



**CORNWALL**  
**COUNCIL**  
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# Extra Care Housing - The opportunity

Memorandum of information for suppliers



A scenic view of a coastal town in Cornwall, featuring a sandy beach, a harbor with boats, and a large white circular graphic containing text. The town is built on a hillside overlooking the sea, with a mix of white and grey buildings. The beach is crowded with people, and the harbor is filled with various boats. The sky is a deep blue, and the water is a lighter blue. The circular graphic is positioned in the upper right quadrant of the image.

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be an innovative  
Council in this space,  
contributing to the  
uniqueness that is  
Cornwall**

# Introduction

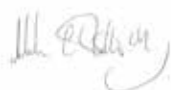
At Cornwall Council we are committed to ensuring that our older and disabled people have access to high quality, sustainable and affordable homes together with high quality care services to meet their individual needs.

Like elsewhere Cornwall has a growing and ageing demographic, approximately 25% of the county's population will be over 64 by 2020, and therefore we identified a long-term strategic requirement for quality facilities and services to meet the changing needs of our residents and to tackling this growing challenge.

Part of the Council's long-term strategic approach is to replace traditional social care service responses and reduce the number of people being placed into residential care through the provision of significantly more Extra Care. Extra Care provision aims to retain residents within their homes for longer and reducing the burden on residential care. We know from our research, that Cornwall will need an additional 3,535 units of Extra Care by 2025 across our towns and city.

**We are aware of the significance of this challenge, but it is one that we are addressing head on via a multi-initiative approach.** One major initiative is through this procurement of a Strategic Partner or Partners to provide new Extra Care facilities across the whole of Cornwall.

Procuring a Strategic Partner to work with us to develop and operate new facilities, and provide high quality care for a variety of needs, is key if we are to deliver significant levels of Extra Care housing across the county. **This is a priority for us.**



**Helen Charlesworth-May**, Strategic Director for Adult Social Care and Health



Not only are we looking to deliver facilities and services to those who have need, we are also excited to develop across all major towns new schemes that ensure couples may remain housed together and there is strong integration within local communities to create vibrant and new social spaces and networks. We also intend that by working with the third sector, we will be able to harness the best in new technological developments to promote independent living for longer.

We are keen to be an innovative Council in this space, contributing to the uniqueness that is Cornwall. In return, our Strategic Partner will benefit from being our partner across a designated area of the county for 30 years, utilising our land and potentially other investment to deliver mixed community schemes, and the opportunity to deliver over the long-term range of facilities and services for Extra Care.

The required scale and pace of Extra Care development in Cornwall means that this is an exciting opportunity to form a successful Strategic Partnership that will mutually benefit the Partners and the people of Cornwall.

We are very excited at the opportunity to work with you and the significant positive effect we can deliver together to our residents.



**Councillor Andrew Mitchell**, Portfolio holder for Homes



**Councillor Rob Rotchell**, Portfolio holder for Adults



The Council's long-term strategic objective is to move away from traditional social care service responses and reduce the number of people being placed into residential care. Instead, **the strategy is to offer a range of accommodation and complementary services** that will enable and support people to live independently in their own home. The development of Extra Care housing schemes is a critical component in achieving this objective. Our aim is that that Extra Care will become the default provision type across the county.

Council research has identified that Cornwall needs an additional 3,535 units of Extra Care by 2025 to meet predicted demand and is seeking to procure long-term Strategic Partners to develop new facilities is part of a multi-pronged approach to meeting this demand.



# The opportunity

Tenderers are invited to bid to become the Council's Strategic Partner for the delivery of Extra Care facilities within one or more of the geographic Lots.

Tenderers are invited to bid for 1, 2, or 3 lots, but where a Tenderer bids for two or three lots, it is a minimum requirement that the Tenderer use at least two different Care Providers.

Lot 1 - West Cornwall	Number of units needed by 2025 (75+)	People on the housing register aged 60+ with a local connection
<b>Penzance</b>	208	182
<b>Helston</b>	153	59
<b>St Ives</b>	101	111
<b>Hayle</b>	112	78
<b>Camborne/Redruth</b>	306	150/85

Lot 2 - Mid Cornwall	Number of units needed by 2025 (75+)	People on the housing register aged 60+ with a local connection
<b>Falmouth/Penryn</b>	252	137/56
<b>Truro</b>	207	124
<b>St Austell</b>	225	132
<b>Newquay</b>	177	156
<b>Bodmin</b>	125	102

Lot 3 - East Cornwall	Number of units needed by 2025 (75+)	People on the housing register aged 60+ with a local connection
<b>Looe/Liskeard</b>	89/86	65/96
<b>Saltash</b>	134	103
<b>Wadebridge/St Minver</b>	124	49
<b>Bude</b>	130	49
<b>Callington/Launceston</b>	135/130	35/70

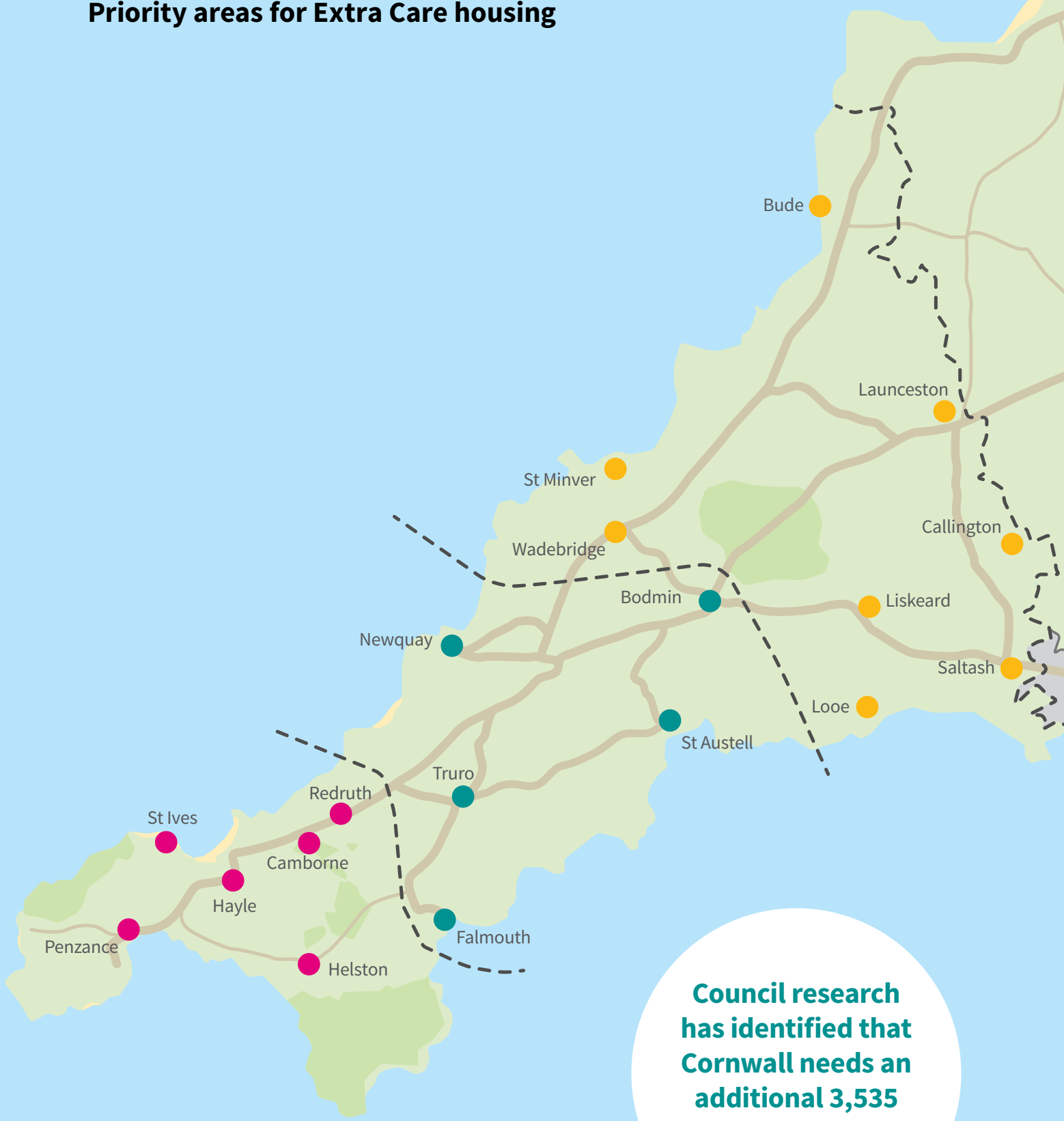
## Detailed plans

Tenderers are invited to set out their detailed plans together with cost and sales assumptions for the development of two Case Study sites identified and owned by the Council. One of these sites is Lot specific, whilst the second is generic across all three Lots.

Tenderers are requested to provide cost and sales assumptions only for a further three sites.

Full details are set out in the scoping pack available for this procurement.

## Priority areas for Extra Care housing



**Council research has identified that Cornwall needs an additional 3,535 units of Extra Care by 2025**

# Strategic Partnership with us

## Becoming our Strategic Partner

We are seeking a Strategic Partner for each Lot to develop a fully integrated finance, development and delivery solution for Extra Care. This is an exciting opportunity for the Council and its partner to develop a long-term relationship and deliver on the Council's objectives for Extra Care, and significantly enhance the offerings across the county in line with the Council's overall long-term ambition for the county.

The Strategic Partner, which could be a single organisation or a collaboration of two or more organisations, will be required to design, fund and develop a minimum of 250 Extra Care units in each Lot across a minimum of 5 sites by 2025. The Strategic Partner must also be able to offer the full range of Extra Care Services at each development once operational.



**We wish to create vibrant communities where residents have as much say over their lives as possible**

## The Council's ambitions for the Strategic Partnership

The Council's ambitions for this partnership approach are summarised below. Further details can be found in the descriptive document in the procurement pack:

- a minimum of 750 new Extra Care units should be delivered by the Strategic Partnerships across Cornwall by 2025 with Extra Care Housing playing a pivotal role at the heart of communities;
- Extra Care housing schemes across all major towns in the county, and, to use these hubs to find innovative solutions so that those living in less populated areas where there is not the critical mass of need for a scheme;
- attractive scheme designs sympathetic to the local area that improve resident's healthy ageing and independence;
- schemes with a balance of tenure to reflect the socio-demographics of the local catchment now and into the future;
- where appropriate and in line with Local Plan requirements a multi-faceted approach that goes beyond Extra Care housing and embraces other means to support and care for people with disabilities and health needs
- the creation of vibrant mixed communities where residents have as much say over their lives and where they live as possible;
- and an approach that utilises the Council's appetite for taking some risk, that could extend to investment beyond the land value, that provides commensurate reward and ensure that both public and private investment to be well-spent.



# Procurement and process

The opportunity is being tendered through the Council's e-portal Due North.

In order to participate in the procurement, interested parties are required to register on the Council's e-portal Due North

📍 [www.supplyingthesouthwest.org.uk](http://www.supplyingthesouthwest.org.uk)

and express an interest in 'DN350137 Strategic partners for the development, delivery and operation of Extra-Care housing in Cornwall'.

If you are not already registered on the e-portal this can be undertaken by selecting the 'Register now' button, and populating the required information.

Once registered, interested parties can find information on this opportunity by selecting the '**Search Latest Opportunities**' tab on the site's homepage.

## Timeline

### January to April 2019

#### SQ stage

- Go live
- SQ responses
- Evaluation shortlist

### April to August 2019

#### Detailed solutions stage

- Issue ISDS
- Engage in dialogue
- Legal and commercial negotiations
- Submit detailed solutions
- Evaluation and shortlisting

### August to December 2019

#### Final solutions stage

- Feedback from detailed solutions
- Final dialogue
- Issue CFT
- Submit final solutions
- Evaluation and recommendation

### December to February 2020

- Optimise contract documentation

### February 2020

- Standstill period

### March 2020

#### Award contract

# Further information

**All formal communications** (including, but not limited to, clarifications) in respect of this opportunity should be submitted the Council's e-portal Due North

 [www.supplyingthesouthwest.org.uk](http://www.supplyingthesouthwest.org.uk)

Potential suppliers may also contact **Cornwall Council's Procurement Lead** about the opportunity and process:

**John Ward**, Procurement Lead, Cornwall Council

 [john.ward@cornwall.gov.uk](mailto:john.ward@cornwall.gov.uk)

 07483 342554



**If you would like this information in another format or language please contact:**

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