

## TRAFFORD COUNCIL

**Report to:** Executive  
**Date:** 15<sup>th</sup> February 2023  
**Report for:** Decision  
**Report of:** The Executive Member Economy and Regeneration  
and the Corporate Director for Place

### Report Title

Strategic Land Review Programme Update – Part 1

### Summary

To advise Members of the outcome of the 2022/23 Land Sales Programme.

Propose Assets to be brought forward for disposal in future financial years.

Provide an update on the 2023-2033 Estates Strategy

### Recommendation(s)

The Executive are recommended to:

1. Note the outcome of the 2022/23 Land Sales Programme Disposals
2. Approve the Disposal Programme for 2023/24 as set out in the report and note the sites that have been earmarked for disposal / development.
3. Delegate authority to the Corporate Director of Place to:
  - a. negotiate and accept bids in consultation with the Director of Finance and Systems and Corporate Director for Governance and Community Strategy for all sites listed on the Land Review Programme.
  - b. engage external resources where this will assist in implementing the programme, including a professional team where reasonably required to support a development project.
  - c. Commission, submit and/or authorise as appropriate:
    - i) any applications for planning permission on any properties included in the programme where this will assist in marketing and/or add value, or in any case where the Council is proposing to redevelop the site whether directly or in partnership with another party.
    - ii) any surveys/investigations where such surveys will reduce the risks associated with redevelopment, add value to the capital receipt /revenue return and/or assist with the preparation, submission and resolution of any planning permission application, or any other usual pre-development survey or investigation.
    - iii) any feasibility study or design for the site and or premises in association with either obtaining a planning consent or as part of options appraisal iv) any demolitions or physical alterations that will either reduce the risks associated with holding the premises or accelerate the sale/redevelopment

- and/or add value to the capital receipt/revenue return.
- d. offset eligible disposal costs against capital receipts in accordance with capital regulations.
  - e. advertise the intention to dispose of a site in the event that it comprises open space as defined by the Town and Country Planning Act 1990, in Page 2 of 10 accordance with the relevant statutory procedure, and if any objections are received, to refer to the relevant portfolio holder for consideration in consultation with the Executive Member for Environment and Regulatory Services.
  - f. acquire adjacent land or property where the acquisition will either add value to the overall development or de-risk the disposal/development of the Council asset.
  - g. Delegate authority to the Corporate Director of Place, in consultation with the Executive Member for Housing and Regeneration and the Director of Finance and Systems, to add or substitute sites into the programme during the year including sites with a value of over £499,999
  - h. Transfer sites from Category 1 to Category 2, and vice versa
  - i. commission security services.
  - j. authorise alternative methods of disposal where appropriate.
  - k. authorise community engagement and consultations where the Corporate Director deems it necessary or advantageous.
  - l. In relation to any site currently in development or any site which commences development during this programme, agree any licence or approve the grant of any easement or lease or any other disposal, including where that disposal taken in isolation would constitute a disposal at undervalue, which is designed or intended to implement or facilitate the development.
  - m. In relation to the Brown Street and former Sale Magistrates sites, authorise a marketing, pricing and disposal strategy and authorise the sale of plots, either individually or in blocks, including where the anticipated or actual capital receipt exceeds £499,999
4. That the Director of Legal and Governance in consultation with the Corporate Director of Place and, where appropriate, the Director for Finance and Systems, be authorised to finalise and enter into all legal agreements required to implement the above decisions.

Contact person for access to background papers and further information:

Name: Richard Roe  
 Extension: 4265  
 Background papers: None

*Implications*

Relationship to Policy Framework/Corporate Changes	Supports policy for Economic Growth and Development
Financial:	The generation of capital receipts will support the capital investment programme or be used to repay debt.
Legal Implications:	Each disposal/development will be reviewed for legal implications on an individual basis.

Equality/Diversity Implications:	None as a consequence of this report
Sustainability Implications:	The generation of capital receipts supports a number of capital schemes that will aid the Council in its carbon neutrality objectives.
Resources Implications: eg Staffing/ICT/Assets	Properties which are no longer required for operational purposes are identified and recommendations as to retention /disposal are made by the Corporate Landlord group, prior to discussion at the relevant Place Shaping Board and being added to the Land Sales Programme.
Risk Management Implications:	The risks are associated with holding property which is vacant and development risk of self development and joint venture development sites. A risk register/ risk management process will be in place for each development.
Health and Wellbeing Implications:	None as a consequence of this report
Health and Safety Implications:	A reduction in health and safety issues by disposing of vacant buildings.
Carbon Reduction	The generation of capital receipts supports the capital programme which has various capital budgets supporting the carbon neutral action plan. New homes built through the development programme will be built to a fabric first approach have carbon reduction measures built into the design process.

## 1.0 Background

- 1.1 The intention of the Strategic Land Review Programme is to set out a list of land and buildings that the Council intends to either sell, develop in partnership or self-develop in the forthcoming year(s) together with a summary of the previous year's outturn.
- 1.2 The Strategic Land Review Programme is an integral part of the Council's Estate Strategy and is the conclusion of a corporate process of identification of surplus assets linked to service planning and an options appraisal process.
- 1.3 The Council's previous Estate Strategies have only been for a period of up to 5 years (with the last being written in 2011) the new 10 Year Estate Strategy 2023-2033 will enable the Council to plan for the long term.
- 1.4 The strategy will deliver a modern, fit for purpose portfolio that aligns with the Council's ambitions and will enable the Council to continue to provide high quality services.

## 2.0 Estates Strategy links with the Programme

- 2.1 Property and Estates is key to all aspects of the Council's business. Our commercial portfolio generates revenue that supports the delivery of the Council's priorities. Our future development portfolio is an opportunity to deliver high quality homes for our residents whilst reducing our impact on the environment.
- 2.2 The new 10-year Estates Strategy 2023-2033 sets out the key principles for planning and managing our property portfolio. Property and Estates will be an intrinsic part of long-term estates planning to support the delivery of services to our most vulnerable residents, provide a sustainable income, deliver affordable homes across our Borough and address our Climate Emergency to enable Trafford to be a place where all our resident, businesses and communities prosper.
- 2.3 As part of the 10-year Estates Strategy the Council will assess each of its land and building assets to establish the most appropriate approach in the future for inclusion in this programme.

Once this assessment has taken place surplus assets can be considered for incorporation into the strategic land sales programme

## 3.0 Land Sales Progress 2022/23

The below table shows progress against the approved land sales in 2022-23.

Site	Progress Update
Land at Denmark St, Altrincham	Sale agreed, subject to contract.
68 Thornbury Road, Stretford	Sale agreed, subject to contract.
The former site of RBS Bank adjacent to former Partington Library	Sale agreed, subject to contract.
Roseneath Rd, Urmston	Sale agreed, subject to contract.
Hale Library	Development progressing in line with agreement, receipt anticipated early 2023-24.
Residential and retail property Sidmouth Rd, Sale West.	Sale agreed, subject to contract.
Brown Street, Hale (self-development)	90% now sold/ sale agreed

These disposals are expected to complete by the end of the 2023/24 financial year.

## 4. Disposal programme for 2023/24 and beyond.

- 4.1 This report has split the property assets already identified for 2023/24 and beyond into two categories:

Category 1 (Table 1 below) are those sites where the Council is already committed to a disposal or where the disposal is on a statutory basis. There are also sites on this list where the Council has assessed that there is no development potential or no benefit in undertaking direct development.

The year of the receipt is indicative, and a number of these sites will realise the receipts on a phased payment basis and some on deferred payment basis meaning the capital receipts will be in subsequent financial years.

It is possible that some other sites may roll forward to next or future years should issues arise that delay the disposals (obtaining vacant possession, current market conditions, title issues, planning issues, consent issues etc.).

It is important to note that the most straightforward disposals have now been delivered and the list below represents the next tranche. A number of these have risks associated with them and may have existing tenants and/ or planning issues that need to be overcome prior to disposal.

	<b>Category 1 (Table 1)</b>	<b>Est. year of Receipt</b>	<b>Progress</b>
<b>1</b>	Car park at Hamon Road, Altrincham	2023/24	N/A
<b>2</b>	Friars Court	2023/24	In negotiations
<b>3</b>	Hale Library	2023/24	Awaiting completion
<b>4</b>	The Jubilee Centre, St Marys Road, Bowdon*	2024/25	N/A
<b>5</b>	Land between 29-31 Brook Road, Urmston	2023/24	N/A
<b>6</b>	Altair, Altrincham (phased payment)	2024/25	In negotiations
<b>7</b>	Re gear of Leases on Town Centre Assets (Stamford Quarter and Stretford Mall)	2023/24	In negotiations
<b>8</b>	Former Altrincham library, Stamford New Road, Altrincham (1 <sup>st</sup> Floor) <i>(premium payable for leasehold interest)</i>	2023/24	In negotiations
<b>9</b>	The Riddings	2023/24	Instructed
<b>10</b>	Altrincham Town Hall	2023/24	In negotiations

\*indicates that disposal route options for this site are under consideration

Category 2 (Table 2 below) are those property assets where following initial assessment it is considered there is significant advantage in these sites being delivered through either partnership (Including Joint Ventures) or self-development. Where this is a self-development site, these will require enabling works to unlock timing of receipts and the programme will be updated and reviewed constantly as part of a risk management process of wider property estate and the land sales programme.

	<b>Category 2 (Table 2)</b>	<b>Est. Year of Receipt</b>
<b>1</b>	Partington Town Centre Site (land to the rear of Partington Shopping Centre)	2024/25
<b>2</b>	Former Sale Magistrates Site	2024/25
<b>3</b>	Stokoe Avenue, Altrincham	2024/25
<b>4</b>	Former Tamworth Court Site, Old Trafford	2024/25
<b>5</b>	Former Trafford High School	2024/25
<b>6</b>	Chapel Road / Claremont	2024/25
<b>7</b>	K Site, Stretford	2024/25
<b>8</b>	Lacy Street Land Assembly Former Sorting Office Probation Service Building Lacy Street Car Park	2025/26
<b>9</b>	Land at Pennybridge Lane/Shawe Road, Flixton*	2023/24

\*The Council is currently working on a proposal to deliver a purpose built residential scheme to support Trafford residents out of homelessness. This scheme is still under development and subject to planning and community consultation. The approval in this report only applies to this use and if the scheme does not progress, the site will be retained by the Council. The proposal relates to part of the site and parking will be retained for use by the community.

4.2 The investment opportunities related to each of these sites is reviewed on a regular basis to continue to determine the most appropriate and financially beneficial option for disposal, development or alternative use.

## **5.0 Additional Sites**

5.1 Should sites become surplus during the year or if the Council be approached by purchasers and developers for sites not currently identified for disposal then this will be subject to initial discussion and approval at Place Shaping Board and if appropriate (and meeting the Council's corporate, strategic and financial criteria) added to the programme (in accordance with the approved delegations). Similarly, there are likely to be opportunities that arise during the year to make strategic acquisitions that support our development and regeneration objectives. In all instances, an options appraisal will be produced, and a formal decision will be requested of the Executive Member (where total acquisition costs are less than £500k and for which budgetary provision can be identified) and a period of public consultation will be undertaken in the usual way. Potential opportunities which exceed £500k will be subject to approval by the Executive.

## **6.0 Finance - Included in Part 2 Report**

## **7.0 Other Options**

- 7.1 Retention of surplus property would have consequences for the resourcing of the Capital Programme, impact on revenue savings and the delivery of a range of Council objectives.
- 7.2 Alternative options are considered for each site before they are added to the Strategic Land Review Programme.

## **8.0 Consultation**

- 8.1 Appropriate consultation is undertaken across all service areas to ensure that there are no other appropriate uses for an asset, for the Council or its partners, prior to it being declared surplus. In some cases, this will identify a specific future use following disposal, which will indicate the source of potential purchasers, such as Providers for affordable housing. Major disposals affecting a wider area are, as appropriate, subject to consultation with local stakeholders.

## **9.0 Reasons for Recommendation**

- 9.1 The sale of surplus assets reduces the Council's overall expenditure and backlog maintenance, generates capital receipts to support the capital programme, assists regeneration and place making in strategic locations and facilitates residential development and in turn housing growth. There is a need to undertake a range of procedures to ensure that the best consideration for the sale is achieved including full exposure to the market and a transparent audit trail.
- 9.2 The development of Council owned land provides an opportunity to achieve a greater receipt as develop profit will be retained by the Council. It gives the Council control over how the land is developed so that it can be better aligned with the Council's strategic objectives and that the development meets Council priorities relating to affordable housing, energy efficiency and carbon reduction.

### **Key Decision**

This is a key decision currently on the Forward Plan: Yes  
If key decision has 28 day notice been given? Yes

### **Exempt Information**

By virtue of Paragraphs 3 of Part 1 of Schedule 12A of the Local Government Act 1972, as amended by The Local Government (Access to Information) (Variation) Order, the following information has been excluded from Part 1 of this report and included in Part 2 of the report:

3. Information relating to the financial or business affairs of any particular person (including the authority holding that information)

In all the circumstances of the case, the public interest in maintaining the exemption outweighs the public interest in disclosing the information.

Finance Officer Clearance MB  
Legal Officer Clearance TR

CORPORATE DIRECTOR'S SIGNATURE

