

223 Southwark

Park Road

opportunity

Guidance briefing document

11th June 2024

Contents

The Opportunity	3
Summary	3
What we are looking for.....	3
About the 223 Southwark Park Road premises	4
Lease arrangements	5
Proposal submissions	6
Who can submit proposals	6
Submission process	6
Submission content.....	6
Selection process.....	7
Evaluation and scoring.....	7
Programme for the selection process	8
Contact	8
Supplementary information	9
Appendix 1	9
Appendix 2	11
Appendix 3.....	11

The Opportunity

Summary

The London Borough of Southwark is seeking to select proposals for a key new destination space in the heart of one of its most exciting and vibrant local town centres, the Blue in Bermondsey – see Appendix 1 for background and local context.

The premises is the old Thorowgoods Furniture Store, which will be leased to the new operator.

The operator shall have the vision, resources and expertise to deliver the Council's and the community's objectives for this space and shall be anchored in a philosophy of achieving added social value for the local community.

What we are looking for

1. We are interested in ideas which can provide additional social value, such as a multi-arts cultural centre
2. We are looking to lease 223 Southwark Park Road for use as a vibrant destination venue for local people
3. We are looking to find an experienced operator to lease the space, with a track record of running successful and sustainable commercial operations
4. We are interested in a proposal which could bring as much new footfall as possible to the town centre
5. We are interested in ideas which can provide additional social value
6. We are keen to find uses which complement and build on the existing high street offer

The successful operator will set out a dynamic and interesting vision for a sustainable and complementary cultural proposal to be located at 223 Southwark Park Road. The council has no preconceptions about what the operating proposal might be and is receptive to a number of ideas that will enhance the cultural offer for the locality. The operator will however have to demonstrate a robust proposal that is financially sustainable; a solid track record of delivery will greatly support the bid proposal.

In addition, the operator will need to demonstrate the ability to take on the technical requirements of refurbishing and fitting out the space as set out in the section below.

About the 223 Southwark Park Road premises

The 223 Southwark Park Road premises is a key anchor store on the market square and was known as the Thorowgoods furniture. Please see Appendix 1 for more information about the background and context. The building is within walking distance from Bermondsey Tube and South Bermondsey station; bus routes 1 and 188 run on Southwark Park Road. Please see Appendix 2 for the marketing brochure.

The building is set over 2-storeys of a 1960-era building, with extensive ground floor shop windows overlooking directly onto the square and onto Southwark Park Road. It comprises a total of 6,023sqft (3,311sqft at grade with level access) and 2712sqft at First floor. The floor-to-ceiling heights are 3.95m on the ground floor and 3.33m on the first floor. Floor plans are available in the accompanying marketing brochure.

The property has been vacated for some time and will require extensive refurbishment and fit-out work. As set out in the lease arrangements section below, this opportunity will require the successful operator to lead on and manage all the stages required to deliver a functional premises, including design to planning and significant construction work.

It has been identified that part of the roof has collapsed at the rear of the building, which will require remedial work; that section of the roof is currently supported by acro props. The external shop windows have been damaged and are currently boarded up. The council is currently undertaking asbestos removal work and an updated asbestos report will be made available to applicants upon completion of the works. Unfortunately, due to this ongoing work, we cannot provide tours of the building to applicants, but photos of the interior as of May 2024 are attached at Appendix 3 and 4.

The council holds a level of survey information about the unit from inspections carried out in 2019, which can be made available to bidders via the website. This includes:

- EPC and EPC Recommendations (2019 valid to 2029)
- Building Regulations Fire Safety Compliance Report 2019
- CBS Mechanical and Electrical Engineering Report 2019
- Asbestos refurbishment and demolition survey 2019
- electrical intake cupboard diagrammatic layouts

The council is currently procuring additional survey works and undertaking basic necessary works to ensure that the building is safe for prospective operators to inspect.

Lease arrangements

The council is the freeholder of the building and will grant a 10-year lease on the premises.

The unit has been valued at £75,000 rent per annum but all offers will be considered – the key is a use which brings the most footfall to the town centre.

Rent will be charged exclusive of VAT.

The successful operator will be responsible for all outgoings associated with the occupation and use premises, such as business rates and utility bills.

Ratable value is £46,500 per annum.

A Rent-free period will be considered in lieu of fit out works and tangible social value impacts.

The successful operator will be responsible for developing design proposals and carrying out the necessary rectification works to the building and any adaptation extension or any form of remodeling including the procurement of a construction contract for carrying out the works.

The successful operator will also be responsible for procuring all necessary professional services to carry out the design and construction work.

Some funding may be available from the council as contribution to the fit out works, subject to the submitted business plan.

Proposals must demonstrate that a service provider has adequate funds available to invest in fitting out.

Other considerations:

- the existing use of the unit is for retail but the council is receptive to alternative uses such as a cultural centre (for the avoidance of doubt it cannot be used for residential use)

Proposal submissions

Who can submit proposals

This is an open selection process and the council is not obliged to accept any offer.

Submission process

Applications will be subject to a single round of detailed evaluation based upon the proposal submission, although the council reserves its right to request further information from an applicant to inform its decision.

The application period will run for four weeks from the launch of the guidance briefing document.

Submission content

Applicants should submit a proposal offer to the council based on the following information:

Quality:

A purpose statement that addresses:

- vision for the new facility in this locality
- summary of your community benefit offer
- business plan including proposed income and expenditure
- evidence of existing track record over last 5 years
- demonstration of ability to deliver a design and construction project
- an overview of the structure of your organisation
-

Price:

- the level of market rent assumed and projected expenditure for utilities and maintenance
- a proposed rent-free period, corresponding to offset on fit-out costs
- projected cost of fit-out of the facility
- evidence of funding to invest in the cost of fit-out works.

Submission format:

Submission proposals shall:

- be no longer than 10 A4 pages in length (Graphic illustrations and photos will be excluded from the page count)

- not exceed 15 MB in size

Selection process

All proposal submissions will be given due weighting based on quality and cost, as set out in Appendix 2 of this guidance briefing document:

- quality 60% evaluated against the criteria
- cost 40% evaluated against the criteria

Proposals will be evaluated by a panel of council officers and Community members.

Following evaluation, a selected number of applicant organisations will be invited to interview by the panel, which will include the Cabinet Member for Jobs, Skills and Business.

Evaluation and scoring

Evaluation

Criteria		Weighting	Overall Weighting
Quality			Quality 60%
Strong vision statement that aligns with Council and community aspirations and values	Score 1-5	10	Quality 60%
Business plan that demonstrates robust organisational structure and staffing arrangements and that sets out policy of inclusivity and diversity	Score 1-5	15	Quality 60%
Demonstration of capability to deliver design and construction contract.	Score 1-5	15	Quality 60%
Well considered and tangible social value proposals that pertain to the locality and demographics. Includes anticipated outcomes and benefits for the local area including increased footfall at the Blue.	Score 1-5	20	Quality 60%
Price			Price 40%
Rent proposal closest to market rent	Score 1-5	15	Price 40%
Evidence of balance of funding to fit-out the premises (above the £1.5m) if applicable	Pass / fail		Price 40%
Indicative budget for professional services and fit-out works, as benchmarked against similar projects.	Score 1-5	10	Price 40%
Cashflow over projected 10 years	Score 1-5	15	Price 40%

Scoring

Assessment	Description	Score
Excellent	Exceeds the required standard. Response answers the question with precision and relevance. Includes improvement through innovation/ added value.	5
Good	Most aspects of criteria are met. Comprehensive response in terms of detail and relevance to the questions.	4
Satisfactory	Meet the standards in most aspects but failed in some areas. Acceptable level of details, accuracy and relevance.	3
Limited	Fails the standard in most aspects but meets some. Limited information/inadequate/ only partially addresses the question.	2
Unsatisfactory	Significantly fails to meet the standard. Inadequate detail provided/ question not answered/ answers not directly relevant to the question.	1
Not eligible for consideration	Completely fails to meet the standard. Response significantly deficient/ no response.	0

Programme for the selection process

Indicative programme 2024

<u>Date</u>	<u>Activity</u>
W/c 10 th June	Advert published
W/c 17 th June	Launch of bid proposal opportunity
W/c 24 th June	Q&A period commences (Via email)
12 noon Friday 2nd August	Submission deadline
August/Sep	Evaluation
October	Interviews
November	Selection announcement

Contact

All tender submissions should be addressed to:

Deonte Hylton – Assistant Project Manager
Email: SustainableGrowthNorth@southwark.gov.uk

Supplementary information

Appendix 1

Local context and background: The Blue

The Blue is a historic marketplace and high street in the heart of Bermondsey, with a rich local history and is one stop on the Jubilee line from London Bridge, walking distance from the Thames, and at a strategic hub between the Old Kent Road, Canada Water and Bermondsey Spa redevelopment areas. Close by, The Blue stands to benefit from the significant footfall and investment into the Spa Terminus, Biscuit Factory and the Low Line projects.

A community-led regeneration strategy has been developed which seeks to build upon The Blue's identity as the Larder of London, where legendary brands such as Peek Freans biscuits and Pearce and Duffs custard have now made way for a range of 21st-century food production businesses, with a thriving and authentic local market hosting the cream of new makers, regular music festivals and films, and a fabulous social scene.

An award-winning design, with contributions from over 700 local people, has transformed the market and the wider town-centre into the vibrant space it is now. Key features include a new plinth for the lion artwork, innovative street furniture seating and a signature new clock tower, clad in tin can lids (made locally) that evokes the historic clock tower which stood on the Biscuit Factory and celebrates the history of the first tin can being invented in Bermondsey. A new opening from the Blue through to Blue Anchor Lane, which gives its name to the square.

From the community:

In July 2019 a community campaign led by Blue Bermondsey BID (Business Improvement District) and Big Local Works was successful in securing £2m funding from the GLA for the 'Made in Bermondsey' regeneration project centered on making key improvements to the Blue, our local marketplace.

Final works were completed in July 2022 and the market now has a first-class infrastructure for traders, local residents and visitors to use and enjoy the Blue Market place.

We feel that, as a community, we can now start to reverse the downward spiral the market and local economy have seen in recent years.

The vision is of a 'People-Powered' regeneration here, where we want to demonstrate the utopian value of the market square as a community space for multiple

generations, multiple cultures, and the crossing of boundaries through trade, shared culture, improved communication, and civic participation.

We want the Blue Market to:

- be an exemplar of a truly cosmopolitan marketplace: it will bring in, support, and encourage variety and diversity
- encourage people to trade, talk and socialize, and through this, understand, and collaborate with each other. A space for multiple generations, multiple cultures, and the crossing of boundaries,
- be the engine of the local economy, and of the community,
- thrive, so that it can compete, prosper, and become the go-to market for local people and begin to attract visitors from further afield.

The new market was designed by Hayatsu Architects. The revival of the market has been featured in the press as an exemplary urban design project for community regeneration.

We see it as a key part of our aim to change the 'story' of South Bermondsey, and the way our community conceives of itself.

From the 1st of October 22, Southwark Council granted Big Local Works (BLW) the licence to operate and manage the 'Blue Market'. BLW is a community-focused, economic inclusion and regeneration charity based at the Blue, South Bermondsey. We want to help create a thriving, inclusive local economy and community in which everyone can participate.

This is a first for all involved and we are fully committed, as a local charity, to take on the challenge of revitalising this historic market. Our ambition is to provide a local, positive and pro-active management solution for the Blue Market, focused on supporting the local economy and local entrepreneurs to start a business here.

This is a once-in-a-lifetime opportunity to make a fresh start so the market can realise its full potential and kickstart the revival of the area as a whole.

The lettings strategy for the Blue agreed in 2016 created a bespoke approach to lettings on the Bermondsey high street, with Southwark Council considering the impact their choice of retail tenants makes to the vibrancy and affordability of shopping on high streets, local parades and estates. The local residents' opinions have had a big impact on the shape of the high street, too, with the Commonplace survey with locals influencing the delivery of Bermondsey Uprising, Bermondsey Community Kitchen, Big Local Works, and a number of private commercial lets at the Blue. Southwark Council has also taken steps to update its letting policy, reversing the dominance of payday lenders and betting shops on the high street to cultivate a community destination.

Appendix 2

Marketing brochure (see attached)

Appendix 3

Interior photos - May 2024

Ground floor







First floor







