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**ARGYLL AND BUTE COUNCIL**

**HELENSBURGH & LOMOND AREA COMMITTEE**

**COMMERCIAL SERVICES**

**12<sup>th</sup> MARCH 2024**

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**HELENSBURGH WATERFRONT DEVELOPMENT (COMMERCIAL AREA)**

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**HELENSBURGH WATERFRONT DEVELOPMENT (COMMERCIAL AREA)  
UPDATE & SHORTLISTING OF OFFERS**

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#### **4.0 BACKGROUND & SUMMARY OF OFFERS**

- 4.1 The development of Helensburgh Waterfront is a key project for the council. Following completion of the Leisure Centre and car park in early 2023 the focus has now moved onto the commercial area.
- 4.2 Given the public interest in the site and taking cognisance of Helensburgh Community Council's representations it was agreed to undertake a 2 stage marketing process to allow for a public engagement exercise to be undertaken after the first stage. It should be noted that this engagement processes, focussed at local groups and businesses, wa



- Potential deliverability in terms of scale and mass based on information currently available
3. Legal Considerations / Governance / Risk
  4. Community Feedback
    - Based on Community Engagement Process (June 2023) and general community feedback.
  5. Financial outcomes
    - Potential capital or revenue income or ongoing revenue burden
- 6.3 The PDWG summary assessment of the offers and assessment criteria is attached as Appendix C, which is publically restricted due to the commercially sensitive information contained within it. From this exercise, two candidates were selected as preferred bidders as outlined in Appendix C.
- 6.4 Avison Young, commercial consultants who marketed the site on behalf of the council, have also reviewed the proposals and their report is attached as Appendix D which is publically restricted due to the commercially sensitive information contained within it. They have assessed them at a high level based on quality, compliance, financial covenant, experience, jobs created and NDR revenue. Avison Young have advised that they are satisfied that the two preferred bidders selected represent the best value to the council.

## **7.0 NEXT STEPS**

- 7.1 The intention is to undertake interviews with the 2 preferred candidates, supported by our commercial consultants Avison Young, to crystallise their proposals and work towards concluding terms for the development of the site to deliver the best economic position for the council. This will be the subject of a future report to the area committee and thereafter the Policy & Resources Committee for approval.
- 7.2 As agreed at the area committee on 12<sup>th</sup> December 2023, officers have commenced further investigations into the option of developing a new skatepark at Kidston Park.

## **8.0 CONCLUSIONS**

- 8.1 The two-stage marketing of the site has generated a strong level of interest and it is important to make the most of this interest as the development market is challenging at present.
- 8.2 Concerns around the impact of retail / commercial development of the site have been addressed by a retail study, which was completed in January 2024.

## **9. IMPLICATIONS**

- 9.1 Policy – None.

