type: none"> ○ Supporting communities <p>Environment: Decarbonising and Safeguarding our World</p>	

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	<p>additional contract costs to RBC or its communities.</p> <p>All commitments should relate specifically to RBC and solely to this contract. Any general/corporate social value measures being undertaken by the tenderer will not be considered. All commitments should be quantified and measurable, with the method for delivery and monitoring clearly demonstrated.</p>		<ul style="list-style-type: none"> ○ Reducing negative and promoting positive environmental impacts. ○ Environment -Initiatives which support RBC's target to be a carbon neutral borough by 2030 <p>Innovation: Promoting Social Innovation</p> <ul style="list-style-type: none"> ○ Developing cultural heritage ○ Social - Initiatives which address areas of inequality in the borough, one example being digital inclusion. <p>*We expect this to be no less than half yearly.</p> <p>For information, the councils Corporate Plan 2022-2025 can be found here.</p>	
Approach to Risk				
R1. Partner and Risk Management	<p>Bidders should outline their risk assessment and management of the project as a whole, as well as alignment to the overarching objectives to be delivered through this agreement.</p> <p>a) Submit a clear master programme indicating the pace and phasing of</p>	<p>Responses should be limited to no more than 2000 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<ol style="list-style-type: none"> 1. Bidders master plan is clear and accurately reflects their scheme enabling the Council to understand the narrative leading to the risks identified by the Bidder 2. Bidder outlines a robust approach to phasing, programme delivery, pace and risk management. 	10

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	<p>development, primary activities and any associated dependencies supported by commentary on critical dependencies / risk, implications for programme</p> <p>b) Submit a summary risk register defining the key risks and mitigation measures associated with areas such as (but not exhaustive):</p> <ul style="list-style-type: none"> • Delivery of all elements of their scheme at Minster Quarter at pace - either concurrently or through multiple phases. • Managing the planning process. • Timetable to deliver total scheme. • Planning risk - especially covering the quality of design and delays • Mitigating impact of the IDR. • Procuring contractors and other significant members of their supply chain (including professionals) to deliver value for money. • Contingency planning such as delays in preparation of planning application. • Demand risks. • Potential economic impacts e.g., rising interest rates etc. • Title matters associated with maintaining access and rights for neighbouring occupiers (Note: Joint Landowners Guidance Note). • Manage void risks. 		<ol style="list-style-type: none"> Bidder has identified all key risks associated with their proposed scheme and how they propose to mitigate demonstrating a meaningful improvement to risks at their original state. Bidder has explained financial sensitivities on their development appraisal and how this would be mitigated Bidder has identified how they will address the risks identified at ITT stage. Bidders risk considerations are evidence-based from market assessment Bidders risk approach safely enables a pace brought forward at pace Bidder has represented both their own and the Councils positions through their assessment, noting similarities and differences in positions, and providing proposals for mitigations and resolutions where required Bidder has presented a fair proposal for overage which ensures recovered delivery of Public Realm and / or Affordable Housing etc. in latter phases rather than cashable alternatives 	

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	<p>c) Provide an evidence-based market assessment of the appropriate mix of uses and bringing these uses forward at pace.</p> <p>d) Applied consideration of the risk position for the Council through different phases of the scheme including viability testing and acceptance, planning, practical completion, secured delivery of objectives</p> <p>e) Outline their overage stance in relation to risk management, particularly paying reference to correcting any viability deficits, and ensuring delivery of Council objectives for the scheme versus transactional alternatives (NOTE: Schedule 3 of the Development Agreement)</p>		10. Bidder refer to Joint Land Owners Guidance Note included within documentation.	
L2. Estate Management	<p>Bidders should outline the expected estate management.</p> <p>a) Explain their approach to tenure regarding:</p> <ul style="list-style-type: none"> • RBC's leasehold title; • MOJ's car park rights; and • Requirements edged in blue area (set out in Title report enclosure 12 and 20 - Lease Summary (Plan 3)) <p>b) Provide an explanation of how they will:</p>	<p>Responses should be limited to no more than 1500 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<p>1. Bidder proposal sets out the approach to the long-term estate management of the whole site over time including activation and curation of ground floors to maintain the quality of the space from a placemaking perspective over the longer term.</p> <p>2. The proposal for estate management is convincing and demonstrates a suitable approach to partnership with adjoining landowners including</p>	5

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	<ul style="list-style-type: none"> • Maintain the public realm created throughout the site • Work with the adjoining landowners and developers to create a long-term asset management agreement whereby future owners and occupiers contribute towards the maintenance and upkeep of the public realm. • Ensure MOJ spaces will be maintained with uninterrupted access and egress during the construction phase and post completion of scheme. <p>c) Define the expected Estate Management Plan.</p> <p>d) Identify any Capital Contributions to be maintained and by whom.</p> <p>e) Explain how you will allow the Council to divest its liabilities.</p> <p>f) Outline the estimated costs of maintaining the public realm per annum and provide benchmark data to support the figures.</p>		<p>futureproofing for occupiers and owners</p> <ol style="list-style-type: none"> 3. Technical solution ensures MOJ car parks spaces are accessible (any alternative reprovision solution will only be considered in terms of offering a better car park situation) and uninterrupted during all phases 4. Bidder has provided a robust long-term asset management responsibility of the planned Public Realm 5. Approach to tenure expectations is clearly defined and appears deliverable 6. Capital contributions are clearly defined and reasonable in their application to anticipate acceptance 7. Approach to Council divestment is clear, logical and methodical, and any elements where the Bidder considers the Council may be meaningfully maintained are precise in line with the overall objectives 8. All maintenance costs are clearly defined and meet benchmarking expectations <p>Note:</p> <p>RBC's long leasehold interest in the car park at the Magistrates Court</p>	

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			<p>(shown edged blue on the plan at enclosure 12) being approximately 112 car parking spaces) known as Car Park B Lease will be included either by way of sublease or assignment. There is approximately 982 years remaining (Please note, this is currently pending registration at the Land Registry, reference FA7F857). The Council's preference would be to ensure the length of term is the same as the sale of the Minster Quarter site on a 250-year leasehold interest.</p> <p>Bidders should note the Council's Draft summary of a proposed Joint Landowners Agreement in Schedule 3.</p>	
Quality				65%

COMMERCIAL				
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F1. Pricing and Development Values	<p>Bidders should present their pricing values to represent the design and delivery of their scheme:</p> <p>a) Provide a full development appraisal (using Argus software)</p>	Responses should be limited to no more than 4 A4 pages / 2000 words.	<p>Bidder demonstrates a robustness to their pricing model through:</p> <ol style="list-style-type: none"> 1. Providing a copy of their Argus appraisal 	10

COMMERCIAL

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	<p>b) Define the assumptions by completing the F1 Excel Pricing Template.</p> <p>c) Demonstrate their cost and pricing assumptions with market comparable evidence and/or market benchmarks.</p> <p>d) Provide evidence to verify that tendered rental and sale values are achievable.</p> <p>e) Detail the demand risk research they have undertaken, including references to their own market analysis and third-party evidence for all assumptions.</p> <p>f) Confirm the overall anticipated overage sum of the scheme</p> <p>g) Confirm their blended priority rate of return</p> <p>h) Correctly represent all CIL, Section 106, grant applicable to their scheme</p>	<p>A list of required documents can be found in the Schedule of Documents.</p>	<ol style="list-style-type: none"> 2. Clearly outlining all calculations applied in addition to those already defined in the Excel 3. Accurately representing all their proposed scheme's underlying assumptions and their impact on the model 4. Setting out any technical conditions, matters or constraints that could affect the eventual receipts, timings, costs and outputs been assessed and prepared for 5. Providing sufficient detail as to the implications of item 4 above to the proposed development 6. The bidder has assessed and priced risk in an efficient and appropriate manner. 7. Correct treatment of Grant, CIL and S106 contributions 8. Use of benchmarking data, evidence regarding comparable rental levels, market appraisals etc. to support position throughout <p>Note: the above criteria apply to the 3% of the 10% price figure. The remaining 7% will be calculated using mathematical formula (outlined in the ITT) using the figures you supply in Excel F1:</p>	

COMMERCIAL

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			3% - NPV (Net Present Value) land receipt 2% - Overage Sum (please refer to Development Agreement Schedule 3 and ITT) 2% - Blended Priority Return (see ITT for how to determine)	
F2. Cost Plan	Bidder should set out their cost structure applicable to their design: a) Complete the cost plan F2 with full breakdown of all construction costs (under each phase) together with supporting information on the working assumption for each line of expenditure set out. This may include a summary of base construction costs on a m ² basis covering each type of use and how they were arrived at. b) Confirm its grant funding requirement and explain how it will meet the Brownfield Land Release Fund Criteria based on extended qualifying period beyond March 24. In addition, it should explain the eligible items of expenditure planned. c) Summarise the risk associated with their construction contracting	Responses should be limited to no more than 1000 words. A list of required documents can be found in the Schedule of Documents.	1. The costs reflect what is proposed in terms of design, construction method and technologies, quality and finish. 2. Bidders outlined intended use of further public sector grant or subsidy in this scheme fall under that funds eligibility criteria / legitimate attribution 3. Bidder has used reasonableness and logic in its approach to cost management: i. Construction risk, especially inflation ii. Meeting a compliant S106 and CIL contribution iii. Demonstrates how market fluctuations can be mitigated and what intervention measures may be required iv. Fair application of cost management fees, profit and contingency (e.g. avoidance of	10

COMMERCIAL

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	<p>approach including detail and reasoning for model form of contract used</p> <p>Please note:</p> <ul style="list-style-type: none"> ○ the total expenditure via BLRF (Brownfield Land Release Fund) will be circa £2m to help fund early works and infrastructure for phase 1 of the scheme. ○ Reference OPE 9 Funding in respect of redesign around MOJ car park - Circa £80,000 is available to preferred development partner of which circa £60,000 is recoverable funds to finalise design proposals for the MOJ parking within the Civic Car Park and to be approved by RBC/MOJ prior to submission of planning application ○ design needs to show improvement in housing density for phase one beyond the 187 homes estimated as part of BLRF submission ○ OPE 9 Recoverable funds to be 75% repaid to OPE on exchange of unconditional contracts to draw down 		<p>any potential double-counting of costs / “contingency on contingency”)</p> <p>4. Type of construction contract is appropriate and comprehensively demonstrated to suit Bidder’s requirements to ensure scheme delivery and cost risk management</p>	

COMMERCIAL

Criteria	Question	Submission	Evaluation Areas	Weighting %
	(release) phase 1 and 2) of Minster Quarter.			
F3. Funding	<p>Bidders should outline their funding structure to deliver the scheme:</p> <p>a) Bidders should provide full details of their funding strategy for each phase by completing the Excel Funding document F3 provided</p> <p>b) Regarding those projects to be funded please indicate:</p> <ul style="list-style-type: none"> • Who your lender(s) are or explain how you propose to raise finance for the project. • Provide evidence of other projects where the bidder has raised similar levels of finance. • How would any cost overruns that might arise from the scheme be paid for • If elements of your scheme are to be funded / part funded through forward sale arrangements (e.g. affordable housing, PRS, etc), please indicate: Who your investor / investors are? And outline the terms anticipated for the scheme. • Indicate proposed exit strategy for each phase. <p>c) Explain where forward sale funding is required if the heads of terms for the forward sale are agreed or still to be agreed.</p>	<p>Responses should be limited to no more than 2000 words.</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<ol style="list-style-type: none"> 1. The financing structure and accompanying evidence of funding availability is appropriate and adequate for Bidder's proposed scheme. 2. Bidder has provided some of their own direct equity into the scheme. 3. It has demonstrated that the funding is certain (or has a robust approach), appropriate for the structure and at pace. 4. There is a clear and robust exit strategy proposed. 5. The financing of the residential element, details of long-term and short-term partners, debt and equity arrangements are fully explained and suitable for the scheme. 6. The Bidder has demonstrated that its forward funder is satisfied with the security arrangements set out under the contract structure. 7. There is a robust cash flow breakdown which supports the development and sales programme and is consistent with financing arrangements. 	10

COMMERCIAL

Criteria	Question	Submission	Evaluation Areas	Weighting %
	<p>d) Demonstrate how all elements can be accelerated for development completion either concurrently or through multiple phases</p>		<p>8. Junior equity is defined and positive without undue coverage expected by Council</p> <p>9. Planning costs have been accounted for and Bidder has demonstrated certainty funding resourced to and through this stage</p> <p>10. The Bidder has explained its position clearly whether the Funding for each phase requires exit prior to investment in phase 2</p> <p>11. Risks of meeting the BLRF criteria including time scale to spend money are appropriate to the grant conditions</p> <p>12. Any intention that debt will be refinanced is clear, concise and meets reasonable financial assurance</p>	
<p>L1. Acceptance of Contract Terms</p>	<p>A form of contract (Development Agreement and Precedent Lease) is provided. Bidders are expected to provide marked up copies.</p> <p>Bidders should set out:</p> <p>a) Contracting Party Structure including guarantor arrangements</p>	<p>Responses should be limited to no more than 1000 words.</p> <p>And provide contract markup (See schedule 4).</p> <p>A list of required documents can be found in the Schedule of Documents.</p>	<p>Acceptance of the contract terms and conditions set out – see ITT for marking.</p> <p>On exchange of the DA RBC envisages the following arrangements and transactions:</p>	<p align="center">5</p>

COMMERCIAL

Criteria	Question	Submission	Evaluation Areas	Weighting %
	<p>between the Parent Company and SPV (if applicable).</p> <p>b) Any conditionality associated with their proposal must be explained with associated drafting.</p> <p>c) What terms of security your lender or investor requires and are there any implications on the terms set out under the contract structure?</p> <p>Note:</p> <p>The Council prefers the drawdown of the scheme under a single-phase basis.</p> <p>RBC does not intend to amend the contract documents. However, if the bidders feel that they require any of the clauses/terms to be amended, they should set out their rationale.</p> <p>The contract will include provisions for the selected Bidder to fund the cost of contract management over the term of the contract.</p> <p>Negotiation of contract terms beyond contract award are not permitted to take place under Public Contracts Regulations 2015. Bidders should ensure full and</p>		<p>RBC expects to see the scheme being delivered at pace and has set out a timeline involving:</p> <ul style="list-style-type: none"> • 3 months to exchange the Development Agreement • 9 months from exchange to submit a planning application (with a commitment to conduct pre-application consultation with the Local Planning Authority). And to pay all necessary fees to the LPA in respect of this pre-app). • There is to be a target date for obtaining satisfactory planning consent of 24 months from exchange. • There is to be a long stop for the Development Agreement to become unconditional of 36 months from exchange, failing which it may be terminated. <p>Amendments proposed must not create unacceptable shift in risk/ achievement of RBC's key objectives and development principles.</p>	

COMMERCIAL

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	early use of the clarification opportunity on release of BAFO invitation for any substantial revisions required to make their scheme deliverable which if accepted by the Council will be equitably offered to all bidders. This includes all liabilities, conditions, financial mechanisms, trigger dates, definitions etc.			
Commercial				35%

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