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Contract

Lea Bridge Station Sites - Developer Partner

London Borough of Waltham Forest

F03: Contract award notice

Notice identifier: 2025/S 000-011884

Procurement identifier (OCID): ocds-h6vhtk-04fa5d

Published 28 March 2025, 6:00pm

Section I: Contracting authority

I.1) Name and addresses

London Borough of Waltham Forest

Room 100, Waltham Forest Town Hall, Forest Road

Walthamstow

E17 4JF

Contact

Mrs Sorayya Khan

Email

sorayya.khan@walthamforest.gov.uk

Telephone

+44 2084963582

Country

United Kingdom

Region code

UKI53 - Redbridge and Waltham Forest

Internet address(es)

Main address

<http://www.walthamforest.gov.uk/>

Buyer's address

<http://www.walthamforest.gov.uk/>

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

Housing and community amenities

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Lea Bridge Station Sites - Developer Partner

Reference number

DN402583

II.1.2) Main CPV code

- 45000000 - Construction work

II.1.3) Type of contract

Works

II.1.4) Short description

The Council does not consider that by the proposed variation it will be awarding a new contract for the purposes of the Public Contracts Regulations 2015, the Concession Contracts Regulations 2016, nor the Procurement Act 2023. It is voluntarily publishing a Transparency Notice and observing the 8 working day standstill period in order to provide transparency of an intended modification and to mitigate risk if the variation is held to give rise to a contract award under the Procurement Act 2023. The Transparency Notice accompanies a Voluntary Transparency Notice to be published under the Public Contracts Regulations 2015. The original development agreement involved the Council granting a short-term building lease followed by the grant of a long lease of 250 years on completion. The Greater London Authority (GLA) now requires schemes involving GLA funding for shared ownership housing to be leased for at least 990 years. The number of residential units to be delivered by the scheme will be varied to increase from 320 to 379 and the number of affordable units varied from 120 to 379. The original development agreement involved the Council granting a short-term building lease followed by the grant of a long lease of 250 years on completion. The Greater London Authority (GLA) now requires schemes involving GLA funding for housing for sale, including shared ownership housing to be leased for at least 990 years. Additional works are now required to be delivered by the developer to relocate high voltage cables and gas infrastructure detected on the site. The estimated cost of additional and revised utilities works is £4.79m. The Council would have received a guaranteed land payment under the original scheme on the commercial basis of the developer receiving a profit on cost of 14.5%. This payment was to reimburse land assembly costs of £2.5m plus a land value. The overage provision in the original scheme was 55 / 45 in favor of the Council on sales overage above a £ per sq. ft.

threshold. It has become necessary to adjust this considering inflationary build costs pressures and regulatory changes following the passing of the Building Safety Act into law. The varied scheme will reduce the developer's profit on cost to 11.7% and remove the guaranteed receipt. Half of any additional profit will be shared by the developer with the Council up to a cap of £2.5m plus the cost of borrowing incurred by the Council to assemble the required land. The Council considers that the proposed modifications to the development agreement and scheme structure fall within the permitted modification grounds set out in Regulation 72 of the Public Contracts Regulations 2015 (or alternatively the corresponding principles in Section 43 of the Concession Contracts Regulations 2016). The Council considers that the proposed changes in the commercial structure of the scheme are not substantial and therefore permitted under Regulation 72(1)(e). The commercial structure of the scheme includes the increase and variation to the residential units to affordable units; the restructuring of the land arrangements to a 990-year lease (whilst retaining forfeiture mechanisms, and as per the GLA funding requirements) with subsequent freehold transfer on golden brick; and also the revisions to the land payment, profits and overage provisions. The character of the scheme in terms of a developer-led housing development on Council land is maintained and the Council does not consider that it is likely that had these changes been part of the original procurement that different candidates would have resulted nor that it would have attracted additional participants to the original procurement. The Council considers that the additional and varied works arising from the utilities diversions now required are permitted under Regulation 72(1)(b) in that it would be economically and technically challenging for this to be provided by any contractor other than the developer.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £173,000,000

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKI53 - Redbridge and Waltham Forest

II.2.4) Description of the procurement

The Council does not consider that by the proposed variation it will be awarding a new contract for the purposes of the Public Contracts Regulations 2015, the Concession Contracts Regulations 2016, nor the Procurement Act 2023.

However, it is voluntarily publishing a Transparency Notice and observing the 8 working day standstill period in order to provide transparency of an intended modification and to mitigate risk if the variation is held to give rise to a contract award under the Procurement Act 2023.

The Transparency Notice accompanies a Voluntary Transparency Notice to be published under the Public Contracts Regulations 2015 in order to provide transparency of the intended modification and to mitigate risk if the variation is held under the Public Contracts Regulations 2015 to require a new procurement exercise.

The original development agreement involved the Council granting a short-term building lease followed by the grant of a long lease of 250 years on completion. The Greater London Authority (GLA) now requires schemes involving GLA funding for shared ownership housing to be leased for at least 990 years. The varied scheme would grant the 990-year lease to the developer up-front in place of the short-term building lease.

The number of residential units to be delivered by the scheme will be varied to increase from 320 to 379 and the number of affordable units varied from 120 to 379 (i.e. the residential element of the scheme will be entirely affordable housing).

The original development agreement involved the Council granting a short-term building lease followed by the grant of a long lease of 250 years on completion. The Greater London Authority (GLA) now requires schemes involving GLA funding for housing for sale, including shared ownership housing to be leased for at least 990 years. This change was introduced in November 2021, after the Council had entered into the development agreement. The varied scheme would grant the 990-year lease to the developer up-front in place of the short-term building lease.

The number of residential units to be delivered by the scheme will be varied to increase from 320 to 387 and the number of affordable units varied from 120 to 387 (i.e. the residential element of the scheme will be entirely affordable housing).

The original structure involved a short-term build lease with the longer lease granted on golden brick for the site with affordable units and granted on practical completion for the sites with private units. The varied structure would transfer the freehold interest in the sites to the developer once the units have achieved golden brick stage.

The varied scheme will retain forfeiture provisions in the lease to enable the Council to terminate if the development agreement is terminated because the conditions have not been satisfied by the longstop date or because the developer materially breaches the development agreement so that it is terminated prior to the "golden brick" stage. There will be restrictions in the lease controlling permitted development on the site. The Council has therefore retained similar controls over the development to replace the short-term building lease of the affordable units.

Additional works are now required to be delivered by the developer to relocate high voltage cables detected on the site. This complication also increases the cost of relocating the gas pipe required under the original scheme. The estimated cost of additional and revised utilities works is £4.79m which the developer intends to finance through GLA grants.

The Council would have received a guaranteed land payment under the original scheme on the commercial basis of the developer receiving a profit on cost of 14.5%. This payment was to reimburse land assembly costs of £2.5m plus a small land value. The overage provision in the original scheme was 55 / 45 in favour of the Council on sales overage above a £ per sq. ft. threshold.

However, it has become necessary to adjust this considering inflationary build costs pressures and regulatory changes following the passing of the Building Safety Act into law, to maintain the scheme's viability. The varied scheme will reduce the developer's profit on cost to 11.7% and remove the guaranteed receipt. Half of any additional profit will be shared by the developer with the Council up to a cap of £2.5m plus the cost of borrowing incurred by the Council to assemble the required land.

The Council considers that the proposed modifications to the development agreement and scheme structure fall within the permitted modification grounds set out in Regulation 72 of the Public Contracts Regulations 2015 (or alternatively the corresponding principles in Section 43 of the Concession Contracts Regulations 2016).

The Council considers that the proposed changes in the commercial structure of the scheme are not substantial and therefore permitted under Regulation 72(1)(e). The commercial structure of the scheme includes the increase and variation to the residential units to affordable units; the restructuring of the land arrangements to a 990-year lease (whilst retaining forfeiture mechanisms, and as per the GLA funding requirements) with subsequent freehold transfer on golden brick; and also the revisions to the land payment, profits and overage provisions.

The character of the scheme in terms of a developer-led housing development on Council land is maintained and the Council does not consider that it is likely that had these changes been part of the original procurement that different candidates or tenders would have resulted nor that it would have attracted additional participants to the original procurement. The change from a market-sale product to an all-affordable product and the change in leasing structure are the result of changes to GLA grant funding and regulatory changes which would have affected any bidder. Bids led by affordable housing providers were invited during the original procurement. The modification of land payments is a proportionate adjustment to the commercial terms of the scheme reflecting the significant reduction in expected profit that the developer is expecting to make compared with their bid. The character of the development being able to support land payments once an agreed minimum return to the developer is reached is maintained by these changes.

The Council considers that the additional and varied works arising from the utilities diversions now required are permitted under Regulation 72(1)(b) in that it would be economically and technically challenging for this to be provided by any contractor other than the developer. These works are statutory diversion works in connection with the works to be carried out under the original procurement. Tendering the works for another contractor would cause duplication of cost to the authority. These works would not result in any increased cost to the Council under the development agreement, as it will be funded by GLA grants.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 60

Price - Weighting: 40

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive dialogue

IV.1.6) Information about electronic auction

An electronic auction will be used

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2019/S 070-165593](#)

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

11 March 2025

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 0

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 2

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

London Square Developments Limited

Uxbridge, Middlesex

UB8 1RN

Country

United Kingdom

NUTS code

- UKI53 - Redbridge and Waltham Forest

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £173,000,000

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Royal Courts of Justice

London

WC2A 2LL

Country

United Kingdom