

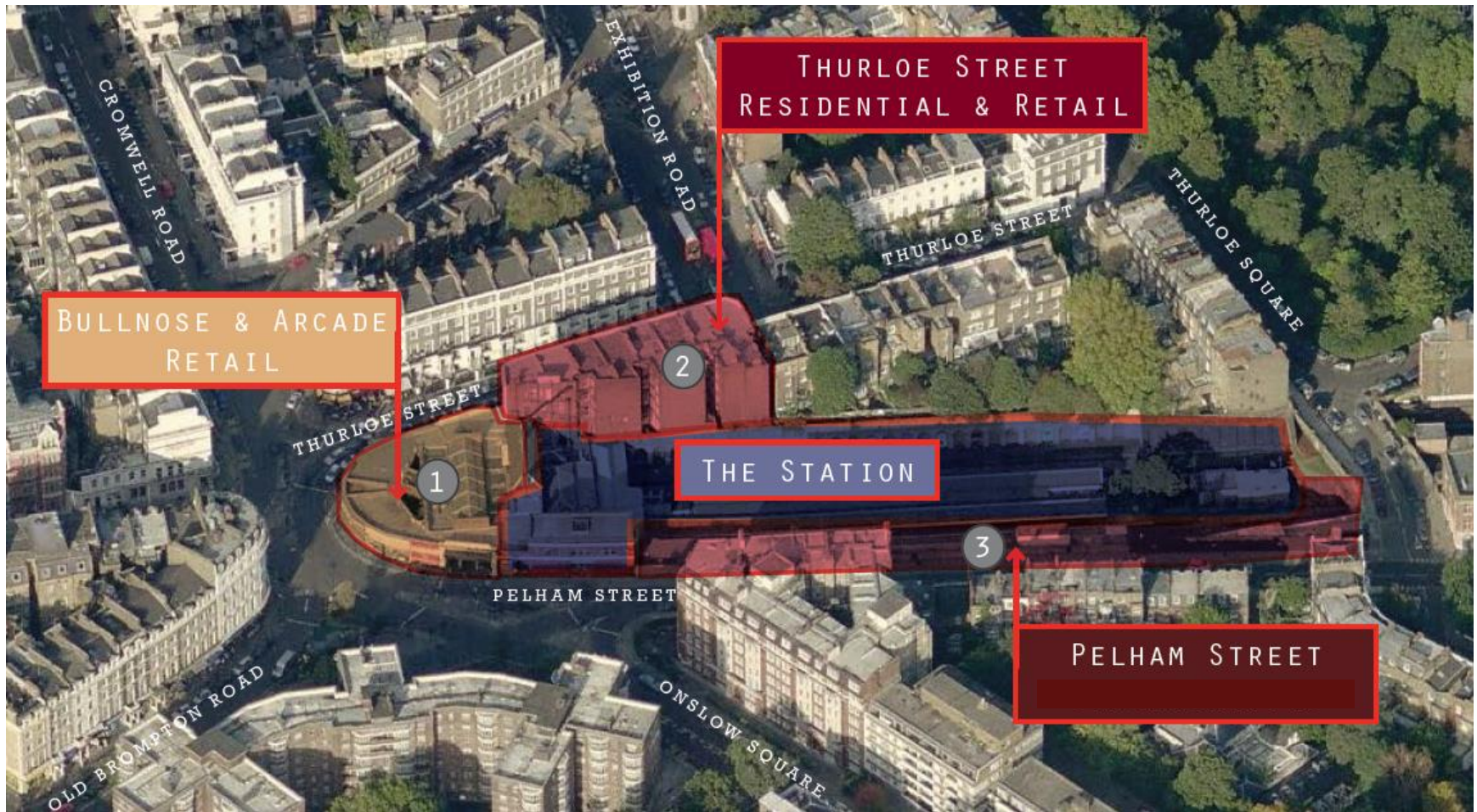
23 MARCH 2017

South Kensington CWG: Around Station Development



EVERY JOURNEY MATTERS

Key elements



Our objectives

- To deliver **exemplary development**
- To **preserve and enhance the historic architecture** of South Kensington Station.
- To provide a **good quality and respectful scale** of development and mix of uses that **receives a broad consensus of local community support**
- To restore the arcade
- To provide **new homes and jobs**
- To restore Pelham Street **in keeping with the local and historical contexts**
- Enable **step-free access** to the station



Summary of the base scheme



Thurloe Street

- Light touch refurbishment
- Restore heritage shop fronts
- New step-free station entrance



Arcade and Bullnose

- Restore heritage shopfronts in the Arcade
- First floor extension to Bullnose (Gallery or Restaurant use)



Pelham Street

- 6 new shops on ground floor
- 2 storeys of residential above (11 apartments)
- Office use on the corner with Thurloe Square Bridge



Our approach to getting the right development partner

- Bespoke approach – going outside TfL’s property partnership framework
- We want to retain freehold ownership and want to retain a significant stake in the retail element of the scheme
- We are seeking a long-term partner
- Maximise the potential of the ASD:
 - Delivery of a good quality, respectful development that provides step-free access to the District and Circle lines
 - Maximise the long-term value, including a long-term revenue stream
- We will be as open and transparent as possible throughout the process, in the future there will be restrictions on what we can share due to commercial sensitives
- Any future announcements will be communicated with CWG



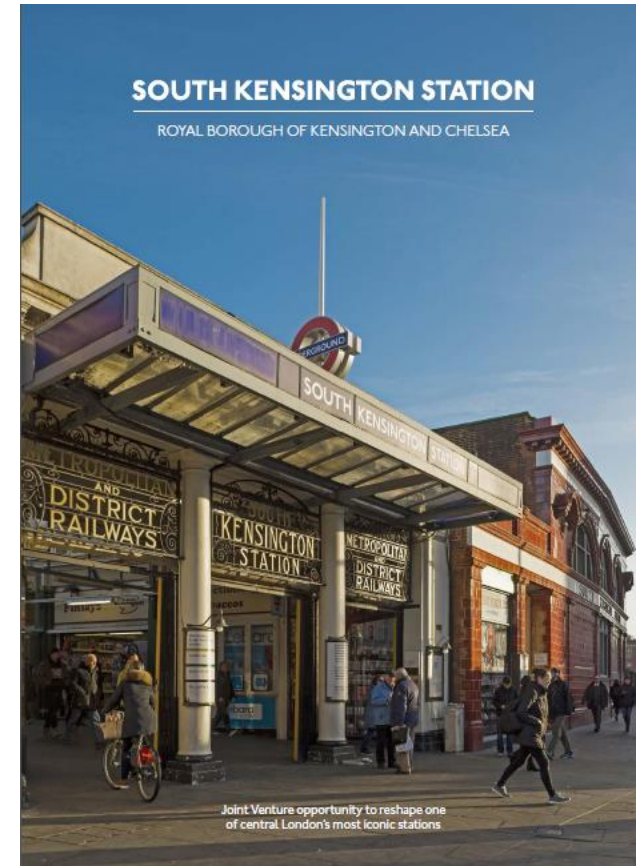
Procurement

- Issued a 'Prior Information Notice (PIN)' in January 2017 to notify the market we will be seeking a Joint Venture partner to develop the site
- Appointed Savills to provide specialist procurement and marketing advice:
 - Procurement materials
 - Soft market testing
 - Advice through process
 - Selected competitive dialogue OJEU process (3 stages)



Stage 1 – Qualification

- Planned launch on 28 March 2017
- Four weeks for bidders to express interest
- Six bidders long listed
- Long list will be selected based on their experience. Key factors include:
 - Financial strength
 - Experience of partnering with organisations
 - Experience at curating retail
 - Development around infrastructure



Stage 1 - Qualification

- A number of documents available for bidders
- E.g. Title Summary, Development Brief, Area Schedules and Station configuration plans
- Available to CWG members on request

#	Document Name
1	Brochure
2	Memorandum of Information
3	Title Summary
4	Energy Performance Certificates
5	Design Reports <ul style="list-style-type: none"> i. Stage I Report Volume 1 (September 2016) ii. Stage I Report Volume 2: Appendices (September 2016) iii. Stage I Report Feasibility Study Addendum (February 2017)
6	Development Brief
7	Retail Strategy
8	Area Schedules for the existing buildings
9	Areas schedules for the proposed Base Scheme
10	Daylight Sunlight Report
11	Single Station Strategy
12	Station Configuration Plans during Development Works and Station Enhancement Works



Stage 1 - Communications

- Notifying local stakeholders including:
 - Our tenants
 - CWG members and other neighbouring groups
 - RBKC officers and councillors
 - Local MP
- Press release next week to coincide with OJEU notice



Stage 2 & 3 – Outline solutions, dialogue and final tender

- More detailed material released to bidders
- Long list of six bidders will be invited to critique and propose potential enhancements to the base scheme
- Bids assessed against weighted evaluation criteria:
 - 60% Technical and 40% Financial
- Shortlist to three bidders and negotiate with them
- Invite final tenders
- Select preferred bidder



Procurement stages - summary

- **OJEU launch** (28 March 2017)
- **Stage 1 – Qualification** (March to May 2017)
 - Bidders chosen based on experience
 - Result = long list of 6 bidders
- **Stage 2 – Outline solutions** (June to September 2017)
 - Bidders provide critical commentary of the brief
 - Result = shortlist to 3 bidders
- **Stage 3 – Dialogue and final tender** (October to December 2017)
 - Bidders compete on concept scheme
 - Result = preferred bidder selected



CWG next steps

- Pelham Street Residents Association (PSRA)
 - Michael Goar, Chair
 - PSRA represents 17 residents across Pelham Street
 - Recommend that PSRA joins future CWG meetings
- Future meetings:
 - June 2017 to update on SCU and ASD
 - November - December 2017 selection of preferred bidder

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