

Appendix 2. Summary of financial offer to NBC from both bidders

Developer A				Developer B	
Ref	ITEM	VALUE (£) OR PERCENTAGE (%)	COMMENTS	VALUE (£) or PERCENTAGE (%)	COMMENTS
1	Residualised Price (Site Value)	£5,014,354	£5 M is the pre-agreed minimum price. Stage payments to be clarified	£5,088,000	Payment over 3 phases; Stated verbally that will guarantee minimum return.
2	Transport Contribution	£1,000,000	Procurement of works to be agreed.	£1,000,000	Procurement of works to be agreed.
3	Council Fees	£100,000	To be adjusted as necessary on Council's fees and other expenditures reasonably incurred in the disposal of the site.	£100,000	To be adjusted as necessary on Council's fees and other expenditures reasonably incurred in the disposal of the site.
4	Adjustments	£0		-£135,600	Outside red line; loss of Council's car parking revenue
5	Overage	50%	Surplus profits (after developers profit of 15%) to be split 50/50.	50%	Surplus profits (after developers profit of 15%) to be split 50/50.
6	TOTAL TO COUNCIL	£6,114,354		£6,052,400	

This is a summary of the financial offers to Northampton Borough Council and does not include other payments and allocations for other integral elements of the schemes. The offers were scored on the financial criteria in Section 6.0 of the Bidders' Invitation Document and not on this summary.

The developers will be liable for additional contributions related to the development, including Section 106 payments.