

## **Proposal to Ryde Town Council**

### **From East Hampshire District Council-RegenCo**

**Preparation of an 'Options Study' associated with the establishment of a 'NewCo' to enable Ryde Town Council to adopt a more 'commercial' approach**

#### **Introduction**

Ryde Town Council (RTC) has an ambitious agenda for the future development of the town of Ryde and of the role of the Town Council in enabling the realisation of the overall vision.

Critical to the realisation of the vision is consideration of the most appropriate governance framework and associated legal structures (possibly including a 'NewCo') to facilitate particularly any 'commercial activities' that might underpin this workplan.

EHDC-RegenCo have been approached to help the Council understand the pros and cons of various options for any 'NewCo' and help develop the chosen option.

This proposal outlines a suggested initial 2-stage workplan associated with this work. It is accompanied by a fee proposal.

#### **Background**

Earlier this year, the Council held a 'Business Planning Workshop' where various members and officers discussed the future of the town and the Council's role in facilitating that. Subsequent discussions have identified a number of potential activities that could help realise this more general 'vision'. These have been grouped into 3 general categories – commercial activities; services; and property – with specific opportunities including:

- Commercial – beach management, Ryde Harbour, deckchair and watersports hire, community transport, electric bike and scooter hire;
- Services – managing parks and beaches, innovation centre, promoting Ryde as a tourist destination;
- Property – social housing development, purchase of St Thomas Church, purchase of Ryde Town Hall / Theatre, purchase of Ryde Harbour, leasing current Network Ryde.

Councillors and officers would like advice on what are the most appropriate structures to enable these aspirations to be realised in the most appropriate and cost-effective way bearing in mind both present circumstances but also with an eye to building in long-term financial and organisational sustainability.

Options that have been provisionally suggested include a potential community interest company structure or similar as a suitable vehicle to ring-fence property acquisitions, such as The Ryde Town Hall / Theatre. The Council would wish to understand how this/these might be funded or run; whether this would be external to the Council; how it could be supported by the local community and other stakeholders; how legacy funding would work; etc.

Similarly, there have been initial discussions associated with setting up a suitable vehicle to promote the Town, such as a holding company with subsidiary companies for various projects, such as the Heritage Action Zone; a Cultural Consortium; skills & apprentices; individual regeneration projects; etc.

### **EHDC-RegenCo**

EHDC-RegenCo have been approached for assistance because of our track record on similar projects and the potential benefits of our 'government-to-government' procurement offer. This short, costed proposal includes a proposed 2-stage workplan and anticipated timelines to achieve an initial September target date. It clarifies other information and contacts we will may require to complete the commission.

### **Our Proposal**

EHDC-RegenCo propose that Steve Pearce and Hazel Warwick (who are already working with the Council with respect to the production of an Outline Business Case for the potential acquisition of The Ryde Town Hall / Theatre) prepare an 'issues and options' paper on the pros and cons of various options on structures as referred above that will best enable the Council to address their desire for a more 'commercial' approach to some of their existing and potential future activities.

We suggest this 'issues and options' paper is discussed at a facilitated 'workshop' with key players within the Council enabling clarity on the selection of the 'preferred option'.

The second strand of work (the subject of a follow up proposal) will entail the actual development work and formal 'set up' of the 'preferred option' as agreed.

We believe the first strand will comprise 12 days work in total as shown below and to comprise background reading, discussions with a few key players, production of issues and options report, and presentation to and facilitation of a workshop.

The workplan and days allowance for 'stage 2' will only be determined once the workshop has been held.

## **EHDC-RegenCo experience**

EHDC-RegenCo have experience of the development of successful 'company structures' for a number of projects across the south of England and elsewhere. We have helped local authorities and their development partners establish a variety of structures related to housing and commercial development and the management of the resultant projects. We have also helped local authorities and their development partners establish development trusts to develop and manage a mixed portfolio of building and community service projects. We have also assisted in the development of business cases to support grant awards to enable the 'structures' and the projects to be realised.

### **Added benefit of working with RegenCo**

RegenCo is a regeneration advisory, consultancy and delivery service created by East Hampshire District Council following the success of the Whitehill & Bordon project in the north-east of the district. The Whitehill & Bordon project entailed the redevelopment of the Bordon army garrison with 3,350 new homes, the creation of 5,000 new jobs and a wide array of supporting social and physical infrastructure. The scheme also contributed to the regeneration of the surrounding settlement of Whitehill that was otherwise 'under-performing' and exhibiting most of the less desirable characteristics of a 'garrison town'.

This scheme is progressing very well and is highly regarded as an exemplar of 'partnership regeneration'.

East Hampshire was asked by many other authorities for advice and support on replicating this success and so RegenCo was borne.

**For the avoidance of doubt**, RegenCo is not a separate legal entity. It is the Council, and RegenCo is simply a 'brand'.

This means that any other local authority and many other public bodies can contract with RegenCo without the need for and time, cost and risks associated with traditional procurement. We have contracted on this basis with over 20 other local authorities etc over the last 5 years.

EHDC-RegenCo comprises the Council's in-house staff (planners, economic development, housing and regeneration experts) together with an extensive 'pool' of other specialists that we have recruited onto our OJEU-compliant frameworks. This provides us with access to other specialists from a wide array of regeneration professional disciplines.

### **Fee Proposal**

The EHDC-RegenCo fee for preparing the Stage 1 'Issues and Options' report to be presented to a workshop will be £9,387.00 for 12 days' work as shown below. The fee includes expenses (to be charged at cost – estimated at 5%) but is exclusive of VAT. Additional work will be charged at the rates referred below.

Associate	Days	Client fee	Client TOTAL	With expenses 5%
Steve	4	£ 745.00	£ 2,980.00	£ 3,129.00
Hazel	8	£ 745.00	£ 5,960.00	£ 6,258.00
<b>TOTAL</b>	<b>12</b>		<b>£ 8,940.00</b>	<b>£ 9,387.00</b>

Steve Pearce  
Associate Director  
EHDC-RegenCo

10<sup>th</sup> August 2020