



Lisney

On the instructions of:

Development Brief

**Eglinton Yard, Glenarm Harbour, Glenarm, County Antrim, BT44 0AA**

Seafront regeneration development opportunity c. 1.26 acres (0.51 ha)



**Mid & East  
Antrim**  
Borough Council

*Boundary for Indicative Purposes only*



## Introduction

Mid & East Antrim Borough Council ('the Council') is releasing a site in Glenarm for development.

Interested parties are invited to submit their proposals for the site in accordance with the information presented in this Development Brief.

The Development Brief is presented under the following headings:-

- Location
- Surrounding Area
- Description
- Planning Considerations
- Additional Site Information
- Title
- VAT
- Conditions of Sale
- Assessment & Selection
- Cost Score Information - Price Bid
- Financial Considerations
- Exceptional Gain/Overage Provision
- Obtaining Full Documents for Submission
- Returning of Bids
- Further Information
- Viewing

The prime objective in providing this opportunity is to achieve a quality regeneration scheme that returns this vacant opportunity site to a viable and sustainable economic use which will contribute towards the wider regeneration and tourism ambitions of Glenarm.

Please note that Mid & East Antrim Borough Council is required to ensure a sound financial return in any disposal of this asset.



## Location

Glenarm lies along the Causeway Coast Route in Northern Ireland and means “valley of the army”. Situated 10 miles north of Larne and 18 miles north east of Ballymena, Glenarm is nestled at the foot of Glenarm Glen, the first of the nine Glens of Antrim.

Eglinton Yard (“the Subject Site”) is a strategically positioned regeneration development site that fronts onto New Road, the main thoroughfare in Glenarm and part of the world-renowned Causeway Coastal Route.

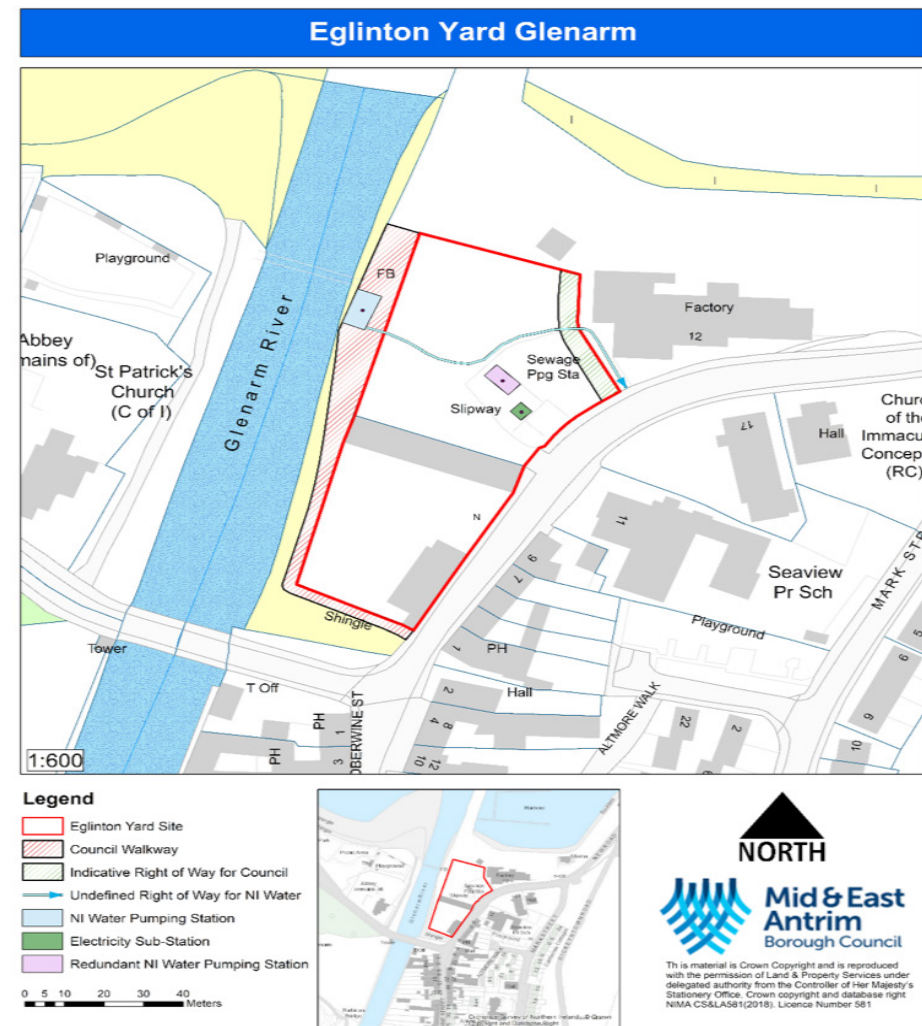
Eglinton Yard presents a really unique opportunity for an occupier / investor to capitalise upon the site's outstanding location in the heart of Glenarm village and in close proximity to local attractions including Glenarm Glen; Glenarm Castle and Glenarm Forest Park.

Glenarm Castle and Estate is an iconic landmark and tourist attraction within the village and supports a range of local businesses such as organic salmon farming. It also hosts an impressive range of annual events including the Highland Games and the Dalriada Festival of music and culture attracting over 90,000 visitors.

The nearby Glenarm Forest Park is also a popular destination for local walkers and visitors.

The Subject Site overlooks the popular Marina and Glenarm River. The Marina itself has 40 fully serviced pontoon berths within the village's historical limestone harbour.

Located directly opposite the Subject Site is the new Tourist Information Office. It shares the building with Steensons designer jewellers, an Economusée, where visitors have the opportunity to view and interact with silversmiths at work.



## Surrounding Area

The Causeway Coastal Route attracts visitors from across the globe, weaving its way along the coast of Mid and East Antrim and showcasing the very best of the Borough's attractions including Carrickfergus Castle, The Gobbins, Carnfunnock Country Park, Glenarm Castle, Carnlough Harbour and the Glens of Antrim.

The area is also renowned for its excellent access to sport, leisure and heritage, including golfing, marinas, walking, angling, beaches, museums and historic villages, attracting more than 500,000 visitors per annum across the Borough.

## Description

The Subject Site extends to c. 1.26 acres (0.51 Ha) and has picturesque views over the Marina and surrounding coastline. It also benefits from frontage onto the New Road.

The site includes an open sided warehouse, a number of outbuildings and a substantial hardcore yard area.

## Planning Considerations

The extant Area Plan is the Larne Area Plan 2010 adopted in 1998. The Subject Site is included within a proposed major Environmental Improvement Scheme. A significant proportion of the village is located within the Conservation Area and detailed guidance is contained in the Glenarm Design Guide 1994. The extant plan does not specify any specific land use zoning although the form of development will need to be sensitively designed to respect the context of the Conservation Area.

In 2010, The Prince's Foundation for the Built Environment prepared a 10 year Regeneration and Growth Strategy for Glenarm. The Subject Site was proposed for a new market square including retail, crafts, local food sales and a cafe plus a small element of residential. It should be noted that although this Strategy is not a statutory plan it is likely to be a material consideration in any planning application.

The Subject Site forms part of a larger site on which full planning permission was granted in June 2016 (Ref: F/2013/0152/F). This scheme comprises a new build café / gallery and conversion of Eglinton Yard into 4 retail / workshop units with apartments above framing a market square and 19 waterfront residential units. The application was submitted in June 2013 on behalf of Larne Borough Council with the intention of progressing The Prince's Foundation Regeneration Plan. The secured planning permission provides an indication of the appropriate conservation approach, bulk, scale and massing on the Subject Site. **However, any new proposal for the Subject Site would need to be tested through the planning process.**

In June 2017, the Glenarm Village Plan 2017- 2022 was produced on behalf of the community of Glenarm by Insight Solutions and Rural Development Council. The plan contains specific actions relating to physical improvements and community facilities being delivered in Glenarm. The report is not a statutory plan and does not contain any spatial planning for the village.

The new Local Development Plan (LDP) for Mid & East Antrim Borough Council is not expected to be completed until 2021. The Preferred Options Paper (POP) was published on 14 June 2017, and a POP Public Consultation Report was published in November 2017. The purpose of the POP was to stimulate debate on these issues to help inform the next stage of the LDP. Under Key Issue 11, Accommodating Future Tourism Demand the POP refers to the emerging Tourism Strategy which aims to use the untapped potential of the Causeway Coastal Route and the area's natural and built heritage offer to create a strong tourism brand identity and create a compelling package for attracting visitors. The preferred option 11a proposes to accommodate future tourism demand in a balanced and sustainable manner. It identifies Glenarm within the Sensitive Category - nature and scale of development would need to not be damaging to nature conservation interests or historic environment.

Interested parties are advised to make their own planning enquiries and site inspections to their own satisfaction.









## Additional Site Information

Additional information on the Subject Site can be found in the plans and reports which accompanied the previous planning application and are available to view on the Planning Portal <http://epicpublic.planningni.gov.uk/publicaccess/ref F/2013/0152/F>.

Site survey reports available on the Planning Portal include the following:

01/07/2013	Doc 5 Transport Assessment
01/07/2013	Doc 3 Historical Review
01/07/2013	Doc 6 Landscape design statement
01/07/2013	Doc 1 Geotechnical Support
01/07/2013	Doc 4 Impact Report
01/07/2013	Doc 2 Structural Report
10/07/2013	Doc 7 Bat Survey Report
09/12/2013	Doc 08
24/06/2014	Doc 07-1 Bat Survey
26/10/2015	Doc 9 - Flood Risk Assessment
10/11/2015	Doc 07-2- Bat Report

An asbestos management report dated 23/10/18 is available from the agent.

Any documents provided, or available on the Planning Portal are for information only and no liability is accepted for any reliance placed by third parties. Interested parties are advised to make their own site inspections to their own satisfaction.

## Title

Title to the Subject Site is registered in part in the Land Registry in Folio AN40121 County Antrim. The Council is the Registered Owner of the Subject Site with a Freehold Absolute title. The remaining part of the Subject Site is registered in the Registry of Deeds by way of Conveyance dated 21st October 1987 between The Right Honourable Alexander Randal Mark McDonald Viscount Dunluce to The Mayor Aldermen and Burgesses of the Borough of Larne. The Council is registered owner of the Subject Site in Registry of Deeds with a Freehold Absolute title.

There is a subsisting right of way coloured Green on the Conveyance dated 21st October 1987 map. The Council is not aware of any Leases or Licences, however, Northern Ireland Water has pumping stations and Northern Ireland Electricity has an electricity substation on or adjoining the property as indicated on the Site Plan available with the booklet of title. NIWater is agreeable in principle to relocating the redundant pumping station. NIE is agreeable in principle to removing the existing electricity substation but will consider whether it should be retained or relocated, subject to confirmation of any proposed development plans.

The Subject Site will be offered on a 999 year Lease subject to an annual nominal ground rent and a right of way granted to Council to adjoining lands and the NI Water and NI Electricity rights of way. The booklet of title documents and the draft Lease are available from the Agent.





## VAT

The Subject Site has **NOT** been opted to tax (VAT will not be charged on purchase monies).

## Conditions of Sale

The Subject Site will be marketed by way of a Development Brief with transfer of title upon satisfactory completion of the development. Interested parties are invited to submit proposals to ensure that this opportunity site is developed in accordance with the aims of Mid & East Antrim Borough Council.

The disposal will be subject to the following conditions:-

1. Following appointment of the preferred developer the Council will issue a Lease. The final agreed terms will be subject to formal Council approval. The Lease with the preferred developer must be executed within 6 months of issue of same by the Council.
2. The preferred developer will be required to provide 10% of the financial bid as a non-refundable deposit at the time of signing the Lease.
3. The Council propose a target date for Development of these lands by 31st December 2022. The preferred developer is required to submit a planning application within 12 months of the execution of the Lease. Failure to submit a planning application within twelve months of the execution of the Lease may lead to an option to terminate.
4. The preferred developer will be required to provide a further 50% of the financial bid on receipt of the first Planning Permission granted.
5. Building work to commence on the development within 6 months of the first Planning Permission granted.
6. If necessary a Building Licence Agreement will be entered into to enable development work to be undertaken on the Subject Site.
7. The preferred developer will be granted a long leasehold title for the Subject Site and this will transfer to the preferred developer on the basis of the remaining balance of the site price as agreed in the financial bid.

This Development Brief is intended to provide information as to the nature of the Subject Site and anything contained herein is not to be construed as a representation by the Council or its agent. All matters contained within this Development Brief are subject to contract/Lease.

Mid & East Antrim Borough Council is not bound to accept or proceed with any offer pursuant to this Development Brief and reserve the right to negotiate with any bidder to obtain further information/clarification on the detail of any proposal. All bidders will bear their own costs and expenditure associated with the preparation and submission of their proposals.

The Council is obligated by Section 96(5) of the Local Government (NI) Act 1972 to obtain the best price or the best rent or the best terms that it can when disposing of land, except with the approval of the Department for Communities.

Depending, therefore, on the nature of the preferred bid, the Council may have to seek departmental consent to the particular Development proceeding. Should the Council seek such consent, and such consent not be forthcoming, then the Council will not be obliged to proceed with that bid, and shall have no liability in relation to the Bidder should this be the case.

## Assessment and Selection

Those interested in taking forward the development of the Eglington Yard site must prepare a written submission in response to the Assessment Criteria below.

Bidders are asked that they read the below requirements carefully and they are reminded that it is their responsibility to ensure they provide the required information and evidence for each requirement and criteria.

All information required to address each criteria below must be submitted before the **closing date of 12 noon on Thursday 21st February 2019**. The evaluation process is in two stages, Selection and Award. The evaluation methodology and marking scheme in terms of scoring and weightings which will be applied to this process are outlined below. This process will be evaluated as follows.

### **STAGE 1 – Mandatory Selection Criteria.**

This stage of the process comprises of mandatory exclusion questions as part of the process.

Bidders MUST demonstrate how they meet all of the Mandatory Selection Criteria in Stage 1 before progressing to Stage 2.

### **Assessment Criteria.**

	Selection Criteria	Score
1	Provide details of the developer and team. <ul style="list-style-type: none"> <li>• Details of the developer company structure and its composition.</li> <li>• You must also include details of the structure of any proposed consortium members and arrangements with same.</li> </ul>	Satisfactory detail submitted Pass, otherwise Fail.
2	A summary description of the proposed development plus an estimate of development costs.  Sketch plans showing the proposed development.	Satisfactory detail submitted Pass, otherwise Fail.
3	Financial standing and access to funds. Provide details of the following: <ul style="list-style-type: none"> <li>• Proof of funds for the acquisition of the Eglington Yard site on the basis of your financial bid, to be evidenced by a bank or funder letter confirming available funds for the specific acquisition.</li> <li>• Explain the process on how you would access funding for the full development cost of proposed scheme, to include evidence by an appropriate letter from a bank or funder confirming support in principle and highlighting any pertinent conditions to securing debt finance.</li> </ul>	Satisfactory detail submitted Pass, otherwise Fail.



4	Confirmation of acceptance of the proposed Heads of Terms as set out in the draft Lease. The Council may make such amendments as may be necessary to take account of changes in law since the date of this Development Brief or such amendments as the Council reasonably determined.	Satisfactory acceptance of the Heads of Terms, Pass otherwise Fail.
	<i>Failure to PASS ALL the criteria listed above will result in the tender bid not progressing any further in the tender process.</i>	

## STAGE 2

	Award Criteria	Weighting
5	Price bid for acquisition of the site.	30%
	<p><i>For Sections 6 – 9 below bidders must complete and return the formal response document.</i></p> <p><b>Your response which address all the following criteria must not exceed a total of 30 sides of A4 with size 12 type, excluding any maps you may submit. Any detail submitted in excess of the 30 page limit will not be assessed.</b></p>	
6	<p>Demonstrate the capacity and capability of the developer and any proposed consortium members to fulfil delivery of your proposal.</p> <p>This should include but not be limited to:</p> <ul style="list-style-type: none"> <li>• Detail delivery of 2 similar development schemes in the last 7 years, with examples, to include description of development, gross development costs, development programme, funding arrangements and end use occupation.</li> </ul>	15%
7	<p>Deliverability of Scheme from a Planning Perspective.</p> <p>Provide details of how your proposed development meets the statutory and wider planning considerations of the site and Glenarm village including how it respects the Conservation Area designation.</p> <p>By way of example this can be demonstrated by way of a 'Design Concept Statement'.</p>	5%

8	<p>Development Programme and Delivery Plan.</p> <p>Provide details of your proposed development programme to meet the final proposed delivery date for all development of 31st December 2022.</p> <ul style="list-style-type: none"> <li>• Details should be provided of the activities and proposed dates relating to, for example, pre-planning, planning, construction, marketing and end user occupation aspects of the development:</li> <li>• Details should also be provided of the proposed Delivery Plan for the operational phase of the development post construction.</li> </ul>	10%
9	<p>Desirability of Scheme from a Regeneration and Tourism Perspective. AMPLIFY is the Council's Integrated Economic Development Strategy for Mid and East Antrim 2018-2030. Within this strategy, tourism is highlighted as one of five priority sectors for the Council. Provide details of your proposed development including:</p> <ul style="list-style-type: none"> <li>• Details of how the proposal will make a positive contribution to the local economy including a forecast of economic benefits and details of the economic sustainability of the proposal:</li> <li>• Details of how the proposed development both complements and builds on the tourism offer of Glenarm and the wider Mid and East Antrim Borough and is able to generate additional tourists and visitors.</li> </ul>	15%
	TOTAL	100%

With the exception of the financial bid, (question 5) written responses to each assessment criteria within Stage 2 award will be scored from 0 to 5 and the appropriate weighting then applied to produce a mark. The maximum mark is 5 as set out in the table below:

The following table sets out the scoring guidance for this quality criterion:

Score	Assessment	Indicator
0	No Response Provided	Failed to address the questions.
1	Unacceptable Response	An unacceptable response with serious reservations. Limited detail of the methodology, serious reservations over the successful delivery of the project.
2	Poor Response	A poor response with some reservations. Lacks convincing detail of the methodology, some reservations over the successful delivery of the project.
3	Satisfactory Response	Meets Requirements. The response generally meets the Client's requirements, but lacks sufficient detail to warrant a higher mark, minimal reservations over the successful delivery of the project.
4	Good Response	A good response that meets the Client's requirements with good supporting evidence. Demonstrates good understanding of the project needs, with no reservations over the successful delivery of the project.
5	Excellent Response	Excellent response that meets the requirements. Indicates an excellent response with detailed supporting evidence and no weaknesses. Demonstrates an excellent understanding of the project needs, with no reservations over the successful delivery of the project.



## Cost Score Information - Price Bid.

The weighting for the cost is **30%** with the following formula applied.

**Price Bid Score = PB / HPB x 30**

Where:

HPB = price bid of the highest acceptable bid submitted is divided by

PB = the price bid of the Bid being scored

This will allow each Bidder to achieve a percentage score in the Commercial assessment, calculated to two decimal points, for the priced element of their bid.

The Bidder with the highest bid Cost will be awarded the full cost score available (**30%**). The remaining bidders will be allocated a pro rata percentage using the formula above.

## Financial Considerations

Guide Price - offers around £200,000 exclusive.

The agreed purchase price will be payable as follows:

- 10% non-refundable deposit of financial bid payable on execution of the Lease.

The balance of the financial bid will be payable as follows:

- A further 50% upon receipt of the first Planning Permission granted for the proposed development.

- Remainder of the outstanding balance (40%) of the purchase price to be paid within twelve months of the first Planning Permission granted.

## Exceptional Gain/Overage Provision

There will be an appropriate provision in the contract to provide for the Council to share in any exceptional development gain on the site.

## Obtaining Full Documents for Submission

You must register with Lisney to obtain full Development Brief documentation and be able to respond to the opportunity.

Please contact:

Andrew Gawley

028 9050 1501

agawley@lisney.com



## Returning of Bids

All bids must be directly returned only to the following:

Sam Faulkner  
Procurement Manager  
Mid & East Antrim Borough Council  
Unit 11 Galgorm Court,  
Fenaghy Road,  
Galgorm  
Ballymena  
BT42 1HW

Your envelope / package must be marked in the top left hand corner "Bid for Glenarm"

Bids submitted to any other Council Office, location or directly to the selling agent will not be accepted and rejected from the process.

Bids must be submitted strictly in accordance with the methods detailed within this document

Please ensure you have enclosed all material relevant to the evaluation criteria identified within this document.

All bids must be returned **ONLY** in HARD COPY providing at least 4 copies.

**All bids to arrive directly at the specified address above not later than 12 NOON ON 21st FEBRUARY 2019**

The onus is on you the bidder to ensure fully completed bids are received at the Council Offices address above before the time specified.

Late or partially completed bids will not be accepted.

The Council will not accept bids by any other means other than directly to the specified address above, nor will it accept faxed or emailed bids.

The Council is not bound to accept the highest or any bid.

Bids can be delivered by hand to the specified address above during office hours 9am – 5pm Monday to Friday. You must obtain an official receipt from procurement if you hand deliver.

If submissions are posted they should be sent by a recorded delivery method whereby they must be signed for by procurement.

Mid and East Antrim Borough Council cannot accept responsibility for any postal delays.

Bidders must answer all questions as accurately and concisely as possible in the same order as the questions are presented.

All documentation must be completed and submitted in English.

Bidders must be explicit and comprehensive in their responses as it will be the single source of information on which responses shall be scored and ranked.

Bidders are advised neither to make any assumptions about their past or current relationships with the Council, nor to assume that such prior business relationships will be taken into account in the evaluation procedure.

The bidder shall be deemed to have obtained for itself all necessary information as to risks and any other circumstances which might reasonably influence or affect the bidder's submission.

No alteration to the text of any of the submission documents will be permitted, and if any are made, the submission may be rejected. Failure to complete any part of the documents may also incur rejection of the submission.

The Council is not obliged to consider or accept alternative offers. Similarly offers made subject to additional or alternative Conditions of Contract may be rejected.

Bidders or any representatives thereof will not be permitted to be present when the bids are opened.

**All prices / bids should be quoted in pounds sterling and shall be exclusive of VAT**





## Viewing

Please contact the agent for further information on viewing arrangements.

## Contact

**Andrew Gawley**

[agawley@lisney.com](mailto:agawley@lisney.com)

028 9050 1501

or

**Philip Culbert**

[pculbert@lisney.com](mailto:pculbert@lisney.com)

028 9050 1501

## Further Information

Further information on all elements of the Development Brief or the site itself can be obtained from the appointed agents, Lisney or by visiting the agent's website at [www.lisney.com](http://www.lisney.com).

This Development Brief is for general guidance only and while the information provided is done so in good faith, Lisney and Mid & East Antrim Borough Council cannot accept any warranty as to its accuracy. Interested parties are not entitled to place reliance on the information provided and must satisfy themselves by inspection or otherwise as to the correctness of the information contained therein.