

Appendix B) Proposed Bidding Guidelines

There are five areas which bidders need to address in their bids. These are not scored criteria and are not strictly marked.

The Council is entitled to consider consideration and deliverability of the consideration as factors in achieving “best consideration reasonably obtainable”. Bidders should take their own legal advice about the Council’s discretion in accepting bids under s123 Local Government Act 1972.

Economic, social or environmental well-being factors are relevant if bidders are proposing a purchase at an undervalue. Whether a sale involves an undervalue is not apparent at this stage. Bidders have to take their own advice on value.

1. Consideration
2. Deliverability of the deal
3. Economic well-being benefits
4. Social well-being benefits
5. Environmental well-being benefits

Bidders should note that the Council at its Cabinet Meeting on 16 September 2026 agreed that it would not fund remediation of the site, and bids seeking financial support from the Council to undertake remediation works are unlikely to be considered.

The Council is not obliged to accept any offer if it does not choose to and reserves the right to withdraw the opportunity at any time.

1. Consideration

- What is the price offered to the Council?
- Is this price conditional or unconditional?

2. Deliverability of the deal

- Is the bidder funded to deliver the price? What assurance can be provided by the funder?
- What is the financial standing of the bidder?
- If the price is conditional – what are the conditions?
- What is the proposed timescale for the deal?
- Who is the proposed professional team? Are they in place?
- What activity is proposed by the bidder to be able to discharge a conditional deal? E.g. if the deal is subject to planning – please assure the Council how it will be able to move proficiently and at speed to gain a planning consent?
- How compliant is the proposal with the relevant planning policies of the Council and other material considerations including the National

Planning Policy Framework? E.g. is it likely that a proposal will gain a planning consent?

- What is the track record of the bidder to be able to assure the Council that the proposal can be delivered?
- To what extent is the bidder in agreement with the draft Heads of Terms?

3. Economic well-being benefits

- How can the site be brought back into a financially sustainable use for local residents?
- What investment and employment opportunities are proposed? How can these be quantified as tangible benefits for the community?
- Explain any other intangible benefits which will be delivered
- Anything else.

4. Social well-being benefits

- How does the proposal meet the Council's Leisure Strategies?
- Explain the quantifiable and tangible benefits which will arise from this proposal in terms of additional sports and leisure opportunities for residents.
- Explain any other intangible benefits which will be delivered.
- Anything else.

5. Environmental well-being benefits

- How will the bidder meet the likely planning conditions on excess soil and contaminated land condition?
- How will the site be cleared up? Bidders should assure the Council that they are working with a competent professional team and competent contractors to be able to deliver remediation of the site.
- What will the site look like once it is finished?
- Explain the quantifiable and tangible benefits which will arise from this proposal.
- Explain any other intangible benefits which will be delivered.
- Anything else.