



Licensing Team
Southampton and Eastleigh Licensing Partnership,
PO Box 1767,
Southampton,
SO18 9LA

BY POST and email casino@southampton.gov.uk

4 March 2013

Dear Sirs,

Re: Southampton Large Casino Evaluation Criteria and Procedure Note Consultation.

Thank you for including Aspers Group in the Council's latest consultation on the procedures for the Large Casino License and in particular the above draft documents.

We have reviewed the Draft Large Casino Criteria and Procedure Note and are generally supportive; however we have several comments/ observations as follows;

Evaluation Criteria & Scoring Matrix for a Large Casino

1. **Regenerative Impact**

There is a maximum score of 750 points for the proposal that demonstrates the greatest potential Gross Value Added (GVA). However there is no information or guidance about how the GVA will be calculated. Other councils, who have successfully completed the Large Casino tendering process, have provided significantly greater guidance as to the scoring matrix, which has greatly assisted the applicants in formulating their proposals. Other councils have categorised the 'GVA' into sections for example, employment, tourism, BREEAM, deliverability, financial contribution, credibility, track record and guarantor availability, and attributed a maximum number of points available for each section, with a clear weighting towards those sections which Council values most highly.

We believe that a clearer scoring matrix will assist applicants in compiling their proposals and also greatly assist the Council in objectively evaluating those proposals.

2. **Financial**

Clearly the overall Regeneration Impact is the principal criteria for the Council in considering the applications for the Large Casino license. We believe that the financial contribution requirement from Year 4 onwards will significantly reduce the initial Regenerative Impact available

However if the Council requires a financial contribution, it is again unclear as to how the Council will award points under this section. 125 points will be awarded to the highest percentage of Gross Gaming Value, but it is not clear how lesser offers will be awarded points on pro-rata basis. For example if there were 3 offers of 6%,5% and 4% whilst the 6% will be awarded 125 points, what will the other offers be awarded? To say that they will be awarded points pro-rata means that they could be awarded 125 points, 100 points and 80 points respectively, or they could be awarded, 125 points, 62.5 points and nil points respectively.

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Both of these marking systems could be described as pro-rata but the second marking system is likely to have a significantly impact on the overall result of the competitive process as opposed to the former.

Again we believe that clarity around the marking system, for example a scale of points for each percentage offered would assist applicants in formulating their bid and assist the Council in evaluating those proposals.

I hope that the above comments are useful hope that these amendments can be incorporated into the final documents.

Yours sincerely

A handwritten signature in cursive script that reads "M. Kennedy".

Martyn Kennedy,

Group Finance Director