

NOTE OF SITE MEETING	
SUBJECT:	West Riverside, Balloch Briefing Note for Senior SE Management re Development Proposals
DATE:	27.08.2015
FROM :	[REDACTED] Project Manager
TO:	[REDACTED], Director of Business Infrastructure
ATTACHMENTS:	Appendix 1 – West Riverside Brief Appendix 2 – West Riverside Scoring Summary Hyperlink to All Submissions
STATUS:	COMMERCIALY CONFIDENTIAL

1.0 PROJECT BACKGROUND

1.2 In partnership with LLTNPA, SE have been marketing West Riverside and the undeveloped sites within Loch Lomond Shores for tourism and leisure-based developments with the aim of creating a quality-led destination that improves connectivity between the popular tourist destination of Loch Lomond Shores and the centre of Balloch. Development will be accommodation led and uses that may be considered are as follows:

- Hotel, hostel, lodge or holiday accommodation
- Specialist or tourism related retail
- Family orientated, active leisure activities.

2.0 BACKGROUND TO PROPOSED DEAL WITH FLAMINGO LAND

2.1 In response to the invitation for development proposals for West Riverside (**Appendix 1**) 5 proposals were received. A link to all proposals received can be found above.

2.2 Proposals were scored in accordance with the evaluation criteria and methodology outlined in Appendix 1. Proposals were then ranked 1 – 5 in terms of quality. As shown in **Appendix 2**, along with a synopsis of each proposal. Two submissions scored considerably better than the others allowing for a winner and first alternative to be identified.

2.3 Despite Flamingo Land's position as the preferred proposal, we do not intend to appoint them under a preferred developer status until several areas of uncertainty are investigated and clarified.

3.0 PROPOSED NEXT STEPS

3.1 It is recommended that a three stage approach is adopted:

Stage 1 Notify the proposals ranked 3 – 5 that they have been unsuccessful.

Stage 2 Invite Flamingo Land, LLTNPA and relevant SE persons to a meeting to discuss areas of concern in proposal and ascertain whether any irreconcilable differences exist. If not, progress Approval Paper seeking to appoint Flamingo Land under preferred developer status.

Stage 3 If irreconcilable differences do exist with the Flamingo Land proposal, invite the [redacted] (as first alternative) to a meeting with LLTNPA and SE with a view to discussing their concept at Drumkinnon Woods.