

## Soft Market Testing Themes

No.	Theme	Explanation
1	Delivering through a JV Partnership	<p>There was broad consensus that the preferred approach from the market would be to progress the scheme through a corporate JV arrangement with the Council. The key reasons for this were:</p> <ul style="list-style-type: none"> <li>• The ability to share risk;</li> <li>• Access to Council owned land; and</li> <li>• The shared approach to funding.</li> </ul>
2	Highways Infrastructure	<p>All organisations met were very encouraged by the commitment to the project shown by the Council, particularly the hybrid planning application, which includes detail for the highway works.</p> <p>All organisations were attracted by the Council dealing with the delivery of the highways scheme outside of the JV arrangement as this would have been a significant upfront cost, which would have been a significant drag on the viability and deliverability of the project.</p>
3	Modern Methods of Construction (MMC)	<p>Most organisations expressed a willingness to meet the LAAC funding requirements for the first 649 homes to be built through MMC, however most organisations do not have the capability to directly deliver this alone and would need to partner.</p> <p>Some further work is required on the type of MMC product the Council wants and how quality can be measured.</p>
4	Planning Strategy / Start on Site	<p>All organisations thought timescales were tight but potentially achievable to turn around a planning application and be on site by March 2021.</p> <p>All organisations had experience of developing design to quite a detailed level during procurement, however the requirements / expense would be considered further and against other opportunities when the procurement launches.</p>
5	Procurement Route/ Bidders	<p>Most organisations understood that the OJEU requirements on the Council would dictate that the Council would need to procure their support whatever route were taken to delivery.</p> <p>&lt;Most understood that were a JV proposed that this would need to be procured through Competitive Dialogue.</p> <p>Most then expressed willingness to participate in an OJEU Competitive Dialogue (noting some of those contacted did not meet on the basis they would not want to participate in this procurement route).</p>
6	Sale of Houses	<p>Most organisations raised risks around how many houses can be sold a month (an accelerated programme is set out as a requirement in the LAAC funding agreement) and they would need to consider this in their approach to delivering the site.</p>
7	Management & Operation	<p>Most organisations were interested in longer term interests on the site such as management and operation responsibilities of</p>

## Appendix D

No.	Theme	Explanation
		elements including public realm and commercial. They would seek to share this risk though through a partnership approach
8	Affordable Housing	All organisations were comfortable with the Harborough policy of 40% affordable housing across the scheme.
9	Commercial	All organisations said the inclusion of the industrial commercial wouldn't put them off bidding and similarly neither would the exclusion.
10	Funding the Development	Most organisations were most comfortable with being able to fund the development through a partnership approach rather than themselves. A number flagged that if they were to deliver this alone then the land value would be significantly discounted due to planning risks. Most preferred a JV partner approach, which would be in a master developer role (excluding the Highways project).
11	Sustainability	Most organisations advised the Council to ensure it's minimum requirements set out in the tender would still enable the Council's other priorities to be met.
12	Other Sites	All organisations seemed comfortable with other sites potentially being delivered in the future by the JV.