

Appendix One: Community Land Trust Procurement Strategy and Development Site Details

The procurement strategy below sets out the process and documentation required to enable development of two sites for affordable housing by a Community Land Trust (CLT):

Site 1: garage blocks on Susan Road, Kidbrooke

Site 2: garage block on Felixstowe Road, Abbey Wood.

Procurement Assumptions

1. The freehold of the land will be gifted to the CLT on the condition that:
 - The scheme comprises of the maximum amount of affordable housing, subject to scheme viability
 - The CLT includes a constitutional asset lock to ensure that the homes are retained for the community in perpetuity (and the proceeds of any housing for sale contribute to the scheme)
 - The Section 106 agreement specifies appropriate restrictions on occupancy to those in need of affordable housing
2. The minimum requirements for a group to bid for a site are that it is, or is demonstrably working towards:
 - Becoming incorporated as a Community Benefit Society, Community Interest Company or Company Limited by Guarantee as a housing association or with charitable status to protect the asset lock
 - Completing the CLT organisational health check to be eligible for membership of the National CLT Network
 - Becoming a member of the National CLT Network.
3. The Council will provide development management advice and support if required, the form of which will be agreed by the Director of DRES.

Procurement Process

1. Cabinet agrees sites to be allocated for development by a CLT and to carry out due diligence on the sites.
2. RBG undertakes soft market testing to gauge local interest/capacity for a CLT-led housing scheme, including:

- Contacting existing groups and local community umbrella organisations to confirm Cabinet decision and eligibility requirements
 - Approaching local RPs to test interest in development and/or management partnerships with CLTs
 - Developing a working agreement with Community Led Housing London regarding the level of support that it can provide to CLT groups.
3. RBG publicly advertises the sites and issue an invitation to interested groups to a workshop to be held in line with Government requirements on social distancing to discuss:
- Site characteristics
 - Selection questionnaire to test organisational capacity, details of which are listed below
 - Timetable for issuing selection questionnaire, tender documentation and evaluation criteria.
4. RBG issues selection questionnaire and invites expressions of interest from groups for shortlisting. The selection questionnaire and tender documents are to be agreed by the Director of DRES.
5. RBG shortlists a maximum of 3 bids for each site.
6. RBG issues tender documentation to shortlisted groups. Tendering organisations will be advised that RBG will offer support and guidance to the successful organisation on how to liaise with RBG as a statutory authority. Should a successful tender require further development management support, and should RBG consider it appropriate to provide such support, the cost of this support will be recharged to the successful CLT bidder.
7. RBG evaluates tenders and selects a successful CLT for each site. Evaluation criteria are to be agreed by the Director of DRES.
8. The Director of DRES agrees final terms for disposal of the sites. RBG enters into disposal contracts with successful CLTs and then transfers the land as appropriate.

Provisional Programme for Procurement

No.	Item	Dates
1	Site identification & due diligence	December 2020 – March 2021
2	Undertake soft market testing	November 2020 – March 2021
3	Develop and agree tender documentation and assessment criteria and methodology	December 2020 – March 2021
4	Advertise sites and hold workshop with interested groups	April 2021
5	Issue tender documentation	May - June 2021
6	Shortlist bidders and invite tenders	July 2021
7	Review tender returns	August/September 2021
8	Appoint preferred bidder for each site	October/November 2021

Sites for Development by CLT

Site One: Garage blocks on Susan Road, Kidbrooke



Potential for development on the rectangular site where two blocks of garages are currently located.

Potential to upgrade the garages on the triangular site to provide any increase in parking that the new development might require.

Due diligence has not identified any impediments to site redevelopment.

Garages

There are 20 existing garages across both sites.

The 4 no. garages on the triangular site are void and in state of disrepair.

The 16 no. garages on the rectangular site are approximately 50% occupied.

RBG can secure vacant possession of these sites by serving notice on the existing occupants.

Site Two: Garage block on Felixstowe Road, Abbey Wood



Row of existing garages to the north of the railway line by Abbey Wood station, and to the south of Felixstowe Road.

Railtrack have been using the depot land to the south of the site, to facilitate the Crossrail construction work. The access into the site via the south western corner, and will remain within RBG ownership.

The site will be transferred with a right of way to allow access for RBG and Crossrail, to enter into the railway track to the south of the site, to undertake any maintenance works that might be required.

Due diligence has not identified any impediments to site redevelopment.

Garages

There are 34 no. existing garages on the site, all of which are in a very poor state of repair with a very limited number in occupation at any one time.

RBG can secure vacant possession of these sites by serving notice on the existing occupants.