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Contract

Cardiff Arena Operator and Developer

Cardiff Council

F25: Concession award notice

Notice identifier: 2024/S 000-030012

Procurement identifier (OCID): ocds-h6vhtk-049c42

Published 19 September 2024, 1:55pm

Section I: Contracting authority/entity

I.1) Name and addresses

Cardiff Council

County Hall, Atlantic Wharf

Cardiff

CF10 4UW

Email

procurement@cardiff.gov.uk

Country

United Kingdom

NUTS code

UKL22 - Cardiff and Vale of Glamorgan

Internet address(es)

Main address

<https://www.cardiff.gov.uk>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0422

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Cardiff Arena Operator and Developer

II.1.2) Main CPV code

- 45000000 - Construction work

II.1.3) Type of contract

Works

II.1.4) Short description

Cardiff Council (“the Council”) is the freeholder of the Site on which it wishes to develop a music/entertainment and events arena with a capacity of up to 15,000 (“the Arena”). The Council is seeking to appoint a developer and operator to design, construct, maintain and operate the Arena. The Council will contribute financing towards the delivery of the scheme. The successful bidder will be granted a 99-199 year lease from the Council for the Arena development. The developer will be responsible for securing the initial consortium member operator (and any successor operators) to operate the Arena for a concession period of 40-45 years. The scheme will also involve the delivery of a hotel development, connecting road infrastructure and public realm spaces.

II.1.5) Estimated total value

Value excluding VAT: £150,000,000

II.1.6) Information about lots

This concession is divided into lots: No

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

Value excluding VAT: £183,000,000

II.2) Description

II.2.2) Additional CPV code(s)

- 45100000 - Site preparation work

- 45212224 - Stadium construction work
- 45210000 - Building construction work
- 45212000 - Construction work for buildings relating to leisure, sports, culture, lodging and restaurants
- 45212100 - Construction work of leisure facilities
- 45212170 - Entertainment building construction work
- 45212320 - Construction work for buildings relating to artistic performances
- 45212180 - Ticket offices construction work
- 45212411 - Hotel construction work
- 45213316 - Installation works of walkways
- 45233000 - Construction, foundation and surface works for highways, roads
- 45233100 - Construction work for highways, roads
- 45112700 - Landscaping work
- 71000000 - Architectural, construction, engineering and inspection services
- 71500000 - Construction-related services
- 71220000 - Architectural design services
- 71240000 - Architectural, engineering and planning services
- 71247000 - Supervision of building work
- 71251000 - Architectural and building-surveying services
- 71400000 - Urban planning and landscape architectural services
- 71540000 - Construction management services
- 71530000 - Construction consultancy services
- 92000000 - Recreational, cultural and sporting services
- 92300000 - Entertainment services
- 92312100 - Theatrical producers', singer groups', bands' and orchestras' entertainment services
- 92312120 - Singer group entertainment services
- 92312130 - Band entertainment services

- 92312140 - Orchestral entertainment services
- 55520000 - Catering services
- 55330000 - Cafeteria services
- 55400000 - Beverage-serving services
- 55410000 - Bar management services
- 55500000 - Canteen and catering services
- 79993000 - Building and facilities management services
- 79993100 - Facilities management services
- 77314000 - Grounds maintenance services
- 90911200 - Building-cleaning services
- 75241000 - Public security services
- 79710000 - Security services

II.2.3) Place of performance

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

Main site or place of performance

Land (including the car park) at County Hall, Atlantic Wharf, Cardiff, CF10 4UW (“the Site”).

II.2.4) Description of the procurement

Continues from II1.4.

The Council’s financial contribution to the scheme will be through a Funding Agreement with the developer for up to 30m GBP or alternatively through an income strip lease arrangement over the term of the concession. Bidders are expected to submit tenders on both of these basis. Further details are provided in the Descriptive Document and other Concession Documents available through the portal referred to in I.3) above.

The level and availability of the Council’s financial contributions are subject to the Council’s decision making and internal approval processes and details will confirmed to participating bidders during the competition. Prospective bidders should note that the

Council reserves the right to vary the available funding and financing approaches during the procurement process.

The Council or developer will be required to acquire some land immediately adjacent to the Site to be made available for the delivery of the Arena.

II.2.5) Award criteria

Concession is awarded on the basis of the criteria described below:

- Criterion: Commercial - 60%
- Criterion: Technical - 40%

II.2.7) Duration of the concession

Duration in months

540

II.2.13) Information about European Union Funds

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

II.2.14) Additional information

The duration of the concession will be in the region of 40-45 years.

The applicants with the 3 highest scoring compliant SQ responses will be invited to the tender stage of the competition process.

The estimated values in II.1.5 and II.2.6 represents the estimated capital cost. It does not include the estimated Operator operating revenue that may be achieved through the operation of the Arena.

Section IV. Procedure

IV.1) Description

IV.1.1) Form of procedure

Award procedure with prior publication of a concession notice

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 161-397406](#)

Section V. Award of concession

A concession/lot is awarded: Yes

V.2) Award of concession

V.2.1) Date of concession award decision

12 August 2024

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: 2

Number of tenders received by electronic means: 2

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

V.2.3) Name and address of the concessionaire

live nation

30 St. John Street

London

EC1M4AY

Telephone

+44 7956801955

Country

United Kingdom

NUTS code

- UKI4 - Inner London – East

The concessionaire is an SME

No

V.2.4) Information on value of concession and main financing terms (excluding VAT)

Total value of the concession/lot: £183,000,000

Section VI. Complementary information

VI.3) Additional information

The Concession Contracts Regulations 2016 (“CCR”) apply to this scheme. The Council intends to follow a process similar to the Competitive Dialogue procedure described in the Public Contracts Regulations 2015 (as amended) (“PCR”). The Council reserves the right to deviate from the formalities of the PCR in conducting the competition due to the flexibilities permitted by the CCR.

Submission of applications must be by way of completion and return of the SQ pre-qualification questionnaire (“SQ”) by the date and time specified in Section IV.2.2. The Council reserves the right not to accept submission of applications that are received after the deadline. Bidders are encouraged to submit their submission well in advance of the stated date and time in order to avoid issues such as technical difficulties with the electronic system that may be due to high volumes of traffic attempting to submit applications on the same date at the same time.

(WA Ref:144604)

VI.4) Procedures for review

VI.4.1) Review body

The High Court of Justice

The Royal Court of Justice, The Strand

London

WC2A 2LL

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

Bidders should note that the Concession Documents (including the Heads of Terms and Descriptive Document) are draft documents at this stage, providing indicative information of the Council’s intended approach in the procurement process and are for general information only. The Council reserves the right to vary, amend and update any aspects of the procurement documents and final details and versions of the procurement documents

will be confirmed to applicants successful in being selected to participate in the relevant tender stages of the procurement procedure.

The Council reserves the right not to award the opportunity or to award only part (or a different arrangement) of the opportunity described in this concession notice.

Deadline for Review Procedures:

In accordance with Regulation 47 (Notice of decision to award a concession contract); Regulation 48 (Standstill Period) and Regulation 52 to 63 of the Concession Contracts Regulations 2016 (CCR 2016).

Following any decision to award the concession contract, the Council will provide debriefing information to unsuccessful bidders (in accordance with Regulation 47 CCR 2016) and observe a minimum 10 day standstill period (in accordance with Regulation 48 CCR 2016) before the concession contract is entered into.