



Pre-Tender Market Engagement

Building Support for Local Development CPD/004/119/002

Authority: Ministry for Housing, Communities and Local Government (MHCLG)
("the Authority").

Date Response required: 12.00 hours (GMT) Wednesday 25 April 2018

1 PURPOSE

- 1.1 This Pre-Tender Market Engagement (PTME) seeks information in preparation for the potential procurement of a Supplier (from herein referred to as a "**Potential Supplier**") conduct research into building support for local housing development. The purpose of this PTME is to:
 - 1.1.1 help define the requirement;
 - 1.1.2 help provide a better understanding of the feasibility of the requirement;
 - 1.1.3 understand the best approach;
 - 1.1.4 understand the capacity of the market to deliver and possible risks involved;
and
 - 1.1.5 provide the market with an opportunity to ask questions, raise queries and any issues to be addressed at an early stage.
- 1.2 The Authority shall maintain commercial confidentiality of information received during the PTME.

2 INTRODUCTION

- 2.1 There is a common assumption in public discourse that support or opposition for local housing development has a significant impact on whether permissions are granted by decision makers in Local Planning Authorities (LPAs).
- 2.2 There is also a common perception that local decision makers in areas of high housing need may not be granting the permissions needed to deliver the homes we need.
- 2.3 However, there is surprisingly little research into support for local development and its effect on decision making. We aim to conduct research in order to identify: a) if decisions are impacted by support or opposition; b) if so, to understand the reasons behind this; and c) to help identify ways to encourage greater support for local housing development in areas of high housing need.

- 2.4 We propose to achieve this by conducting a 3 month qualitative research project in c.5-10 LPAs in areas of high housing need and affordability pressure, where permission rates are lower than the national average, and where there are higher numbers of permissions granted on appeal. The research will focus on major developments.
- 2.5 Existing planning data tells us the number of permissions and quality of decisions but does not tell us why or how opposition or support impacts on the planning system.
- 2.6 Some questions we are looking to answer in the research phase include:
 - 2.6.1 Which LPAs should we target? (Analysis of quantitative data).
 - 2.6.2 Why do decision makers support or oppose local development? What makes them committed either way? How do we encourage and leverage public support so that this has an impact on more planning permissions being granted?
 - 2.6.3 How does opposition or support affect developers' investment decisions?
 - 2.6.4 How does local opposition or support affect decision making?
 - 2.6.5 What measures can be taken to encourage LPAs to be more supportive of local development and grant more permissions?
- 2.7 We envisage the research will involve the following groups:
 - 2.7.1 Chief Planners;
 - 2.7.2 Councillors;
 - 2.7.3 LPA officers;
 - 2.7.4 Developers;
 - 2.7.5 Local YIMBY groups (Groups that are supportive of local development);
 - 2.7.6 Local parish councils.

3 HIGH LEVEL OUTLINE PROJECT OUTCOMES REQUIRED

- 3.1 The objective of the project is to understand whether there is a link between local support and higher rates of permission (or vice versa), and how this impacts on decision making. The primary outcomes will be: greater understanding of how levels of local support impacts on decision making; the department has clearer steer on how to improve support in local areas (both in the area and with decision makers); and the department is able to use the evidence gathered to support further policy work to boost support.

4 OUTPUTS/DELIVERABLES

- 4.1 Identification of target 5-10 LPAs;
- 4.2 Qualitative research (e.g. interviews) with local decision makers and community groups in pilot LPA.

- 4.3 Preliminary report on a pilot LPA (1 month in).
- 4.4 Qualitative research (e.g. interviews) with local decision makers and community groups in remainder target LPAs.
- 4.5 Agreed upon final report, including recommendations for further scoping, on building support for local housing development.

5 KEY DATES & TENDERING PROCESS

- 5.1 If it is decided this service is required, it is anticipated that procurement may start within the next two weeks with the contract to commence 6 weeks later. These indicative dates are for information purposes only. MHCLG reserve the right to amend these dates at any time, and Potential Suppliers rely on them entirely at their own risk.
- 5.2 The contract is expected to be for a period of **three months**.
- 5.3 We expect to use the Crown Commercial Service Research Marketplace framework.

6 RESPONSE

6.1 Please respond by email to paul.farlow@communities.gsi.gov.uk with the following by 12.00 GMT on Wednesday 25 April 2018 (the “Response Deadline”).

- 1. Is the scope/objective of the project clear? What would you need further clarity on to make a good bid?
- 2. Is the research feasible, given the existing proposal, to achieve the research objective? How would you amend it to make it more robust?
- 3. How resource intensive would the research be? For example, how many researchers/hours will be required?
- 4. Is the research possible within the suggested timescale?
- 5. What would be the indicative costs for research per LPA?
- 6. What would be your sampling strategy to select the LPAs for further research?
- 7. We would like to draw some early conclusions about 1 month into the research, so have proposed conducting research in a single pilot at first, followed by the remaining LPAs. Is there a better way to draw some early indicative conclusions, if so what would you recommend?
- 8. We are proposing a ‘5+1’ approach: selecting c.5 LPAs with low percentage of permissions granted, and 1-2 areas with high percentage of permissions granted (as an example of good practice). Is this approach likely to get the best results? Should we aim to focus on trajectory over the last few years, or other ways to select case studies?
- 9. Is it a good idea to select LPAs based on housing need or permissions granted, and what criteria would you use to help identify support/opposition?
- 10. How many participants do you anticipate collecting data from within each LPA? What other groups should be approached?
- 11. Which individuals/groups do you anticipate collecting data from?

12. What methods would you anticipate using to collect the data? What is the best way to make sure that the evidence is sufficiently robust to enable conclusions/recommendations to be drawn?

7 QUESTIONS AND CLARIFICATIONS

- 7.1 Potential Suppliers may raise questions or seek clarification regarding any aspect of this PTME document at any time prior to the Response Deadline. Questions must be submitted by email to paul.farlow@communities.gsi.gov.uk only.
- 7.2 To ensure that all Potential Suppliers have equal access to information regarding this PTME exercise, responses to questions raised by Potential Suppliers will be published in a “Questions and Answers” document, which will also be circulated by email, with updates appearing at regular intervals (approximately two to three working days).
- 7.3 Responses to questions will not identify the originator of the question.
- 7.4 If a Potential Supplier wishes to ask a question or seek clarification without the question and answer being revealed, then the Potential Supplier must state this in their email and provide its justification for withholding the question and any response. If the Authority does not consider that there is sufficient justification for withholding the question and the corresponding response, the Potential Supplier will be invited to decide whether:
 - 7.4.1 the question/clarification and the response should in fact be published; or
 - 7.4.2 it wishes to withdraw the question/clarification.

8 GENERAL CONDITIONS

- 8.1 This PTME will help the Authority to refine the requirements and to understand the potential level of interest in the delivering requirements. It will also aid Potential Supplier’s understanding of the requirements in advance of any formal competitive tender exercise.
- 8.2 The Authority reserves the right to change any information contained within this PTME at any time, and Potential Suppliers rely upon it entirely at their own risk.
- 8.3 The Authority reserves the right not to proceed with a competitive tender exercise after this PTME or to award any contract.
- 8.4 Any and all costs associated with the production of such a response to this PTME must be borne by the Potential Supplier.
- 8.5 No down-selection of Potential Suppliers will take place as a consequence of any responses or interactions relating to this PTME.
- 8.6 The Authority expects that all responses to this PTME will be provided by Potential Suppliers in good faith to the best of their ability in the light of information available at the time of their response.
- 8.7 No information provided by a Potential Supplier in response to this PTME will be carried forward, used or acknowledged in any way for the purpose of evaluating the Potential Supplier, in any subsequent formal procurement process.