

LAND VALUE REPORT

Brierley Hill to Wednesbury Metrolink Extension

February 2020

For

Sandwell Metropolitan Borough Council



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1 TERMS OF INSTRUCTION AND BACKGROUND

The Midland Metro Wednesbury to Brierley Hill Extension is being promoted by Midland Metro Alliance. The Midland Metro Alliance consists of the West Midlands Combined Authority, which owns West Midlands Metro; a consortium of design experts from Egis, Tony Gee and Pell Frischmann; and rail construction specialists Colas Rail – with Colas' sub-alliance partners Colas Ltd, Barhale, Bouygues UK and Auctus Management Group.

The West Midlands Combined Authority consists of 18 local authorities and three Local Enterprise Partnerships (LEPs). Sandwell Metropolitan Borough Council (SMBC) is part of the Combined Authority and is a stakeholder in the delivery of the Wednesbury to Brierley Hill extension.

18 of the plots needed for the Scheme are owned by SMBC and plans of the plots are detailed in Appendix 1.

The disposal of the freehold interests of these plots to Midland Metro Alliance together with granting a licence for occupation for the plots required on a temporary basis would present the Council with an opportunity to contribute to the delivery of the scheme supporting regeneration and improved transport linkage across the West Midlands.

Ardent was instructed on 3rd January 2020 to undertake a valuation of various parcels of land that will be acquired to support the Wednesbury to Brierley Hill Metro Extension. Our Instructions are detailed in Appendix 2.

Our Valuations represent an assessment of the compensation that would be claimable following service of Notices to acquire the land (permanently and temporarily) required for the construction of the Scheme and is calculated in accordance with the 'compensation code', this being the name given to the collection of Statutes, Case Law, Custom and Practice which govern the assessment of compulsory purchase compensation.

2 DATE OF ESTIMATE AND CAUTIONARY NOTE

The valuation date for this report is 3 February 2020. Please note that property values may change over a relatively short period and it is recommended that this report be updated at the time agreement is reached with Midland Metro.

3 RICS STANDARDS/VALUATION

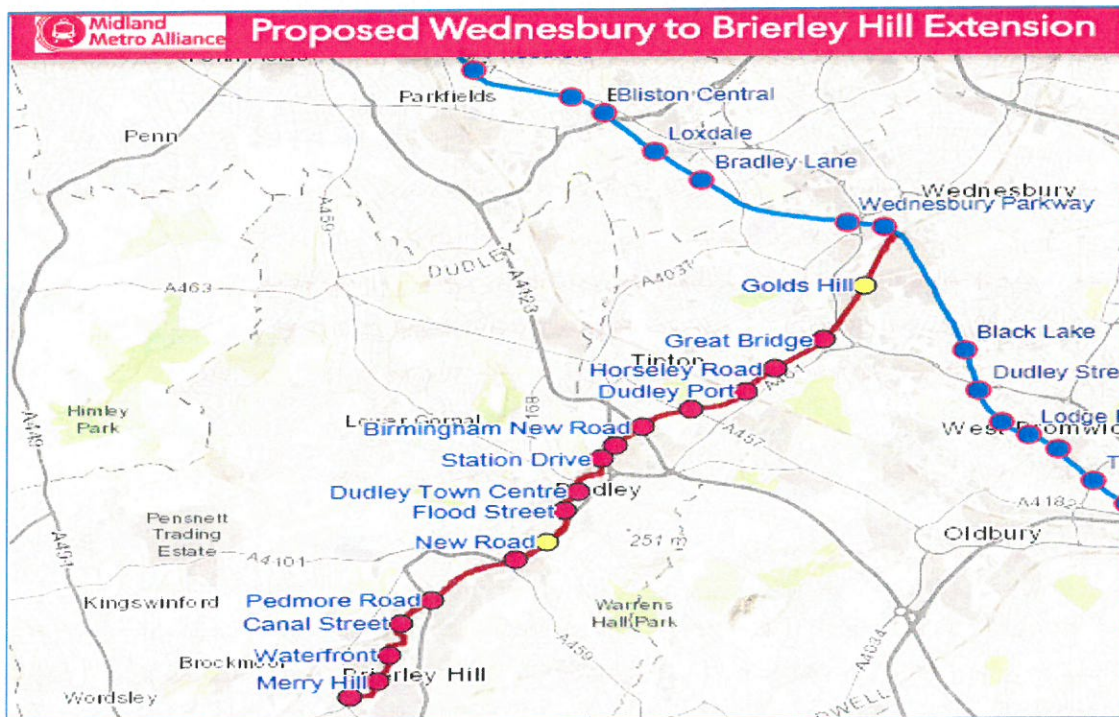
Our Valuations are for the purposes of assessing potential compensation liabilities to assist with decision-making. Such Cost Estimates fall outside the scope of the requirements of RICS Professional Standards and do not constitute a formal RED Book Valuation.

4 INSPECTION

We undertook an inspection of the plots on Thursday 16 January 2020. We were unable to visit some of the plots, as access was not possible over neighbouring land. Where access was not possible we have relied on Google Maps and plans provided to us.

5 EXTENSION OF METROLINK

The extension is approximately 6.8 miles (11 km) long and will branch off the current West Midlands Metro line just east of the Wednesbury Great Western Street Metro stop, before heading through Tipton and Dudley on its way to Brierley Hill. There are plans for up to 17 Metro stops (including a number of provisional ones). The Metrolink website details the map below showing the extent of the extension.



The areas required for each route, number of land interests (reduced to one per land title where held in multiple ownership) are as set out below.

Permanent Land Taken			
Extent of Land Taken	Area	Plot No	Description
Tramway lines (Blake Lake to Wednesbury Parkway) over dismantled railway and land (Walsall to Stourbridge) to the south of Potters Lane, Wednesbury	194 sq. m	2	Highways
Tramway lines (Blake Lake to Wednesbury Parkway), works and land, to the south west of Potters Lane, Wednesbury	3,083 sq. m	3	Commercial Land
Land and public footway at Shaw Street	28 sq. m	38	Highways
Dismantled Railway and Land (Walsall to Stourbridge), Wednesbury	554 sq. m	58	Commercial Land
Land at Eagle Lane Crossing, south of Bagnall Street, Wednesbury	651 sq. m	59	Commercial Land
Land at Eagle Lane Crossing, south of Bagnall Street, Wednesbury	1,568 sq. m	60	Commercial Land
Dismantled Railway and Land (Walsall to Stourbridge), west of Black Country New Road, Wednesbury	249 sq. m	65	Commercial Land
Land west of Black Country New Road, Wednesbury	125 sq. m	66	Commercial Land
Land south of Railway Street and north of Horseley Road, Tipton	2,237 sq. m	96	Residential Land
Car park and land west of Smith Place, Tipton	433 sq. m	109	Residential Land

Temporary Land Taken			
Land at Golds Green Crossing, Wednesbury	6,769 sq. m	36	Commercial Land
Land at Golds Green Crossing, Wednesbury	645 sq. m	37	Highways
Land at Eagle Industrial Estate, Wednesbury	350 sq. m	40	Commercial Land
Land at Eagle Industrial Estate, Wednesbury	731 sq. m	41	Commercial Land
Land at Eagle Industrial Estate, Wednesbury	1,576 sq. m	43	Commercial Land
Land forming part of 20 Mayfair Gardens, Tipton	46 sq. m	125	Highways
Private road and land at Coneygre Community Centre and south west of Sedgley Road East, Tipton	7,383 sq. m	129	Residential/Open Land

We have assumed that the full extent of land in each instance would be acquired.

We understand from the information provided to us that SMBC are in ownership of all plots which are vacant with the following plots occupied or tenanted by the named company:

- Plot 2 – Network Rail Infrastructure Ltd/ West Midlands Combined Authority
- Plot 3 - West Midlands Combined Authority
- Plot 37 – Serco Ltd/Goldshill Skips
- Plot 58 - Network Rail Infrastructure Ltd
- Plot 65 - Network Rail Infrastructure Ltd
- Plot 125 – Private Residential Tenancy

We have assumed that no other rights are to be acquired across the land plots detailed above.

6 STATUTORY BASIS FOR ASSESSING COMPENSATION

Compensation for land acquired permanently using compulsory purchase powers is assessed in accordance with Rule 2 s.5 of the Land Compensation Act 1961. In summary, this provides that compensation for acquired land should reflect its market

value, assuming the scheme that underlies the acquisition is cancelled at the date on which the Acquiring Authority takes possession. We comment in section 8 about the issue of severance and injurious affection.

7 LAND ACQUISITION, VALUES AND ASSUMPTIONS

In arriving at our opinions of value, we have had regard to the market for commercial, residential and highways land in Sandwell and neighbouring areas. A schedule of land comparables is attached at Appendix 3 to this report. We have liaised with the Estates Team at Dudley MBC as a sense check on values, as part of the land required for the Metrolink Extension is within Dudley MBC's ownership.

Our investigations indicate that land sold for commercial use is currently achieving values equating to £300,000 to £400,000 per acre, dependent upon plot size, quality and contamination issues. When valuing land in commercial use, or with potential for commercial use, we have adopted a range of values between £250,000 and £350,000 per acre to reflect the plot size and location of the land. We have valued the land described as Tramway lines or Dismantled Railway as in the case of plots 2, 58 and 65 at a discounted rate of £250,000. The reduced values reflect the works required to reinstate the plot as storage land and the plot shape.

For the land at Potters Lane (Plot 3), whilst an accessible potential development site, it is also close to a rail bridge which reduces the developable area of the site. Without this restriction, it is likely the land would achieve a higher value than £300,000 per acre.

We adopted a similar rate for the Land at Eagle Lane Crossing (Plots 59 & 60), which whilst accessible is covered by vegetation and would require some clearance. It is likely that a lower bid would be made for this plot due to the work required which would reduce its value.

We have assumed the land covered by highway to be subsoil rights and valued at £50 per interest as determined in case law. This affects Plot 28, at Shaw Street.

The plots at Railway Street (Plot 96) and Smith Place (Plot 109), Tipton are situated in residential areas and we have valued the land as residential land reflecting values of £550,000 per acre. Values of this level are in line with the evidence provided by comparable land sales.

8 OTHER HEADS OF CLAIM

In addition to the value of the land to be acquired permanently, in the event of compulsory acquisition SMBC may be entitled to additional compensation under the following headings.

Loss Payments:

A claimant whose interest in land is acquired compulsorily may be entitled to a Basic and/or Occupiers Loss Payments pursuant to s.33 of the Land Compensation Act 1973.

A Basic Loss Payment equates to 7.5% of the value of the interest subject to a maximum of £75,000.

An Occupier's Loss Payments equates to the greater of 2.5% of the value of the interest being acquired, £25 psm of the GEA of any buildings on the land or £2.50 psm based on the land area, subject to a maximum of £25,000. These payments are made where an occupier is dispossessed and not when a property or land is vacant.

Severance and Injurious Affection

We have not been instructed to comment upon Severance or Injurious Affection, however, under compulsory purchase rules, where part only of a property is acquired, a claimant is entitled to claim for any diminution in value of any retained land that arises from the severing of the land acquired from the retained land, or the use of the land acquired.

We currently do not have sufficient information about your retained land interests to make a certain assessment of whether compensation for severance or injurious affection might be claimed. However, we would be happy to consider this further if further details of the retained land are made available. The most likely plot affected by this issue is the Land and Public Footway at Shaw Street (Plot 38) as there may be some accessibility impact upon the property immediately to the rear.

Disturbance

We have not made any allowance for disturbance compensation. However, if SMBC did incur costs in clearing or removing itself from land, these costs would be claimable.

Fees:

A claimant who has their interest in land acquired through the exercise of compulsory purchase powers is entitled to claim the reasonable cost of professional advisors to assist in the preparation and submission of a compulsory purchase claim.

Those costs are generally for the services of a Chartered Surveyor with experience in compulsory purchase but can also include the costs of lawyers, engineers, forensic accountants and other industry professionals if the costs can be argued to be reasonable under the Code. For example, the costs incurred in the preparation and submission of this report can be claimed.

Legal fees for the land transfer (if the land is acquired by Notice to Treat rather than GVD) are also reimbursed.

Statutory Interest

Statutory Interest is payable on the amount of any claim from the date of possession until the claim is settled. The figure is assessed as 0.5% below the Base Rate and is currently 0.25%.

The accurate assessment of SMBC's potential entitlement to statutory interest is complicated by the fact that the interest rate can vary and the duration of the period over which the interest is to apply is not currently known. SMBC's strategy for claim settlement will also be a factor.

9 TEMPORARY LAND OCCUPATION

You have informed us that seven of the plots as detailed in section 5 are to be acquired on a temporary basis.

The land acquired for temporary possession is to be used in majority for secure works site.

We have assumed that the land would be acquired temporarily for the duration of the work and would be restored correctly upon completion. Following our discussions with your Estates team, we have assumed an occupation period of two years, although the period could be longer. If the likely occupation period can be clarified, we will amend our compensation estimate accordingly. We have adopted a 3-year period at Coneygre Community centre to allow for an additional season for the football pitches to be adequately reinstated following the works.

Compensation payments for land subject to temporary possession will be based on the 'loss or damage' that results from the temporary possession. Compensation for temporary possession is often based on a market rent for the land occupied, but dependent on circumstances, rental value may not necessarily be a true reflection of the loss or damage sustained. For example, it may be argued that the land being occupied would not, or could not be let in the absence of the scheme, so that little loss or damage actually results from the occupation.

Notwithstanding the above, for the purpose of this report we have calculated compensation for temporary possession on the basis of rental value at the date of this report, with the single exception of the land at Coneygre Community Centre (Plot 129). In this case, we have considered the rental income received by Sandwell MBC for the rental of football pitches over 3 seasons. We have allowed for an additional year in this instance to allow the ground to be fully reinstated as football pitches.

Our assessments of the rents that should be paid reflects evidence from the open market for similar storage land. There is high demand for renting storage land currently and in a number of instances where small plots of up to 0.15 acres have been let annual rental values in excess of £100,000 per acre arise. 1 acre of grade 1 storage land recently let to an international PLC on a 10-year lease at a rent in the region of £90,000 per acre. However, poorer quality land with inferior finish or no servicing is only achieving lower prices in the region of £25,000 to £30,000 per acre.

Any agreement reached with Midlands Metro Alliance should specify the term of occupation of the temporary plots, provide for additional compensation if the occupations overrun and allow additional compensation to be claimed if any currently unforeseeable loss or damage is sustained.

10 GENERAL CONDITIONS

This report and estimation has been prepared based on the information provided to us by SMBC and collected through our initial investigations. The accuracy of our estimates of value has been limited by the information available. We have not been able to obtain full disclosure of all relevant information and facts and we have not been able to inspect all of the land to be acquired. This may have an impact on the estimates provided.

This report is provided for the stated purpose and only for the use of the party to whom it is addressed. It is confidential to SMBC and may not be disclosed to any other third party without our prior written consent. In breach of this condition, no responsibility can be accepted to third parties for the comments or advice contained in this report.

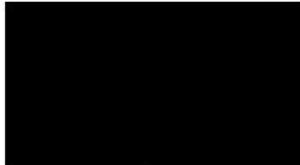


Neither the whole nor any part of this report nor any reference thereto may be included in any document, circular or statement without our prior approval of the form and context in which it will appear.

Yours faithfully



Peter Eustance BSc (Hons) MRICS



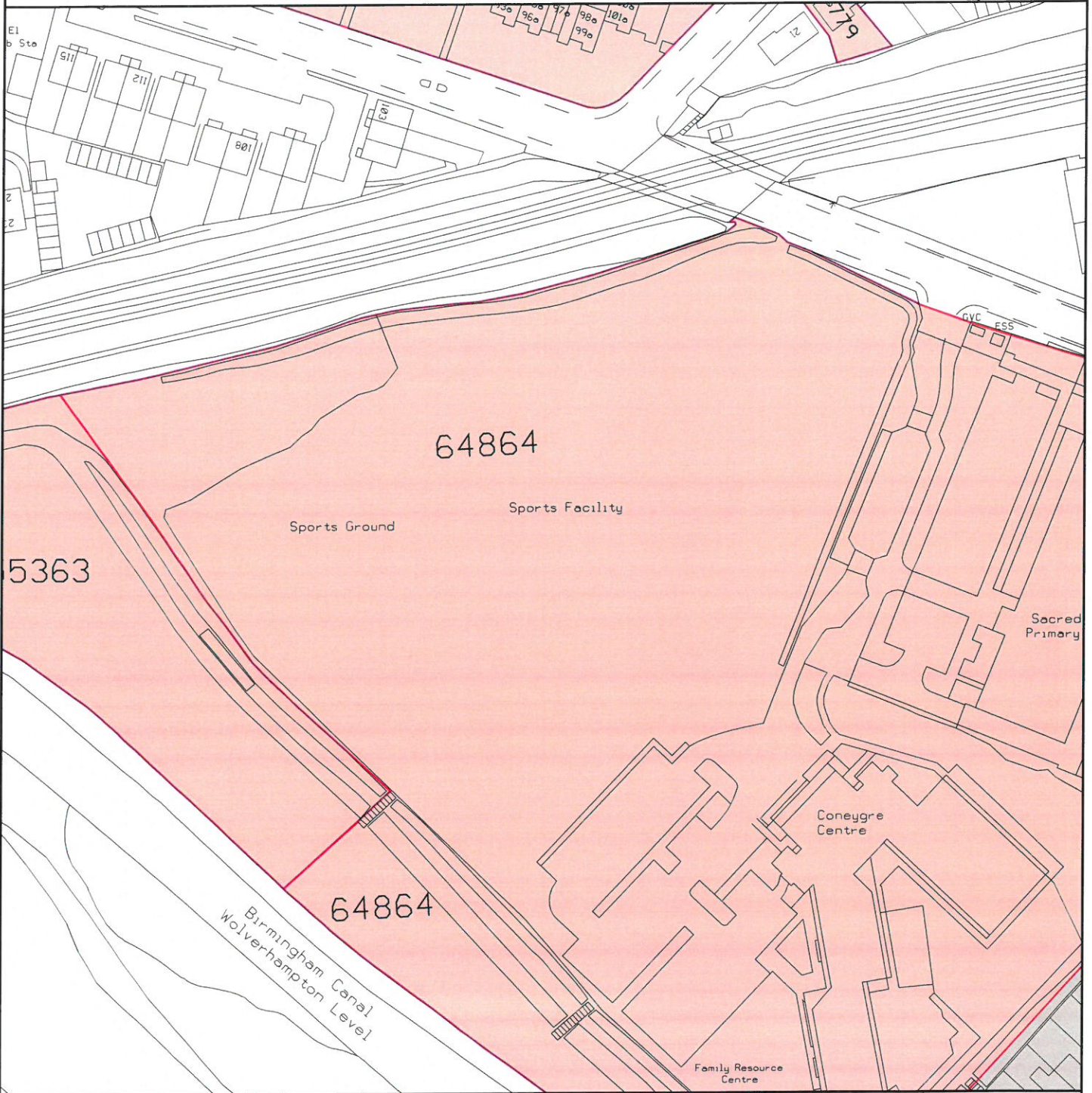
Colin Cottage BSc (Hons) MRICS








APPENDIX 1 – LAND PLANS

REGENERATION AND PLANNING

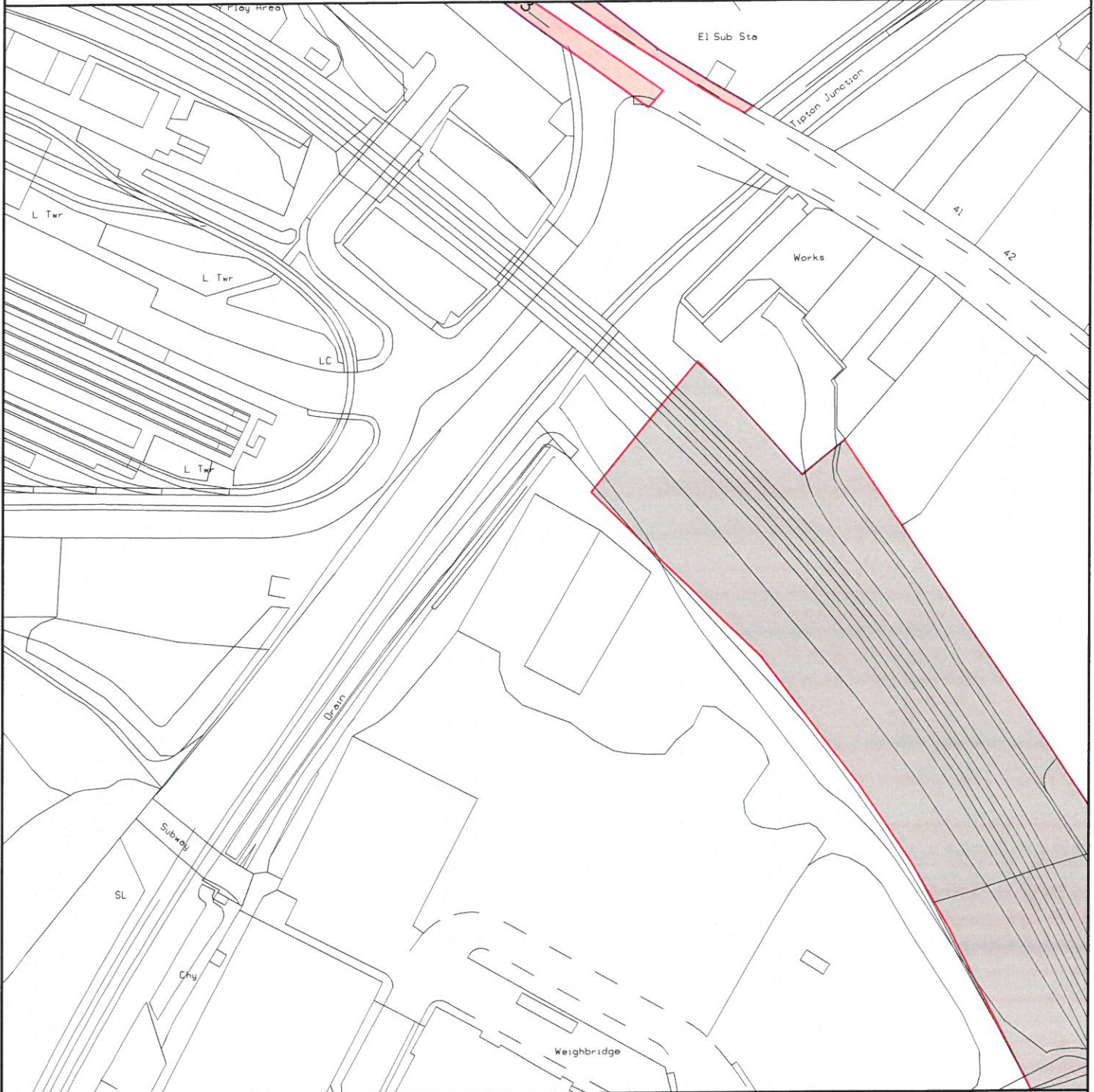
STRATEGIC ASSET MANAGEMENT



LEGEND  SANDWELL MBC FREEHOLD PURCHASE  SANDWELL MBC FREEHOLD DISPOSAL  SANDWELL MBC ESTATES MANAGEMENT  SANDWELL MBC ASSET REGISTER	DESCRIPTION METRO LINE 3 PLOT 129 CONEYGREE CENTRE SEDGLEY ROAD EAST TIPTON	SANDWELL S09591NE	TERRIER 172
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		DRAWN DM	DATE 20-APR-2018
		THIS MAP IS BASED UPON ORDNANCE SURVEY MATERIAL WITH THE PERMISSION OF ORDNANCE SURVEY ON BEHALF OF THE CONTROLLER OF HER MAJESTY'S STATIONERY OFFICE ©CROWN COPYRIGHT UNAUTHORISED REPRODUCTION INFRINGES CROWN COPYRIGHT AND MAY LEAD TO PROSECUTION OR CIVIL PROCEEDINGS SANDWELL MBC LICENCE NO 100032119 2018	
	AREA PLAN NUMBER N/A		

REGENERATION AND PLANNING

STRATEGIC ASSET MANAGEMENT








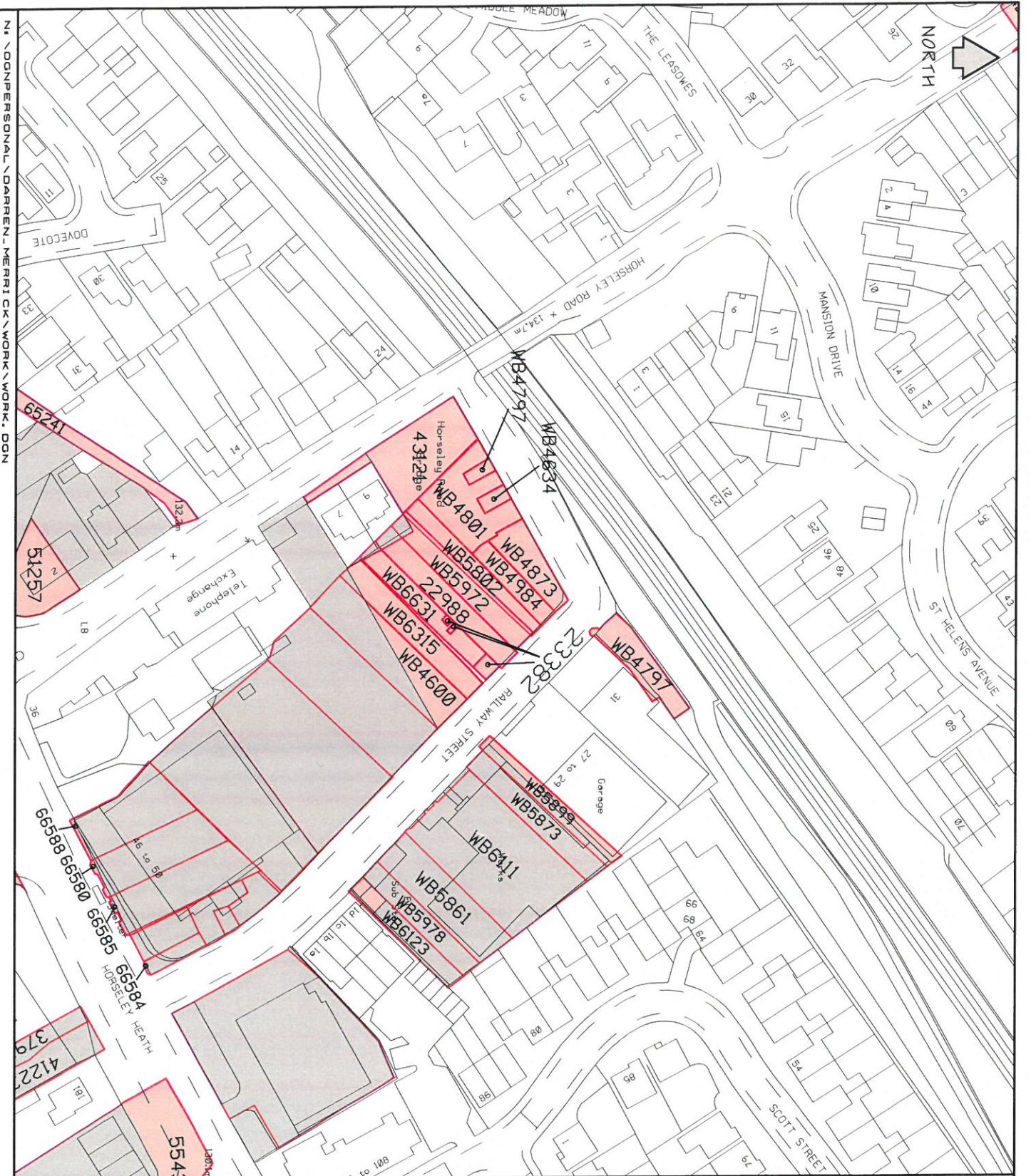
LEGEND SANDWELL MBC FREEHOLD PURCHASE SANDWELL MBC FREEHOLD DI SPOSAL SANDWELL MBC ESTATES MANAGEMENT SANDWELL MBC ASSET REGISTER	DESCRIPTION METRO LINE 3 PLOTS 2 & 3 POTTERS LANE WEDNESBURY	SANDWELL S09894SE	TERRIER 75
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		SANDWELL MBC LICENCE NO 100032119 2018	
AREA PLAN NUMBER N/A			

REGENERATION AND PLANNING

STRATEGIC ASSET MANAGEMENT



LEGEND  SANDWELL MBC FREEHOLD PURCHASE  SANDWELL MBC FREEHOLD DISPOSAL  SANDWELL MBC ESTATES MANAGEMENT  SANDWELL MBC ASSET REGISTER	DESCRIPTION METRO LINE 3 PLOT 125 20 MAYFAIR GARDENS TIPTON	SANDWELL S09691NW	TERRIER 173
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		DRAWN DM	DATE 20-APR-2018
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AREA PLAN NUMBER N/A			








Sandwell
Metropolitan Borough Council

REGENERATION AND PLANNING

STRATEGIC ASSET MANAGEMENT

LEGEND

	SANDWELL MBC FREEHOLD PURCHASE
	SANDWELL MBC FREEHOLD DISPOSAL
	SANDWELL MBC ESTATES MANAGEMENT
	SANDWELL MBC ASSET REGISTER

DESCRIPTION

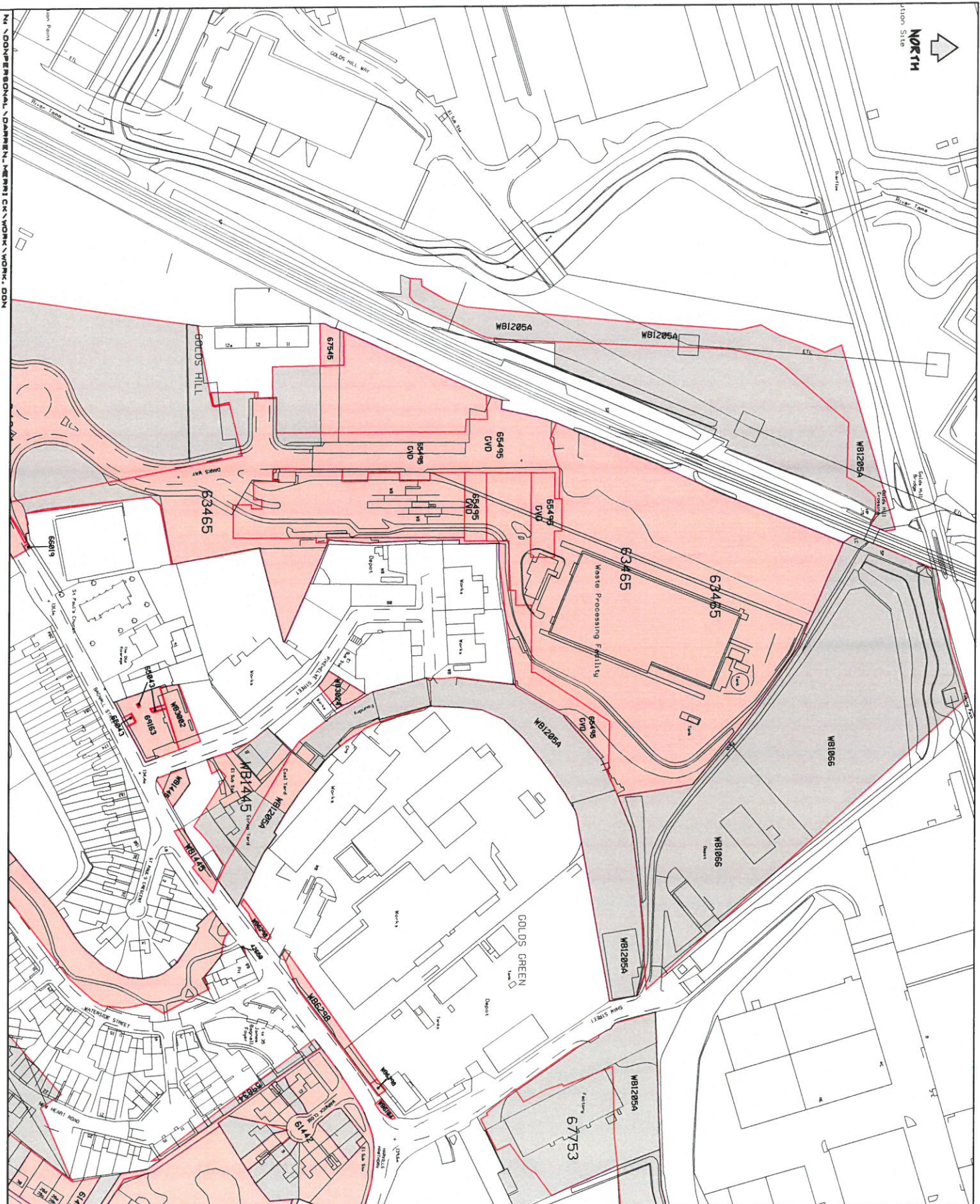
METRO LINE 3
PLOT 96
RAILWAY STREET
TIPTON

AREA	
PLAN NUMBER	N/A
SANDWELL	TERRIER
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SCALE	CENTROID
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DRAWN	DATE
DM	20-APR-2018

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2018



Sandwell
Metropolitan Borough Council

REGENERATION AND PLANNING
STRATEGIC ASSET MANAGEMENT

LEGEND

- SANDWELL MBC
- FREEHOLD PURCHASE
- SANDWELL MBC FREEHOLD DISPOSAL
- SANDWELL MBC ESTATES MANAGEMENT
- SANDWELL MBC ASSET REGISTER

DESCRIPTION

METRO LINE 3

PLOTS: 36 37 38 40 41 & 43

DAKS WAY & SHAW STREET

WEST BROMWICH

PLAN NUMBER
N/A

AREA
N/A

SANDWELL
S098933W

TERMINES
116

SCALE
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DATE
20-APR-2018

DRAWN
DM

DATE
20-APR-2018

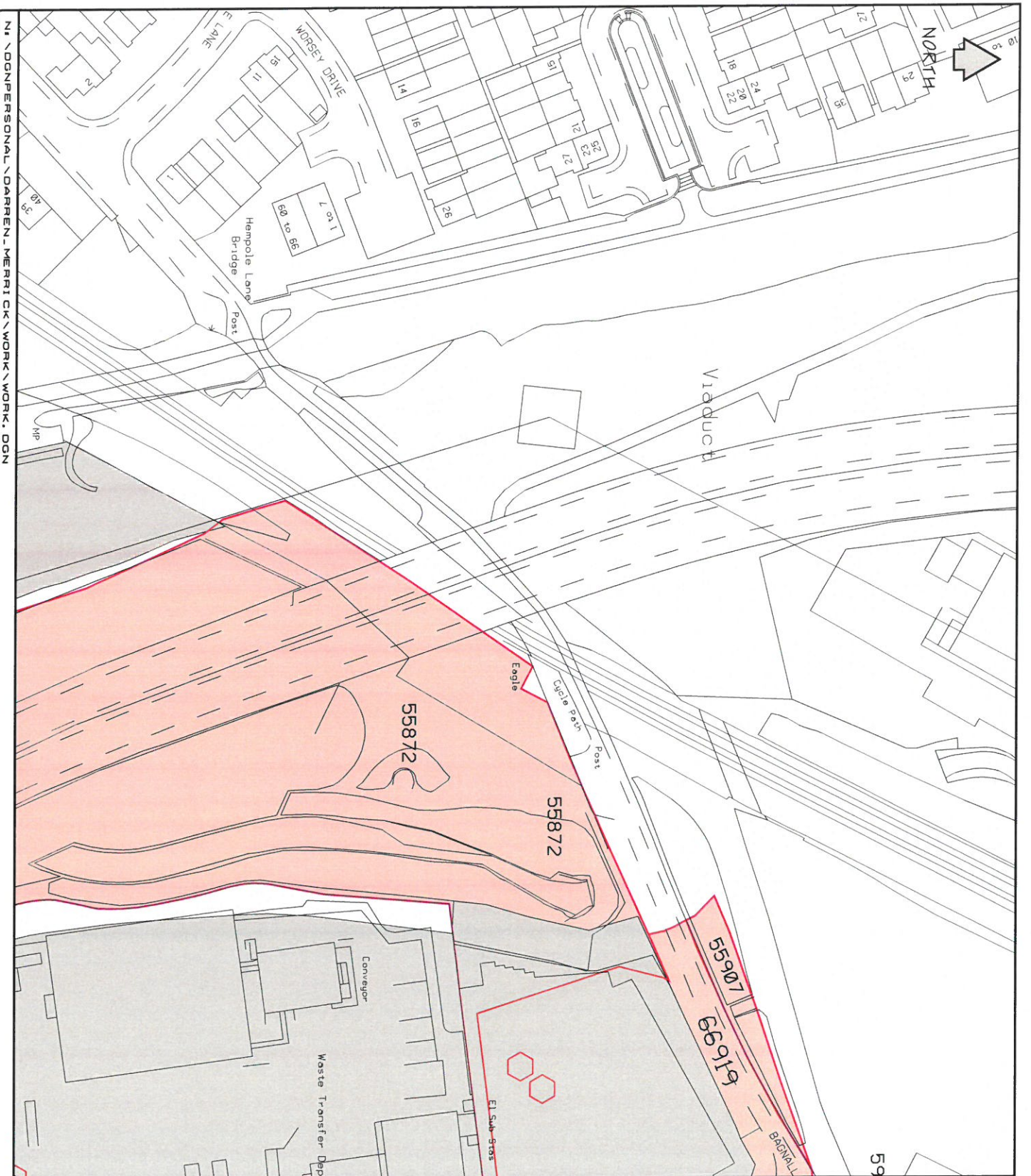
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NOTES:
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REGENERATION AND PLANNING
STRATEGIC ASSET MANAGEMENT

- LEGEND**
- SANDWELL MBC FREEHOLD PURCHASE
 - SANDWELL MBC FREEHOLD DISPOSAL
 - SANDWELL MBC ESTATES MANAGEMENT
 - SANDWELL MBC ASSET REGISTER

DESCRIPTION
METRO LINE 3
PLOTS 58 59 60 65 & 66
EAGLE LANE CROSSING
TIPTON

AREA	N/A	
PLAN NUMBER	N/A	
SANDWELL	TERRIER	
509793SE	115	
SCALE	CENTROID	
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DRAWN	DATE	
DM	20-APR-2018	

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REGENERATION AND PLANNING
STRATEGIC ASSET MANAGEMENT

- LEGEND**
- SANDWELL MBC FREEHOLD PURCHASE
 - SANDWELL MBC FREEHOLD DISPOSAL
 - SANDWELL MBC ESTATES MANAGEMENT
 - SANDWELL MBC ASSET REGISTER

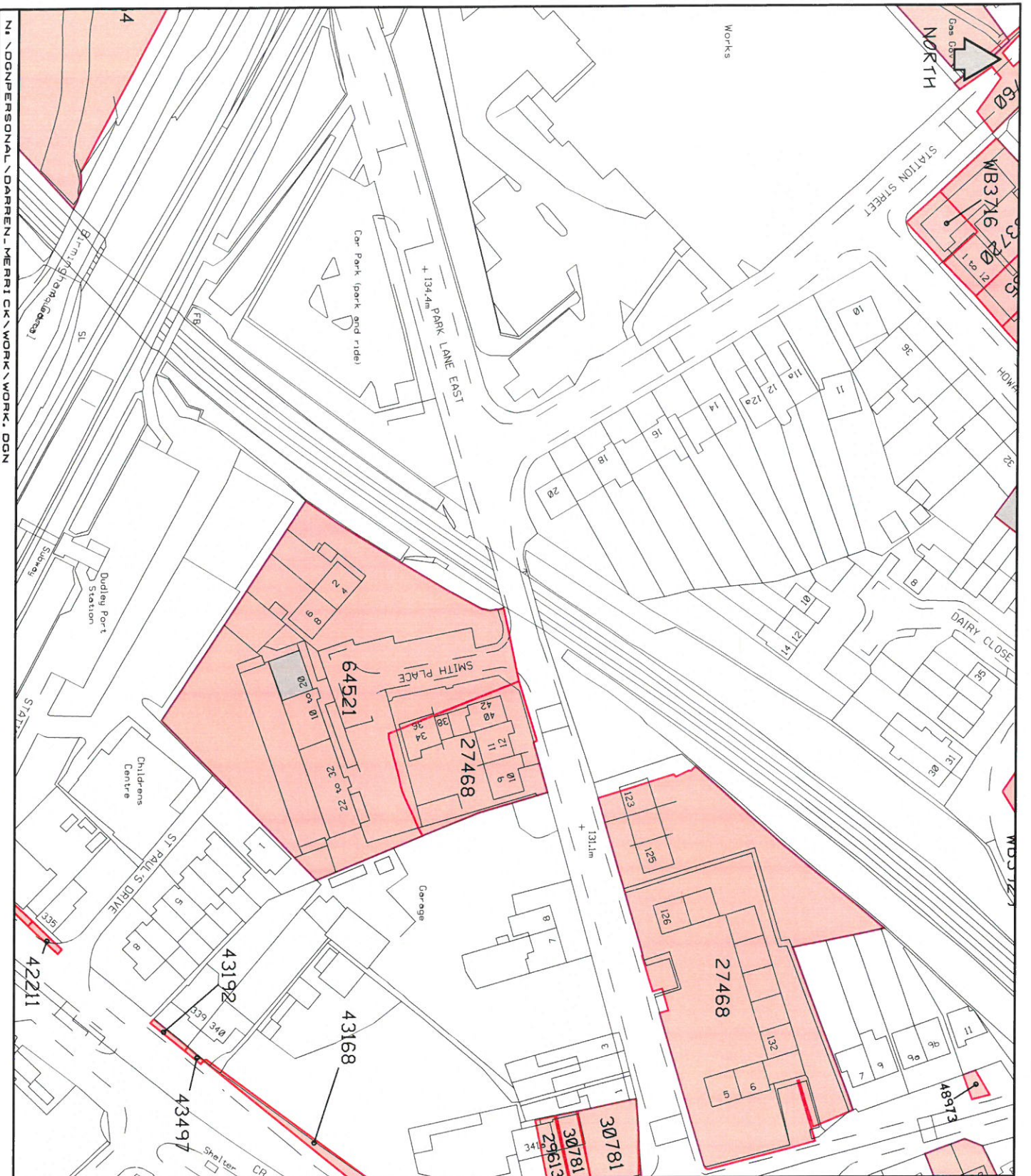
DESCRIPTION
METROL LINE 3
PLOTS 104 & 109
PARK LANE EAST & SMITH PLACE
TIPTON

AREA	N/A	
PLAN NUMBER	N/A	
SANDWELL TERRIER	509691NE 174	
SCALE	1:1250 CENTROID	
DRAWN	DM	DATE 20-APR-2018

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2018

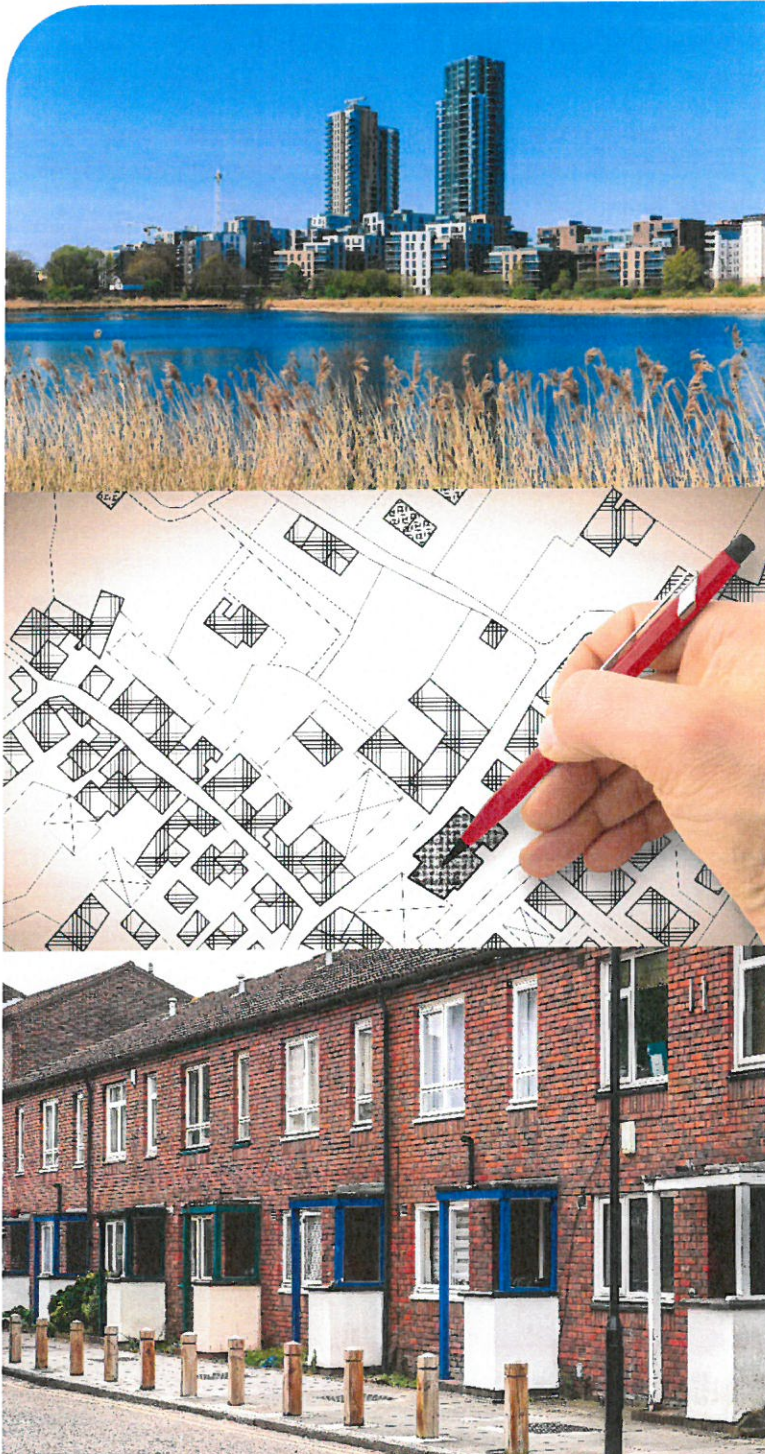




APPENDIX 2 – INSTRUCTIONS

November 2019

Sandwell Metropolitan
Borough Council
**Quotation for Valuation
of Land Plots to be
acquired for Wednesbury
to Brierley Hill Metro
Extension**



The Brew House
Wilderspool Business Park
Greenalls Avenue
Warrington
WA4 6HL

1.0 Experience

Our team has extensive experience advising on the acquisition and disposal of land for regeneration projects and landowner engagement for clients in both the public and private sectors. With five offices across the country, and more than seventy surveyors, land referencers, project managers and planning professionals, Ardent has one of the largest team of compulsory purchase and acquisition specialists in the UK. We have both the resource and the experience to support Sandwell MBC on the valuation of the sites for the Wednesbury to Brierley Hill Metrolink extension.

Ardent have the relevant experience to value and provide valuation advice for the identified sites. As part of all the Land Acquisition advice, we provide for clients we value the interests to be acquired or disposed of and recent examples of such valuations have been on:

- Metrowest – Portishead to Bristol guided Railway
- East/West Rail Project
- A428 Coopers Bridge Project for Kirklees MBC

Project Lead

Peter Eustance BSc (Hons) MRICS in our Warrington Office will lead the work with support from junior team members. Peter has over 32 years' experience as a surveyor, qualifying as MRICS in 1990. Over half of his career was based in the West Midlands and prior to the merger to form CBRE, Peter headed the Professional Team at Insignia Richard Ellis in Birmingham covering Valuation, Rating and Rent Review cases in the Region. Peter is an Associate Director at Ardent and a Registered Valuer.

2.0 Methodology

Upon instruction we will follow the approach below and provide a single report to you:

- We would inspect the sites and collate land and property information from desktop sources.
- We would collate transactional information relevant to the valuation of the sites from property auction, property information sites and information from publicly available sources. This market evidence would be verified where possible with agents and considered in our valuation exercise.
- Once all this information has been reviewed we would prepare the site valuations. Before issuing the valuations would be internally reviewed and panelled as part of our quality assurance processes.
- Once completed we would issue a report comprising valuation of all 18 sites to Sandwell MBC.

3.0 Information/Documentation Required to Fulfill the Brief

We would be grateful to receive:

- All relevant Land Registry Title documents;
- All relevant occupational leases;
- Details of any relevant planning consents;
- Details any previous attempts to sell and offers received by Sandwell MBC for the 18 sites or of any similar sites.

4.0 Conflicts of Interest

We confirm that no conflicts of interest would arise from acting on behalf of Sandwell MBC in relation to this instruction.

5.0 Timescales

We understand that Sandwell MBC initially require an electronic version of the valuation report by Friday 17 January 2020 following submission of all tenders on Friday 29 November 2019 and confirm that we have the necessary skills, expertise and resource to achieve these timescales.

6.0 Report Validity Period

The timing of the Valuation instruction and likely reference following negotiation with the potential purchasers may be at a similar time to the United Kingdom's proposed exit from the European Union so there is potential for there to be some market uncertainty regarding property values. As a consequence of this we would suggest Sandwell MBC contact us on an ad hoc basis to confirm whether we consider an updated valuation is required. Assuming Sandwell MBC confirm there have been no changes to the property since our inspection we would be prepared to update the valuation for a fee of £200 per property (exclusive of VAT) if required.

7.0 Other Services

Ardent are experienced at negotiating property values (usually as part of claims for compensation as a result of compulsory acquisition). We are not aware of how these sites will be disposed of or acquired however we can confirm that we would be prepared to act for Sandwell MBC in the negotiation of these values if required.

Quotation for Valuation of various parcels of land to support the Wednesbury to Brierley Hill Metro extension

**Closing date for submission of Quotation
Not later than 17:00hrs on Friday 29 November 2019**

SUPPLIER NAME

ARDENT MANAGEMENT LIMITED

November 2019



INTRODUCTION

This is an Invitation to Quote with information, instructions and guidance provided in this document, following consideration of which the Quotation submission should be completed and returned by all suppliers who wish to quote for the requirement described in the following pages.

OVERVIEW

Sandwell Metropolitan Borough Council is seeking to appoint a suitably qualified firm of surveyors to provide valuation advice for the disposal of 18 sites to support the extension of the Midland Metro.

SPECIFICATION

Sandwell Metropolitan Borough Council is a West Midlands Combined Authority stakeholder in the delivery of the Wednesbury to Brierley Hill extension to the Midland Metro.

A number have sites have been identified in Sandwell to support the scheme.

The disposal of the freehold interests would present the Council with an opportunity to contribute to the delivery of the scheme supporting regeneration and improved transport linkage across the West Midlands.

Requirements

A freehold valuation is required of each site, as set out on the attached site matrix document and plans.

The plans are for identification purposes only and individual plans will be supplied upon successful award of the contract.

Submission

A fixed fee quote, to include all disbursements and expenses but exclusive of VAT, will be required by 5pm on Friday 29 November 2019.

Occasionally, due to time lapsed, the Council may require valuations to be updated so an additional fee for this service should also be provided.

Timescales

The final valuation report, to include all 18 sites, will be required by no later than Friday 17 January 2020; this may initially be submitted electronically with two paper copies to follow within 10 working days.

As part of your submission you will also be required to provide:

1. Details of the staff who will be undertaking the work including names, qualifications, experience, position, etc.
2. Methodology in meeting the requirements of the brief.
3. Details of any information/documentation required to fulfil the brief.
4. Confirmation that there are no conflicts of interest arising from your firm acting for the Council in the matter.
5. Confirmation that any specified timescales can be met.
6. Confirmation of the length of time you would consider your report to remain valid from the date of valuation.

The above information may either be incorporated within your submission or as a separate attachment.

QUESTIONS AND CONTRACT DETAILS

All requests for clarifications (whether in relation to this document, the requirement or the Quotation submission) should be submitted as soon as possible via the In-Tend Supplier Portal.

If you do not wish to submit a Quotation, please notify the Council via the In-Tend Supplier Portal quoting the Quotation reference number. Under no circumstances should you pass this document on to a third party.

If you have problems in using the In-tend Supplier Portal they may contact the help desk on +44 844 272 8810.

COMPLETING AND SUBMITTING A QUOTATION

To enable evaluating officers to fully assess the Applicants suitability, all of the information requested in this invitation to Quote must be provided. Failure to complete the Quotation submission in full or failure to provide any of the documents requested may result in your Quotation being rejected. Questions should be answered as instructed:

- Please supply all requested company information
- All information must be provided in English
- Any figures requested should be stated in full (i.e. £4,000,000 not £4m) and in GBP.

Completed Quotations should be submitted using the Sandwell In-tend Supplier Portal by no later than **17:00 hours on Friday 29 November 2019**. Please note that an offer made in any format other than submission through the Sandwell In-Tend portal will be rejected.

Please note the Intend Supplier Portal will lock down once the closing date and time has finished and you will not be able to submit any part of your Quotation response thereafter.

EVALUATION

All completed quotations received will be evaluated by officers of the Council (as appropriate).

In order to be transparent, and in order that Applicants fully understand how their quotation submission will be evaluated, full details of the evaluation process are described below. Should any Applicant not understand any element, they should in first instance make contact with the Council via the In-Tend Portal.

All quotations will be evaluated on the basis of a 100% price score. The most competitively priced quotation will be awarded the contract. The following calculation will be used to determine price calculations scores:

$(\text{lowest priced bid} / \text{individual bid price}) \times 100$

Example:

Submissions of £20,000 and £25,000 are received

$(20,000 / 25,000) \times 100 = 80$

1st Place submission score = 100

2nd Place submission score = 80

AWARD OF CONTRACT

Upon conclusion of the evaluation, the Applicant with the highest number of points will be awarded the contract.

The Applicant to be offered the contract will be advised accordingly via the Intend Supplier Portal. Such award, offered pursuant to this Invitation to Quote.

Applicants whom it is proposed will not be offered the contract will be advised of this via the Intend Supplier Portal and will be entitled to receive feedback.

The Council does not bind itself to accept the lowest or any Quotation should it have any concerns regarding the submission.

CONDITIONS OF QUOTATION

In submitting a response to this Invitation to Quote, Applicants do so in accordance with the Councils Terms and conditions of contract:

https://www.sandwell.gov.uk/downloads/download/791/terms_and_conditions_for_tenders_and_contracts

In the event of any breach of the conditions the Council shall be entitled to terminate any arrangement made as a result of such Quotation and to claim damages accordingly.

PRICE SCHEDULE

Please see attached Pricing Schedule (please return in the same format, i.e. Excel spreadsheet)

COMPANY INFORMATION

Please answer the following instructions/questions in full.

Section 1.1 Potential supplier information		
Reference	Instruction/ Question	Response
1.1(a)	Full name of the potential supplier submitting the information	ARDENT MANAGEMENT LIMITED
1.1(b) – (i)	Registered office address (if applicable)	c/o THICKBROOM COVENTRY, 147A HIGH STREET, WALTHAM CROSS, HERTFORDSHIRE, EN8 7AP
1.1(b) – (ii)	Registered website address (if applicable)	www.ardent-management.com
1.1(c)	Trading status a) public limited company b) limited company c) limited liability partnership d) other partnership e) sole trader f) third sector g) other (please specify your trading status)	LIMITED COMPANY
1.1(d)	If you have selected other, please specify your trading status	
1.1(e)	Date of registration in country of origin	19/03/1992
1.1(f)	Company registration number (if applicable)	02698524
1.1(g)	Charity registration number (if applicable)	N/A
1.1(h)	Head office DUNS number (if applicable)	77-126-2268
1.1(i)	Registered VAT number	689 0639 82
1.1(j) - (i)	If applicable, is your organisation registered with the appropriate professional or trade register(s) in the member state where it is established?	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/>
1.1(j) - (ii)	If you responded yes to 1.1(i) - (i), please provide the relevant details, including the registration number(s).	Royal Institution of Chartered Surveyors (RICS) Registered Firm for over 20 years – registration number: 024180
1.1(k) - (i)	Is it a legal requirement in the state where you are established for you to possess a authorisation, or be a member of a particular	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>

Section 1.1 Potential supplier information		
Reference	Instruction/ Question	Response
	organisation in order to provide the services specified in this procurement?	
1.1(k) - (ii)	If you responded yes to 1.1(j) - (i), please provide additional details of what is required and confirmation that you have complied with this.	RICS Accreditation, we have RICS Registered Valuers who are able to undertake RICS Red Book Valuation Work
1.1(l)	Trading name(s) that will be used if successful in this procurement	ARDENT MANAGEMENT LIMITED
1.1(m)	Relevant classifications (state whether you fall within one of these, and if so which one) <ul style="list-style-type: none"> a) Voluntary Community Social Enterprise (VCSE) b) Sheltered Workshop c) Public service mutual d) N/A (Please enter N/A if not applicable)	N/A
1.1(n)	Are you a Small, Medium or Micro Enterprise (SME)? (please enter N/A if not applicable)	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/>
1.1(o)	Details of Persons of Significant Control (PSC), where appropriate: <ul style="list-style-type: none"> - Name; - Date of birth; - Nationality; - Country, state or part of the UK where the PSC usually lives; - Service address; - The date he or she became a PSC in relation to the company (for existing companies the 6 April 2016 should be used); - Which conditions for being a PSC are met; <ul style="list-style-type: none"> - Over 25% up to (and including) 50%, - More than 50% and less than 75%, - 75% or more. - N/A (please enter N/A if not applicable)	RICHARD DEAN CATEN DOB: 30/07/1974 NATIONALITY: BRITISH COUNTRY, STATE OR PART OF THE UK WHERE THE PSC USUALLY LIVES: ENGLAND SERVICE ADDRESS: 73 UPWOOD ROAD LONDON ENGLAND SE12 8AL DATE: 06/04/2016 CONDITION: OVER 25% UP TO (AND INCLUDING) 50%
1.1 (p)	Details of immediate parent company: - Full name of the immediate parent company	ARDENT MANAGEMENT (HOLDINGS) LIMITED

Section 1.1 Potential supplier information		
Reference	Instruction/ Question	Response
	<ul style="list-style-type: none"> - Registered office address (if applicable) - Registration number (if applicable) - Head office DUNS number (if applicable) - Head office VAT number (if applicable) <p>(please enter N/A if not applicable)</p>	c/o THICKBROOM COVENTRY, 147A HIGH STREET, WALTHAM CROSS, HERTFORDSHIRE, EN8 7AP
1.1 (q)	<p>Details of ultimate parent company:</p> <ul style="list-style-type: none"> - Full name of the ultimate parent company - Registered office address (if applicable) - Registration number (if applicable) - Head office DUNS number (if applicable) - Head office VAT number (if applicable) <p>(please enter N/A if not applicable)</p>	SEE ABOVE

Section 1.2 Bidding model		
Reference	Instruction/ Question	Response
1.2(a) - (i)	Are you bidding as the lead contact for a group of economic operators?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, please provide details listed in questions 1.2(a) (ii), (a) (iii) and to 1.2(b) (i), (b) (ii), 1.3, Section 2 and 3. If no, and you are a supporting bidder please provide the name of your group at 1.2(a) (ii) for reference purposes, and complete 1.3, Section 2 and 3.
1.2(a) - (ii)	Name of group of economic operators (if applicable)	N/A
1.2(a) - (iii)	Proposed legal structure if the group of economic operators intends to form a named single legal entity prior to signing a contract, if awarded. If you do not propose to form a single legal entity, please explain the legal structure.	N/A
1.2(b) - (i)	Are you or, if applicable, the group of economic operators	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>

Section 1.2		Bidding model																																																																					
Reference	Instruction/ Question	Response																																																																					
	proposing to use sub-contractors?																																																																						
1.2(b) - (ii)	<p>If you responded yes to 1.2(b)-(i) please provide additional details for each sub-contractor in the following table: we may ask them to complete this form as well. Please enter N/A if not applicable.</p> <table border="1"> <tbody> <tr> <td>Name</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Registered address</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Trading status</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Company registration number</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Head Office DUNS number (if applicable)</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Registered VAT number</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Type of organisation</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>SME (Yes/No)</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>The role each sub-contractor will take in providing the works and /or supplies e.g. key deliverables</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>The approximate % of contractual obligations assigned to each sub-contractor</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>If there is more than one sub-contractor, please use a separate appendix and include all the details required as above</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Name						Registered address						Trading status						Company registration number						Head Office DUNS number (if applicable)						Registered VAT number						Type of organisation						SME (Yes/No)						The role each sub-contractor will take in providing the works and /or supplies e.g. key deliverables						The approximate % of contractual obligations assigned to each sub-contractor						If there is more than one sub-contractor, please use a separate appendix and include all the details required as above									
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DECLARATION AND CERTIFICATE OF BONA FIDE QUOTATION

To: SANDWELL METROPOLITAN BOROUGH COUNCIL (the "Council")

Having examined the quotation documentation, including all parts, schedules, sections and appendices of the Invitation to Quote, I/we undertake, if this quotation is accepted, to complete and deliver the whole of the work executed pursuant to this quotation and generally to comply with the obligations on the part of the Contractor contained within the Contract.

I/We declare that to the best of our knowledge and belief no payments, gifts or other inducements have been or will be offered by us or our agents to board members, officers or employees of the Council for the purpose of obtaining any favour in connection with the award of the Contract.

I/We agree to abide by this quotation for a period of 120 days from the date set for receiving the same and it shall remain binding and open for acceptance at any time prior to the expiration of that period.

I/We understand that the Council is not bound to accept any quotation it may receive and understand that the Council has no liability to defray expenses herewith nor be responsible for return of any document submitted for the purpose of quotations.

I/We certify this is a bona fide quotation and that I/We have not fixed or adjusted the amount of the quotation by or under or in accordance with any agreement or arrangement with any other Applicant.

Dated: 29/11/2019

Signed:

A large black rectangular redaction box covering the signature of Peter Eustance.

Status: PETER EUSTANCE – TECHNICAL DIRECTOR

Name of person to contact in respect of this quotation: PETER EUSTANCE

Telephone: 07458 133182

E Mail Address: PeterEustance@ardent-management.com

Whenever we collect your personal information we want you to be reassured that we will handle it responsibly and legally. Please select the link below to refer to our Privacy Notice:

<https://www.sandwell.gov.uk/privacy>



APPENDIX 3 – COMPARABLES

Sale Date	Address	Property Type	Acre	sq ft	sq m	Price	£ per sq ft	£ per sq m	£ per acre
13.09.18	Regis Heath Road, Blackheath	Land Plot	0.042	1,829	169.96	£3,000	£1.64	£17.65	£71,429
18.09.18	Upper Church Lane, Tipton	Building Plot, with Planning Consent	0.027	1,176	109.27	£17,500	£14.88	£160.16	£648,148
18.05.18	Upper Church Lane, Tipton	Building Plot, prior to Planning Consent	0.027	1,176	109.27	£5,000	£4.25	£45.76	£185,185
18.07.19	Land at 69 Coronation Road, Tipton	Residential Land Plot for 2 semi Detached Houses	0.059	2,607	242.21	£63,000	£24.17	£260.10	£1,067,797
14.02.19	Corner of Yew Tree Lane/Church Road, Bilston	Corner Land Plot	0.053	2,309	214.48	£5,000	£2.17	£23.31	£94,340
19.09.19	Manor Way, Brier Mill Road, Halesowen	Freehold Land	0.55	23,958	2,225.96	£55,000	£2.30	£24.71	£100,000
30.10.19	Land at Willenhall Road, Wolverhampton	Advertising Hoarding	0.016	712	66.00	£10,000	£14.04	£151.52	£625,000
14.11.19	Land at Kings Crescent, Hereford	Former Embankment	0.52	22,651	2,104.54	£35,500	£1.57	£16.87	£68,269
11.12.19	Land at Holloway Street, Dudley	Plot for various uses adj Residential Area	0.058	2,529	234.97	£55,000	£21.75	£234.07	£947,331
19.09.19	Woodland, Gorge Road, Dudley	Overgrown Woodland/Land	6.26	272,686	25,335.46	£40,000	£0.15	£1.58	£6,390
20.02.19	Whitworth Close, Darlaston	Road	0.9	39,204	3,642.48	£28,000	£0.71	£7.69	£31,111
13.12.18	South East Hall Street, Willenhall	Land	0.040243	1,753	163.00	£27,000	£15.40	£165.64	£670,918
27.03.18	Land Rear of ivyHouse Road, Oldbury	Open Space	1.8	78,408	7,284.96	£12,000	£0.15	£1.65	£6,667
18.07.18	Land at Bromford Walk, Oldbury	Land strip used for parking	0.36	15,680	1,456.87	£5,500	£0.35	£3.78	£15,278
Other Sales:									
20.09.19	Park Street West, Rowley Regis	Residential/Commercial Land	0.184	8,018	745.00	£100,000	£12.47	£134.23	£543,478
29.07.19	Bromford Road, Oldbury	Commercial Land sold for Residential	10.7	466,053	43,301.36	£7,100,000	£15.23	£163.97	£663,551
22.07.19	22 Richards Road, Tipton	Site in residential area	0.372	16,117	1,497.44	£210,000	£13.03	£140.24	£564,516
12.12.18	Mill Lane, Oldbury	Industrial land sold for Residential	4.9	213,444	19,829.60	£2,555,000	£11.97	£128.85	£521,429



APPENDIX 4 - PROPERTY COST ESTIMATE & ASSUMPTIONS

In addition to the assumptions stated within this report, we have made the following assumptions and wish to record a number of limitations.

That the land parcels are free from contamination and there are no additional environmental or remediation works that will be required.

We have only undertaken limited inspections from the roadside.

As we have limited information relating to the tenure of the properties, we have assumed that all of the properties are within the operation of Sandwell MBC.

We have applied Loss Payments of 10% up to the maximum of £100,000 assuming all parties are owner-occupiers.

We have not made any allowances for VAT.

Plot #	Permanent or Temporary	Plot	Land Type	Area (sq. ft)	Acres	Value per sq. m	Value Per Acr	Market Val.	Basic Loss Payment	Occupier's Loss Payment	Diminution in value to retained property	Severance/Injurious Affection	Total	Rounded
2	Permanent	Tramway Lines, Potters Lane	Commercial Land	194	0.048	£49	£200,000	£9,588	£719	N/A	Not assessed	Not assessed	£10,307	£13,000
3	Permanent	Land, Potters lane	Commercial Land	3,083	0.762	£74	£300,000	£228,550	£17,141	N/A	Not assessed	Not assessed	£245,691	£246,000
38	Permanent	Land and Public Footway, Shaw Street	Highways	28	0.007	£0	£0	£0	£0	N/A	Not assessed	Not assessed	£0	£50
58	Permanent	Dismantled Railway (Off Bagnall	Commercial Land	554	0.137	£49	£200,000	£7,380	£2,053	N/A	Not assessed	Not assessed	£29,433	£29,000
59	Permanent	Land at Eagle Lane Crossing	Commercial Land	651	0.161	£86	£350,000	£56,303	£4,223	N/A	Not assessed	Not assessed	£60,526	£61,000
60	Permanent	Land at Eagle Lane Crossing (Woodland)	Commercial Land	1,568	0.387	£74	£300,000	£116,239	£8,718	N/A	Not assessed	Not assessed	£124,957	£125,000
65	Permanent	Dismantled Railway and Land west of Black Country New Road	Commercial Land	249	0.062	£49	£200,000	£12,306	£923	N/A	Not assessed	Not assessed	£13,229	£13,000
66	Permanent	Land west of Black Country New Road	Commercial Land	125	0.031	£74	£300,000	£9,267	£695	N/A	Not assessed	Not assessed	£9,962	£10,000
96	Permanent	Land south of Railway Street and North of Horseley Road, Tipton	Residential Land	2,237	0.553	£136	£550,000	£304,029	£27,802	N/A	Not assessed	Not assessed	£326,831	£327,000
109	Permanent	Car Park Land, Smith Place	Residential Land	433	0.107	£136	£550,000	£58,949	£4,414	N/A	Not assessed	Not assessed	£63,262	£63,000
Sub-total														£887,050

