

NORTH LINCOLNSHIRE COUNCIL

PUBLIC PARTICIPATION AND CULTURE CABINET MEMBER

PROCUREMENT OF A PARTNER CONCESSION AT NORMANBY HALL

1. OBJECT AND KEY POINTS IN THIS REPORT

- 1.1 To approve the tender for a partner concession at Normanby Hall Country Park for golf and associated services.

2. BACKGROUND INFORMATION

- 2.1 The Council continues to build upon the reputation and significance of Normanby Hall Country Park in showcasing and celebrating North Lincolnshire as a special place to visit, stay, work and invest. The Normanby Hall Country Park Plan sets an ambition that by 2020 the whole site will be self-sustaining with North Lincolnshire Council as the commissioner of high quality services and events utilising the unique nature of the hall, gardens, parklands and golf facilities.
- 2.2 The proposal is to tender a concession to:
- enable an innovative and flexible approach to the delivery of the golfing offer at Normanby Hall Country Park in order to increase participation and encourage a wider age range of people to participate in the sport and promote better health and wellbeing among North Lincolnshire residents
 - invest in the longer term golf and catering provision to secure an ongoing annual income with the potential to profit share.
- 2.3 The tender will be a “Concession Contract” under EU regulations as an Open procedure competition. This means the provider operates the provision and collects revenue in order to repay the financing and investments costs, maintain and operate the provision. To incentivise providers, the Authority will offer a tapered budget over the first years of the contract. The duration of the anticipated contract will be a ten-year lease with the option of a further five-year extension. The anticipated commencement date would be September 2018.

3. OPTIONS FOR CONSIDERATION

- 3.1 To tender for a concession at Normanby Hall Country Park for golf and associated services.

4. ANALYSIS OF OPTIONS

- 4.1 Tendering a concession has the potential to increase investment in the longer-term golf provision at Normanby Hall Country Park, whilst delivering a balanced budget from the Council within the term of the contract.
Associated services include catering and other functions directly linked to the golfing facilities.

5. RESOURCE IMPLICATIONS (FINANCIAL, STAFFING, PROPERTY, IT)

- 5.1 The tendering of the new frameworks will be achieved by using existing resources.

6. OUTCOME OF INTEGRATED IMPACT ASSESSMENT (IF APPLICABLE)

- 6.1 NA

7. OUTCOMES OF CONSULTATION AND CONFLICTS OF INTERESTS DECLARED

- 7.1 NA

8. RECOMMENDATIONS

- 8.1 That the Cabinet Member approves the tendering for a concession at Normanby Hall Country Park for golf and associated services.

DIRECTOR: LEARNING SKILLS AND CULTURE

Civic Centre
Ashby Road
SCUNTHORPE
North Lincolnshire
DN16 1AB

Author: Sandra Simmons – Head of Participation and Achievement
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Background Papers used in the preparation of this report:
The Normanby Hall Country Park Plan 2017 - 2020