



Trefula House Development Soft Market Test for Expressions of Interest

January 2022



A CORNWALL
COUNCIL COMPANY

Introduction

The Corserv Group is a diverse group of Cornwall Council-owned businesses, providing infrastructure, engineering, housing, jobs, social care, facilities management, inward investment, transport and other essential services to Cornwall and beyond.

Corserv Care is a new company within the group that brings together existing community care services and Trefula House care home under a new brand, which is focused on improving the quality, capacity and resilience of the care market in Cornwall.

The focus of the company is the delivery of high quality, personalised care in partnership with Council, health and the voluntary community. Our services are key in supporting the health and social care system across Cornwall by focusing on delivering priority care and support and maximising people's independence where possible.

Corserv is proposing to design and build a new purpose-built care home at its Trefula House site to accommodate existing residents and older people with complex needs. The number of residents will increase from 42-beds to 79-beds. This development will address current shortfalls with the quality and suitability of the building which impacts on the care provided at Trefula House. It will also increase the number of beds to support people with complex needs including dementia and challenging behaviours to address the shortfall in provision.

The project also considers the opportunity to repurpose the existing accommodation and provide either supported living, extra care and/or a training facility with key worker accommodation.

The options as to how this project can be funded and potential design and construction solutions are being sought through this request.

Scope

Development Address: Trefula House Care, St Day, Redruth, Cornwall, TR16 5ET

- The project includes the design and delivery of the 79-bed care home with all associated facilities required to support the care home
- Repurposing of the Grade II listed building into either supported living, extra care and/or a training facility providing staff accommodation
- The project also presents an opportunity to substantially enhance the hard and soft landscaping, with increased tree planting to screen the new build from longer views of the site
- Corserv/Cornwall Council will grant a lease of part of the land to the provider to enable the development. Corserv/Cornwall Council will retain the freehold of the land
- The Provider would be required to fully fund the development, with no capital cost to Corserv. Corserv will enter into a leasing arrangement on the completed building
- Any Leasing structure on the completed building will be required to remain off balance sheet
- A tried, tested and compliant procurement route will be implemented
- The project is required to be at least self-financing in revenue terms for Corserv, with the potential to deliver a positive net return on investment.
- The provider would be required to work with Corserv to agree a funding solution, create a design, engage a suitable contractor, manage the construction works, and deliver the project on a turnkey basis, ready for occupation
- Whilst some design options have already been considered, the exact space required, and potential layouts will be finalised with the provider and their supply chain

If you would like to register your interest, please provide the following information with supporting evidence

- Previous experience of such provision, with examples of similar schemes and any references, along with ability for Corserv to contact these reference sites in order to gain further information.
- Details of commercial model used by provider, including leasing term and structure, ownership of premises during leasing term and on expiry of leasing term, and clarity on proposed funding flows.
- A justifiable route to implement a procurement compliant structure. Examples of recently completed projects and the procurement route adopted.
- A proposed Leasing structure required to have no impact on the Corserv balance sheet. Examples of previous projects where the structure has successfully been implemented.
- Details of financing structure and borrowing rates.
- Details on supply chain position and any frameworks that may be available to procure the proposed model.
- Capacity available to support the project through planning and construction phase.
- Details on how risk will be managed between the supplier and Corserv during construction.

The deadline for return is 31/01/22 at 9.00am.

Procurement for this scheme is being led by:

Claire Butler, Interim Group Procurement Director

All correspondence must be electronically to:

procurement@corservltd.co.uk