

Scoring Matrix Category B - Acquisition for District Wide Benefits

Name of Proposal

Scoring Appraisal	4	3	2	1	0	Score	Weighting
Criteria	Excellent/very good	Good	acceptable	marginal	unacceptable		
Location	major secondary	micro secondary	tertiary	non-market locations	prime sites	4	5
Market Failure	clear evidence of market failure	marginal to private sector	design quality not deliverable by private sector	potential private sector interest	confirmed private sector interest	4	5
Market Tenant demand	clear interest	good potential/no supply	reasonable interest/some supply	some interest	minimal interest	4	4
Lease potential	single let, good covenant and 11+ years	multiple let, good covenant and 10 years	limited trading performance and 5 years	new start-ups	Poor tenant covenant	4	3
Repairing terms	Full repair and insure by tenant	internal repair 100% recoverable through service charge	internal repairing - partially recoverable through service charge	internal repairing - other works non recoverable through the service charge	landlord responsibilities	4	3
Socio-economic benefits	strong added value and catalytic effect	job growth in priority sectors	local job growth and/or retention	nominal job growth and/or retention	minimal job growth	4	3
Lot sizes	£3m-£5M	£2.5-£3m	£2m-£2.5	£1-£2m	<£1m	4	2
					Score		100%
						check box for Y	
Which category of PWLB defined Activity does the proposal fall under:							
Service delivery: This is expenditure on assets that form part of the authority's public service delivery						<input type="checkbox"/>	if no then don't proceed
Regeneration: This involves direct investments in assets to generate additional social or economic benefits.						<input type="checkbox"/>	if no then don't proceed
Preventative action: This is a special category which involves direct financial support to local companies or acquiring assets as a way to protect jobs, prevent social or economic decline						<input type="checkbox"/>	if no then don't proceed

Has the opportunity been assessed against the Bid Smart process to ensure there are no other existing funds that can be applied for and used.	<input type="checkbox"/>	
Has the opportunity scored zero against any category it will automatically be dismissed and not progressed further.	<input type="checkbox"/>	
If an opportunity scores one against two different categories then it will also be dismissed and not progressed further.	<input type="checkbox"/>	
For an opportunity to progress to Outline Business Case, it must score more than 65% and provide an indicative net return of more than 1.25%.	<input type="checkbox"/>	
Where multiple opportunities are being considered at the same time, and where there is limited investment fund available, that opportunity with the highest score (and above 65%) will be progressed to Outline Business Case	<input type="checkbox"/>	
Sector – No more than 35% should be invested in any sector and a balance of traditional and alternative sectors should be broadly maintained in line with the above sector target weighting recommendations.	<input type="checkbox"/>	
WAULT- A weighted average unexpired lease term (WAULT) in excess of 5 years should be maintained across the portfolio to protect against short term fluctuations in tenant demand and to maintain the security level of the revenue stream.	<input type="checkbox"/>	
Individual properties will be fully financially and physically appraised using the risk and return matrix. This will be specific to each and every property proposed for purchase.	<input type="checkbox"/>	
Minimising management and risk. Preference will be given to single occupancy investments although multi-let properties or multi-unit schemes will still be considered.	<input type="checkbox"/>	
Location within EDDC Boundary only	<input type="checkbox"/>	
Inclusion in the EDDC area or the impact on the economy of EDDC will be a deciding factor when all other attributes are equal.	<input type="checkbox"/>	
Market Rent (MR) (fair market value of property while rented out in a lease) should be equal to or above passing rent (the rent that	<input type="checkbox"/>	
Market sectors and locations with rental growth and good letting prospects will be actively sought.	<input type="checkbox"/>	
Planning approvals of that and any other surrounding developments , in situ- or proposed.	<input type="checkbox"/>	

Scoring Matrix Category C - Direct Development Commercial Properties

Name of Proposal

Scoring Appraisal	4	3	2	1	0	Score	Weighting	Weighted Score
Criteria	Excellent/very good	Good	acceptable	marginal	unacceptable			
Location	Local Prime	Major Secondary	Micro Secondary	Tertiary	non-market location	4	6	24
Market Demand	Proven take up - pre let agreed	clear interest prelet agreed	Good evidence - no prelet	Some interest - no pre-let agreed	minimal interest - no prelet agreed	4	6	24
Lease potential	single let, good covenant and 11+ years	single let, good covenant and 15+ years	multilet with good covenant and 15+ years	multi let good covenant 10+ years	<10 year lease	4	3	12
Repairing terms	Full repair and insure by tenant	internal repair 100% recoverable through service charge	internal repairing - partially recoverable through service charge	internal repairing - other works non recoverable through the service charge	landlord responsibilities	4	4	16
Socio-economic benefits	strong added value and catalytic effect	job growth in priority sectors	local job growth and/or retention	nominal job growth and/or retention	minimal job growth	4	2	8
Development Costs	£2m-£3M	£1-£2m	£3m-£5	<£1m	>£5m	0	2	0
					Score			91%
Which category of PWLB defined Activity does the proposal fall under:						check box for Y		
Service delivery: This is expenditure on assets that form part of the authority's public service delivery						<input type="checkbox"/>	if no then don't proceed	
Regeneration: This involves direct investments in assets to generate additional social or economic benefits.						<input type="checkbox"/>	if no then don't proceed	
Preventative action: This is a special category which involves direct financial support to local companies or acquiring assets as a way to protect jobs, prevent						<input type="checkbox"/>	if no then don't proceed	
Has the opportunity been assessed against the Bid Smart process to ensure there are no other existing funds that can be applied for and used.						<input type="checkbox"/>		
Has the opportunity scored zero against any category it will automatically be dismissed and not progressed further.						<input type="checkbox"/>		

If an opportunity scores one against two different categories then it will also be dismissed and not progressed further.	<input type="checkbox"/>		
For an opportunity to progress to Outline Business Case, it must score more than 65% and provide an indicative net return of more than 1.25%.	<input type="checkbox"/>		
Where multiple opportunities are being considered at the same time, and where there is limited investment fund available, that opportunity with the highest score (and above 65%) will be progressed to Outline Business Case	<input type="checkbox"/>		
Sector – No more than 35% should be invested in any sector and a balance of traditional and alternative sectors should be broadly maintained in line with the above sector target weighting recommendations.	<input type="checkbox"/>		
WAULT- A weighted average unexpired lease term (WAULT) in excess of 5 years should be maintained across the portfolio to protect against short term fluctuations in tenant demand and to maintain the security level of the revenue stream.	<input type="checkbox"/>		
Individual properties will be fully financially and physically appraised using the risk and return matrix. This will be specific to each and every property proposed for purchase.	<input type="checkbox"/>		
Minimising management and risk. Preference will be given to single occupancy investments although multi-let properties or multi-unit schemes will still be considered.	<input type="checkbox"/>		
Location within EDDC Boundary only	<input type="checkbox"/>		
Inclusion in the EDDC area or the impact on the economy of EDDC will be a deciding factor when all other attributes are equal.	<input type="checkbox"/>		
Market Rent (MR) (fair market value of property while rented out in a lease) should be equal to or above passing rent (the rent that is payable at any particular time, allowing for lease incentives)	<input type="checkbox"/>		
Market sectors and locations with rental growth and good letting prospects will be actively sought.	<input type="checkbox"/>		
Planning approvals of that and any other surrounding developments , in situ- or proposed.	<input type="checkbox"/>		

Scoring Matrix Category D - Strategic partnerships and Joint Ventures

Name of Proposal

Scoring Appraisal	4	3	2	1	0	Score	Weighting	weighted score
Criteria	Excellent/very good	Good	acceptable	marginal	unacceptable			0
Benefit of partnering or JV – availability of finance/ expertise/ 3rd party land interest needed	Essential – as cannot secure 3rd party land interest/ finance / expertise	Very desirable – difficulty in securing 3rd party land interest/ finance / expertise	Marginally desirable - difficulty in securing 3rd party land interest/ finance / expertise	X	No benefit of partnering or JV	4	5	20
Location	local prime	Major secondary	micro secondary	Tertiary	non-market location	4	5	20
Market Demand	Proven take-up – pre-let agreed	Clear interest – pre-let agreed	Good evidence – no pre-let agreed	Some interest – no pre-let agreed	Minimal interest – no pre-let agreed	4	5	20
Lease potential	single let, good covenant and 20+ years	single let, good covenant and 15+ years	Multi let, good covenant and 15+ years	Multi let, good covenant and 10+ years	< 10 year lease	4	3	12
Repairing terms	Full repair and insuring	internal repair 100% recoverable through service charge	internal repairing - partially recoverable through service charge	internal repairing - other works non recoverable through the service charge	landlord responsibilities	4	3	12
Socio-economic benefits	strong added value and catalytic effect	job growth in priority sectors	local job growth and/or retention	nominal job growth and/or retention	minimal job growth	4	2	8
Lot sizes	£2m-£3M	£1-£2m	£3m-£5M	<£1M	>£5m	4	2	8
					Score		55	100%
						check box for Y		

Which category of PWLB defined Activity does the proposal fall under:		
Service delivery: This is expenditure on assets that form part of the authority's public service delivery	<input type="checkbox"/>	if no then don't proceed
Regeneration: This involves direct investments in assets to generate additional social or economic benefits.	<input type="checkbox"/>	if no then don't proceed
Preventative action: This is a special category which involves direct financial support to local companies or ac	<input type="checkbox"/>	if no then don't proceed
Has the opportunity been assessed against the Bid Smart process to ensure there are no other existing funds that can be applied for and used.	<input type="checkbox"/>	
Has the opportunity scored zero against any category it will automatically be dismissed and not progressed further.	<input type="checkbox"/>	
If an opportunity scores one against two different categories then it will also be dismissed and not progressed further.	<input type="checkbox"/>	
For an opportunity to progress to Outline Business Case, it must score more than 65% and provide an indicative net return of more than 1.25%.	<input type="checkbox"/>	
Where multiple opportunities are being considered at the same time, and where there is limited investment fund available, that opportunity with the highest score (and above 65%) will be progressed to Outline Business Case	<input type="checkbox"/>	
Sector – No more than 35% should be invested in any sector and a balance of traditional and alternative sectors should be broadly maintained in line with the above sector target weighting recommendations.	<input type="checkbox"/>	
WAULT- A weighted average unexpired lease term (WAULT) in excess of 5 years should be maintained across the portfolio to protect against short term fluctuations in tenant demand and to maintain the security level of the revenue stream.	<input type="checkbox"/>	
Individual properties will be fully financially and physically appraised using the risk and return matrix. This will be specific to each and every property proposed for purchase.	<input type="checkbox"/>	

Minimising management and risk. Preference will be given to single occupancy investments although multi-let properties or multi-unit schemes will still be considered.	<input type="checkbox"/>	
Location within EDDC Boundary only	<input type="checkbox"/>	
Inclusion in the EDDC area or the impact on the economy of EDDC will be a deciding factor when all other attributes are equal.	<input type="checkbox"/>	
Market Rent (MR) (fair market value of property while rented out in a lease) should be equal to or above passing rent (the rent that is payable at any particular time, allowing for lease incentives)	<input type="checkbox"/>	
Market sectors and locations with rental growth and good letting prospects will be actively sought.	<input type="checkbox"/>	
Planning approvals of that and any other surrounding developments , in situ- or proposed.	<input type="checkbox"/>	

score list values

0

1

2

3

4

5