

Procurement Title

Lancashire Enterprise Zone Commercial Agency Services

Procurement Option

OJEU – Open Tender

New or Existing Provision

Existing with development. The current contract end date for the Commercial Agency Services to the Samlesbury Aerospace Enterprise Zone is 31/03/2021 however, as part of the re-procurement the council is collaborating with Blackpool Council to provide a single Commercial Agent for all Lancashire Enterprise Zones (also including Hillhouse Technology, Warton Aviation and Blackpool Airport) via a single supplier framework agreement.

Estimated Contract Value and Funding Arrangements

It is estimated the contract value for all Enterprise Zone Commercial Agency Services will be circa £800,000 per annum. At present the full potential contract value is split into the below elements:

Blackpool Airport and Hillhouse Technology Enterprise Zones:

- (i) Consultancy and Strategic Advice Services: estimated to be circa £15,000 per annum; and
- (ii) Potential Property Deals: estimated to be circa £331,500 per annum. This figure is based on estimated maximum number of potential property sales and rentals if secured

Samlesbury Aerospace and Warton Aviation Enterprise Zone:

- (i) Consultancy and Strategic Advice Services: estimated to be circa £25,000 per annum; and
- (ii) Potential Property Deals: estimated to be circa £427,500 per annum. This figure is based on an estimated maximum number of potential land sales.

The Lancashire County Council spend is estimated to be circa £453,000 with the Blackpool Council estimated spend being circa £347,000.

Contract Duration

The framework agreement will be let for an initial period of 24 months with an option to extend beyond the initial term to a maximum of a further 24 months. The framework agreement will allow for call offs to be completed by both LCC and Blackpool Council alongside leaving access open for Fylde and Wyre Councils.

Lotting

The framework agreement will not be split into lots. This decision mirrors the re-procurement's aim to have a single commercial agent to cover all services across all Lancashire Enterprise Zones.

Evaluation

Quality Criteria 70%	Financial Criteria 30%
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Social value will take 5% of the apportioned quality criteria detailed above and will align to the County Council's social value policy and objectives.

Contract Detail

The Commercial Agency Services for the Samlesbury Aerospace Enterprise Zone are due to expire at the end of March 2021 and as such there is a need to re-procure. Following an Enterprise Zone Governance Committee meeting it was agreed that a combined Commercial Agency Services for all Enterprise Zones (EZs) be procured as a single contract. This will involve the collaboration of Lancashire County Council and Blackpool Council in the development of the tender documents, specification and evaluation criteria. It is the intention that this is a combined procurement for both authorities however, if the County Council are unable to combine all requirements of the EZs, or the complexities of this prove not to provide value for money, the County Council will proceed with the renewal procurement of the SAEZ in the same manner (Open OJEU tender process) without the inclusion of the other EZs. This decision will be delegated to the County Council's Director of Growth, Environment and Planning with the Head of Procurement.

It is the intention to award a single supplier framework agreement from which each authority can call-off their requirements, and who will contract manage locally. It should be noted that the intention is that any County Council led enquiries wouldn't generate a sales fee.

The provision of Commercial Agency Services will support the development of the Enterprise Zones throughout Lancashire. The commercial agent appointed (the Agent) will be responsible for securing tenants and occupiers for the site aligned to the site's advanced manufacturing and engineering focus and the provision of a broad range of advice associated with the above.

The Agents may be required to provide a full property agency service for the disposal of property on part(s) of the Enterprise Zones as required by the relevant authority (short term lease and/or long leasehold sales) and investment and joint venture vehicles acting jointly with other agents when required.

The Agents will be required to have a minimum of 3 years previous experience in commercial marketing and valuation services and of securing enquiries/deals that sit within the appropriate sectors that the enterprise zones focus upon.

The services provided by the Agent outlined within the specification will include, but may not be limited to,

- identifying potential occupants for the Enterprise Zone plots,
- acting upon and progress enquiries to the sites,
- negotiating and secure lease terms,
- providing market related information and intelligence to the Project Team,
- providing advice and prepare marketing strategies.

Alongside this there are further requirements such as support in the legal process of disposal, further advice on different elements of the sites and attendance at Governance meetings. These requirements will be shared with all authorities to be involved and will be expanded to include the requirements of all Enterprise Zones as needed.