



## **Scottish Enterprise invites proposals for development of West Riverside, Balloch**

### **Introduction**

Scottish Enterprise, in partnership with Loch Lomond and Trossachs National Park Authority, are promoting West Riverside and the undeveloped sites within Loch Lomond Shores for tourism and leisure-based developments.

The aim is to create a quality-led destination that improves connectivity between the popular tourist destination of Loch Lomond Shores and the centre of Balloch. Development will be accommodation led and uses that may be considered are as follows:

- Hotel, hostel, lodge or holiday accommodation
- Specialist or tourism related retail
- Family orientated, active leisure activities.

West Riverside can be sold as a whole, or interest in smaller plots within the site will also be considered.

### **About Scottish Enterprise**

Scottish Enterprise (SE) is Scotland's principal enterprise, innovation and investment agency. In collaboration with other partners in the public and private sectors, SE's role is to support the delivery of the Scottish Government's economic strategy which aims "to create a more successful country, with opportunities for all of Scotland to flourish, through increasing sustainable economic growth". The primary focus for SE is supporting the development of Scotland's key industries and in particular those sectors where Scotland has a competitive advantage in the global marketplace.

Within this context, SE invests in a range of infrastructure projects which aim to provide Scotland's key sectors with access to the physical assets and communication links which are essential to support their growth. The focus is on delivering projects with the greatest chances of success and which will provide the most benefit and again SE work in partnership with other organisations, both public and private, to identify areas where improvements could be made, and to develop new solutions. The site at West Riverside offers a unique opportunity for leisure based development on the doorstep of one of Scotland's key tourism destinations, Loch Lomond.

## **WEST RIVERSIDE LEISURE BASED DEVELOPMENT OPPORTUNITY**

### **Site and Location**

The West Riverside site is located in Balloch and is situated on the south western bank of Loch Lomond. It is accessible by car just off the A82, which is the main route from Glasgow to the West Highlands and has strong public transport links by bus and rail.

In a local context, the site is considered to be the strategic link between Loch Lomond Shores (LLS) and the centre of Balloch. LLS have around 1.2million visitors annually and are consistently one of the best visited free tourism attractions in Scotland.

The site is currently used as a public park/woodland with the area adjacent to the High Street (Balloch Station Square) comprising the Tourist Information Centre and a small informal car park.

West Riverside has a number of key attributes. These include:

- Frontage to the River Leven and Loch Lomond
- Close proximity to Balloch Railway Station
- An established TIC housed in an attractive Victorian building
- Adjacent to Sweeny Cruises operation
- It is the main pedestrian thoroughfare between Balloch and Lomond Shores (which attracts 1.15m visitors per annum)
- It is within a two minute walk of Balloch Country Park

### **SE Objectives**

SE has grouped our overarching objectives for West Riverside under two inter-related headings; Economic Development and Design.

#### Economic Development Objectives

Strengthen Lomond Shores/Balloch as a tourism destination by:

- Extending the range of quality activities open to visitors
- Broadening and improving the quality of Food & Beverage provision
- Encouraging additional overnight stays in the Park
- Encouraging year round activity (outside peak seasons)

#### Design Objectives

In keeping with the waterfront location in the National Park, the partners require the developer(s) to adopt a high standard for design and specification. Specific aspirations are:

- The use of quality materials which are in-keeping with the wider built and natural environment i.e. stone, timber, slate etc as opposed to modern cladding/glazing systems
- A high level of integration between different uses
- Public realm that invites and encourages footfall between Balloch and LLS
- Retaining and enhancing public access to the River Leven footpath
- Retention of the former Station buildings

## Site History

The site is located in Balloch. In total, the site extends to approximately 18 hectares and runs north-west/south-east direction from Balloch Road/Balloch Bridge to LLS/Ben Lomond Way. It was last in use in 1986 by British Rail who operated a railway link to the Pierhead, connecting with the Loch Lomond steamers. The existing Tourism Information Centre to the south of the site was in use as Balloch Station until this time. Some areas of land contamination exist as a result of the railway use.

SE took ownership of the land from British Rail in 1989 by way of a statutory conveyance. In 2000 land to the north east of the site was developed by what is now the LLTNPA as parking facilities for the public boat launch facility and the Maid of the Loch. This land is the subject of concluded missives between SE and the LLTNPA, although the formal transfer of title has not yet taken place. The LLTNPA has granted a 25 year lease of the Maid of the Loch car park to the Loch Lomond Steamship Company (LLSC), a registered charity which owns and operates the Maid of the Loch.

The LLTNPA and LLSC have indicated their willingness in principle to consider a land transfer to allow inclusion of part of this area in the West Riverside development.

Interested parties may consider other layouts for the Pierhead area provided proposals retain sufficient car/trailer parking to support the Maid of the Loch and Duncan Mills Slipway.

The Old Station Building on Balloch Road is currently leased by SE to VisitScotland. The land adjacent is currently used as a public car park by local residents, train commuters, and visitors to Balloch. SE has leased the moorings on the River Leven abutting the site to three separate boat clubs.

## Public Sector Assistance, Extraordinary Costs & Site Value

SE is highly unlikely to offer direct financial assistance towards a building/visitor attraction. Such assistance would require to fall within schemes approved by the European Commission and it should be noted that Balloch lies within a Tier Two Assisted Area. The potential for a direct SE contribution to works carried out by the developer will therefore be very limited.

The site is subject to a number of physical constraints arising from historic use and ground conditions. It is recognised that the cost of overcoming these constraints will not be quantified until a detailed design/value engineering appraisal is completed by the preferred developer.

In the circumstances SE requires any submission to specify a **provisional site price** on the assumption that there are no extraordinary costs associated with flooding risk, ground conditions or the capacity of local infrastructure. In due course this provisional price will be adjusted to take into account the findings of the detailed design/engineering via the following mechanism:

The provisional site price will be adjusted to reflect the extraordinary costs associated with the development subject to a minimum of open market value as determined by an independent valuer.

In the event the qualifying extraordinary costs exceed the difference between the provisional site price and open market value then SE will consider carrying out enabling works to the land prior to possession by the developer. The amount and type of works will be subject to approval by SE. Approval will only be sought if the SE investment is shown to meet the appropriate criteria for public sector investment in the site, including the following:

- the investment by SE must be necessary for the achievement of the development as demonstrated by a financial appraisal
- The post works condition of the site is taken into account when determining the sale price (based on open market value).
- the economic impacts of the development must be sufficient to justify the investment

Given any future sale will be based on open market value; the provisional sale price will **not** form part of the formal assessment (see Evaluation Process below).

### Submission Requirements

Offers **must** be accompanied by the following information which will allow Scottish Enterprise and GVA to evaluate the bids and select a preferred bidder(s).

(a) Bidders should provide a summary of their development history and outline potential composition of their development team, including the details of their design team and key contacts.

(b) Bidders should provide summary details of recent projects, to demonstrate their track record in the delivery of leisure based developments.

(c) SE will seek to obtain open market value for the interest being sold as confirmed by an independent surveyor. The site will be sold subject to the Bidder under a building lease/development agreement to be entered into with Scottish Enterprise regulating use, maintenance and other obligations. Further guidance on the submission requirements for the financial offer is included within the Evaluation section below.

(e) The financial basis of the offer including an outline development appraisal and funding strategy, which should include details of any overage provision (including triggers for same), and any conditions attached to the offer.

(f) Outline development appraisal which clearly sets out the quality of the proposed development and its context within the wider LLTNPA context. As a minimum, the following plans and information should be provided:-

- Written design statement setting out the scheme proposals and explaining how the proposals will be integrated with the Masterplan and, where relevant, how the proposals will meet planning and statutory requirements. It should also explain the access provisions for vehicular and pedestrian traffic.
- Proposed site layout plan at 1:1000 scale. The layout plan should clearly illustrate the how the proposals respond to key masterplanning issues such as density, open space and public realm provision and the relationship with Loch Lomond Shores.
- Site plan showing access, servicing and parking arrangements.

(g) An outline development programme identifying key milestones and delivery dates.

(h) Statement of proposed Community Benefits to be delivered by the proposals.

(i) An outline marketing plan should be provided to indicate how the Bidder will promote and manage the completed development.

Offers shall not be considered if any of the above items are not submitted at the closing date. Whilst fully intending to sell, the sellers are not bound to accept the highest or indeed any offer.

Each submission will be scored against each criterion according to the following scale:

- 0 – Nil or inadequate response. Fails to demonstrate an ability to meet the requirements;
- 1 – Poor – Partially relevant but generally poor response. Demonstrates some understanding but contains insufficient detail or explanation to demonstrate how the requirements will be met;
- 2 – Acceptable – Relevant and acceptable response. Demonstrates a broad understanding but lacks full details or explanations to demonstrate how the requirements will be met in specific areas;
- 3 – Good – Relevant and good response. Sufficiently detailed to demonstrate a good understanding and provides a clear explanation of how the requirements will be met;
- 4 – Excellent – Completely relevant and excellent overall response. Comprehensive and clear, demonstrates a thorough understanding and provides a persuasive explanation of how the requirements will be met in full.

### Evaluation Process

Submissions will be evaluated in accordance with the criteria noted in the section below.

Whilst bidders are required to submit their provisional purchase price it should be noted that this price will be adjusted to reflect open market value once detailed design/engineering appraisals have been undertaken.

The evaluation team will consider the developer’s submission against the following weighted criteria:-

Criteria	Weighting %
Achievement of SE design objectives	25
Achievement of SE economic objectives	25
Community Benefits	5
Developers experience and track record	5
Financial viability & funding strategy	20
Deliverability and programme	20
Total	100

### Further Information

All enquiries for further information should be directed to

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 Scottish Enterprise  
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## Information

This document does not claim to be an all inclusive and comprehensive schedule of information that a prospective purchaser may require in undertaking due diligence and financial appraisals to formulate and submit an offer for consideration to purchase. It may be subject to updating, revision, or amendment. Prospective purchasers should carry out their own investigations and analysis of the land that is offered for sale and should consult their own advisers before submitting and proceeding with any offer. The information contained within this Invitation to Treat will not constitute or form part of any offer, nor form the basis of any contract for sale. Any prospective purchaser must rely on the terms and conditions contained within such a contract for sale and be subject to such limitations and restrictions as may be specified therein.

## SUBMISSION INSTRUCTIONS

### Completion of response

Your response should be submitted in accordance with the Submission Instructions below.

### Confidentiality

Under the Freedom of Information (Scotland) Act 2002, Scottish Enterprise may need to disclose and/or publish any information you send us. If you think that any of the information included in your response is commercially confidential please identify it and explain (in broad terms) what harm might result from disclosure and/or publication. You should be aware that, even where you have indicated that information is commercially sensitive, we may be required to disclose and/or publish it.

### Sustainability Assessment

SE will require that all proposals will achieve a BREEAM Excellent rating.

### Submission of Response

Applicants must submit their completed response to **Malcolm Pearson, GVA James Bar, 205 St Vincent Street, Glasgow G2 5SG**, by no later than **12 noon on 26<sup>th</sup> June 2015**. Bidders should provide two hard copies of their submission together with one electronic copy.

### Treatment of Responses

An evaluation team will consider all valid responses and may invite applicants for presentations/interviews or seek further clarification of proposals contained in their response. We will evaluate each valid response to identify a preferred proposal, which we (at our sole discretion) wish to support on the basis of the information provided in the submission and the evaluation criteria.

When we have made a decision on the outcome of the submissions, we will inform you in writing as to whether or not your response has been selected for support and offer feedback to you. We reserve the right to reject part or all of any proposal or to accept any part or all of any proposal at our discretion. No part of the documentation submitted will be returned to the applicant.

### Queries

Any queries in relation to this opportunity should be submitted in writing to GVA no later than 19<sup>th</sup> June 2015. If responses are relevant to other applicants they will be communicated to all without disclosing the identities of the party who raised the query.

**Clarifications**

Any final clarifications will be issued to applicants not less than 7 days before the closing date for return of proposals. If necessary, we will revise the deadline to allow for this.

**Conflicts of Interest**

You should advise us as soon as possible if you think you may have a conflict of interest in respect of this Invitation. If there is a conflict of interest, we reserve the right to disqualify you from further involvement in the process.

**Incurred Expenses**

We will not pay any costs and expenses which may be incurred by you in connection with the preparation, submission, presentation or clarification of your response.

**Accuracy of Responses**

You should check the accuracy of your response prior to submission. A Response containing errors or omissions may, at our discretion, be referred back to you for correction and may be disqualified.

**Disclaimer**

Scottish Enterprise and/or GVA and/or our other advisers accept no liability for the accuracy, adequacy or completeness of any of the information provided or any opinions contained in this invitation, or of any other information made available during the process. If you submit a response, you will be deemed to have understood fully the requirements of this invitation. The submission of a response will imply acceptance of this provision by you. Any attempt to qualify this provision either expressly or implied, may result in your response being disqualified.