**Leisure Management Contract**

**Soft Market Test**

**Request for Information**

**Description of Requirement**

South Kesteven District Council is currently looking at options for its Leisure Management Contract across the district and to implement an operating model that provides a sustainable and modernised service which meets the needs of our residents by improving their health and wellbeing, aligning with the Council’s vision to “be the best district in which to live, work and visit”.

**Background**

In August 2020 the Council decided to end its long-term Leisure Management Contract with an external operator bringing the management of its leisure centres back in house under a Local Authority Trading Company (LATC) as a result of the national challenges faced by the impact of Covid-19.

The previous contract ended on 31st December 2020 and the Council’s wholly owned company took over the management of the Council’s leisure centres on 1st January 2021 on an initial contract term of two years plus the potential to extend for a further three years, which will bring the current arrangement to an end no later than 31st December 2025.

The facilities included in the current contract are:

|  |  |  |
| --- | --- | --- |
| **Grantham Meres Leisure Centre – incorporating the South Kesteven Sports Stadium** | **Bourne Leisure Centre** | **Stamford Leisure Pool** |
| 70 Station Gym  2 Group Exercise Studios  Indoor Cycling Studio  6 Court Sports Hall  4 Court Sports Hall – known as Table Tennis Centre  8 lane 25m Competition Pool  Teaching Pool  2 Leisure Pools with flume and water features  3 Meeting Rooms  Café  Grass Football Pitches  FIFA Approved Full Size 3G Pitch  Outdoor Tennis/Netball Courts  400m Trackmark Accredited Athletics Track  FA Grass Football Pitch | 40 Station Gym  Group Exercise Studio  Sauna  25m Leisure Pool with flume and water features  4 Court Sports Hall  Café | 15 Station Gym  25m Leisure Pool with flume and water features |

Whilst the current LATC arrangements were appropriate at the time, the Council wishes to evaluate alternative options to manage the service, exploring best practice and potential partnership and contract arrangements, which would allow the leisure service to be more aligned with current needs and support the district’s growth ambitions whilst improving the health and wellbeing of our residents.

If you're an experienced Leisure Management Contractor then we'd love to hear from you, especially if you have a proven track record of providing leisure services on behalf of other Local Authorities and would value your feedback on key elements of any future potential contract.

**Registration of Interest Form**

Please submit this form with responses to questions and any relevant supporting information to [michael.chester@southkesteven.gov.uk](mailto:michael.chester@southkesteven.gov.uk) by Friday 8th December 2023.

|  |  |
| --- | --- |
| Company Name |  |
| Company Website |  |
| **Contact Details** | |
| Name |  |
| Email |  |
| Telephone/Mobile |  |

|  |  |
| --- | --- |
| **Question** | **Response** |
| 1. The Council may wish to consider extending the reach and impact of the service through an outreach programme designed to help tackle inactivity and health inequalities in the wider community. Does your company have any experience of this and would you be interested in including this as part of the procurement? |  |
| 1. What experience does your company have in attracting external funding and where do you see the opportunities in South Kesteven? |  |
| 1. What examples of innovation in the leisure sector is your company aware of and what are the opportunities for South Kesteven to take advantage of these? |  |
| 1. What is your preferred position in terms of maintenance risk share? Would you consider a full repair, maintain and insure arrangement? |  |
| 1. What is your preferred position in terms of utilities risk share? Would you consider taking full liability on the cost of utilities? If not, what mechanism would you like to see put in place to share this risk with the Council? |  |
| 1. Following the impact of Covid-19, is your company likely to accept full commercial risk from the start of a potential new contract? If not, how would you envisage this working in terms of the financial arrangements? |  |
| 1. What do you consider to be the optimum term of contract that would represent best value for money for this portfolio and why? |  |
| 1. Does your company have any experience of working with Integrated Care Systems to provide a community hub style facility with the co-location of services? If yes, is this something you would envisage incorporating as part of a potential contract? |  |
| 1. Are there any other factors that the Council should consider in terms of the financial arrangements for a new contract that would make the opportunity more or less attractive from your company’s perspective? |  |
| 1. What experience do you have in modernising ageing leisure facilities as part of a contract award, to meet current needs in improving usage, income and health outcomes? |  |
| 1. Are there any other opportunities or is there anything that the Council should specifically avoid, regarding the development of the contract documents, in order that an optimal management fee is secured through the tender process? |  |
| 1. Please identify any issues, concerns or risks that might prevent your company from participating in a future tender exercise to provide these services? |  |
| 1. If you would like to make any additional comments or raise any questions, please use the space provided. |  |