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Planning

PME - Cathedral & Quay Multi Storey Car Park, Exeter - Project Management and Operational Services

Exeter City Council

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

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Scope

Reference

PR122025/DN777118

Description

Exeter is a dynamic and growing city with a population of over 130,000 people (which has grown by c.15% over the last 10 years). The city is the economic hub of Devon with an unemployment rate of 2.2%, 35,000 daily commuters and a travel to work area of 500,000 people.

The city is strategically located on the M5, A38 and A30 and is served by two national rail

lines. Exeter is home to a burgeoning economy and major employers like the Met Office, Devon County Council and the Devon and Exeter NHS Foundation Trust. The University of Exeter, a leading Russell Group university, and Exeter College anchor the educational offer of Exeter and the Southwest. The city also provides easy access to a fantastic local environment including the countryside, moor and the coast, linked to a high-quality built environment and heritage.

As part of an extensive commercial, operational and civic portfolio, the Council owns and operates a significant car park estate which comprises a total of 31 car parks amounting to 3720 spaces. The city centre is served by 3 multi storey car parks which includes the Cathedral & Quay (C&Q) car park which is accessed directly from Western Way (A3015) directly to the south of the city centre.

The C&Q car park was constructed in the late 1980's and at the time was considered the premier city centre car park for Exeter. The car park is owned freehold by the Council and is situated in a prominent and strategically important location between Exeter Cathedral (and the prime retail district) and the historic Quayside.

Key information regarding the C&Q is set out below:

1. Construction method - In-situ concrete frame with waffle deck slab with brick facades and stair & ventilation towers.
2. Total no of spaces - 355 spaces
3. No of spaces in use (excl. permit holders) - 166 spaces
4. No of levels - 5 split-level decks
5. Payment Method - Pay and Display
6. Charging Period - 8am to 6pm (Monday to Sunday)
7. Average net annual income for 2022-25 period (excl. permit holders) - £289,098 (£1741/space)
8. Zone and Tariff - Zone 2
 - 2 hours £3.40
 - 3 hours £4.50
 - 4 hours £5.60

- 5 hours £6.70

- All day £11.00 (pay by cash or phone)

9. No of Permit holders - 40 situated on ground floor

10. C&Q is located within a conservation area, and borders the historic Roman city wall to the east of the site

The car park has fallen into a state of disrepair over the last 5 year and as a result is not fully operational with the top 2.5 decks now closed. The decision to close these decks has also led to an increase in antisocial behaviour which in turn has had a further detrimental impact on the car park's image and utilisation.

Having regard to the performance of the Council's other city centre car parks, C&Q clearly has a significant amount of latent potential. However, this potential will only be realised following the car park's refurbishment together with the implementation of an active asset management strategy which addresses its medium-term operation/management and promotion. These combination of circumstances present a rare opportunity for the Council and a private sector partner to align and collaborate in identifying a solution to transform the performance of a major city centre car parking asset.

The Council is seeking to engage the marketplace to initiate a dialogue and to gauge market appetite for entering into a form of partnership which will focus on optimising the performance of C&Q car park into the future.

The Council is flexible concerning partnering options however key priorities include:

- Identifying leading project management expertise to successfully complete the refurbishment works on behalf of the Council
- Entering into suitable partnership arrangements (e.g. Management Agreement, Geared Ground Lease) which effectively transfers the responsibility to operate, manage and promote the car park to a leading private sector operator on terms to be agreed. This agreement would be focused on optimising this car park asset (resulting in strengthening the net income stream over time) and is likely to incorporate agreed KPI's and annual reviews.
- Creating the conditions to optimise utilisation and income generation through a potential review of C&Q's existing tariff zoning, permit holding and staffing arrangements.

The Council views C&Q as a potential pilot initiative and subject to the outcome of this procurement exercise is willing to consider the option of identifying and transferring additional car park/s into a partnership arrangement supported by an approved business case.

Total value (estimated)

- £7,200,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 June 2026 to 31 May 2036
- 10 years

Main procurement category

Works

Additional procurement category

Services

CPV classifications

- 45213312 - Car park building construction work
- 71520000 - Construction supervision services
- 71541000 - Construction project management services
- 98351000 - Car park management services

Contract locations

- UKK43 - Devon CC

Engagement

Engagement deadline

25 July 2025

Engagement process description

Exeter City Council is commencing a formal Preliminary Market Engagement (PME) exercise in advance of initiating a procurement process. The purpose of such engagement is to understand the level of market interest and to seek market intelligence on offerings in the market and to help develop the authority's requirements and approach to the proposed future tender exercise.

To inform this Preliminary market engagement exercise the Council has compiled an information briefing pack which includes the following:

- Land Registry Title and Plan
- Condition survey for Cathedra & Quay car park (prepared by Kendall Kingscott, dated April 25)
- Applicable Tariff Zoning arrangements across the Council's car park estate
- Summary of annual income statistics (2022-24) for car parks situated within Central and Zone 1 areas

This briefing pack can be made available upon request by messaging via the Council's e-

tender portal.

In order to ensure the best outcome from this process, the Council will be holding a series of engagement sessions in Exeter which will include a tour of C&Q car park (and other car park assets as necessary) together with a project scoping discussion and question and answer session with the Council's Commercial Assets and Car Park Operational teams.

Market Engagement Submissions:

To assist in shaping and positioning this proposition the Council is seeking a written response from interested parties who have actively engaged with this preliminary market engagement process. These responses will be important in informing the options available to the Council and subsequent decisions in selecting the preferred procurement option to proceed with.

Interested parties are asked to consider and respond to the following 5 Questions:

1. Does this outline proposition align with your new business development strategy. If so, please explain why?
2. What do you consider are the key opportunities and constraints associated with this initiative?
3. Do you consider that a partnership approached as outlined above establishes the best prospects for a successful outcome. If so, please explain why?
4. What market insight and expertise can you bring to bear in helping to structure and deliver this proposition?
5. Are there any additional issues or considerations you would wish to highlight?

This is an information only gathering exercise. No contract will be awarded following the conclusion of this preliminary market engagement exercise, but your input may be used to shape and finalise the development of the subsequent tender exercise that may follow.

Clarification questions and general requests are to be submitted in writing via the Council's e-procurement portal.

Site visits and project scoping sessions are scheduled to be held on Wednesday 2nd July and Thursday 3rd July (subject to availability. Alternative dates may be offered if necessary). Please message via the council's e-procurement portal to book a site visit.

Written market engagement submissions are to be submitted by 5pm on Friday 25th July.

Link to Council e-tender portal: <https://procontract.due-north.com/Advert?advertId=46606>

[cf8-0043-f011-8136-005056b64545&p=69ce52d6-e03c-e511-80ed-000c29c9ba21](https://www.exeter.gov.uk/procurement/contract-notice/cf8-0043-f011-8136-005056b64545&p=69ce52d6-e03c-e511-80ed-000c29c9ba21)

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Contracting authority

Exeter City Council

- Public Procurement Organisation Number: PCHX-3846-DMNW

Civic Centre

Exeter

EX1 1JN

United Kingdom

Contact name: Lynda Chaffey

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Website: <https://exeter.gov.uk/>

Region: UKK43 - Devon CC

Organisation type: Public authority - sub-central government