

# Evaluation Criteria & Scoring Matrix for a Large Casino in Southampton

Heads of Benefit

## **1 REGENERATIVE IMPACT**

**750 Points**

Up to 750 points is available to applicants whose proposal demonstrates the greatest potential Gross Value Added (GVA) by promoting physical regeneration, tourism, employment opportunities, and through financial contributions directed specifically to achieve regeneration while also having regard to the need to demonstrate deliverability of that proposal.

The assessment of deliverability will take into account all relevant factors including but not limited to: the practicability of the scheme; the applicant's standing and track record of delivery; any legal agreement offered; and any guarantor willing to guarantee delivery of the proposals. The best proposal will be awarded 750 points, with points awarded to the remaining applications dependent on their respective merits.

## **2 PROBLEM GAMBLING**

**125 Points**

As a minimum, applicants will be expected to demonstrate their ability to satisfy the legal requirements on operators under an operating and premises licence for a large casino. This includes but is not limited to having robust policies and programmes in place tailored to identify and address problem gambling and vulnerable people issues, provision of readily available information on problem gambling and publication of gambling helpline details. Applicants whose bid goes no further than the legal requirement will be scored zero. For these purposes, compliance with both the Social Responsibility and Ordinary Code provisions of the Licence Conditions and Code of Practice will be regarded as part of the minimum requirement and ought to be demonstrated by Applicants.

Up to 125 points will be available to applicants who demonstrate that their proposal to address problem gambling is particularly innovative, proactive or otherwise demonstrates exemplary practice. This might include, though should not be limited to, the following:

- (1) A commitment not to target customers in socially disadvantaged areas, and limits on, and risk assessment of, special offers to identified problem gamblers. Evidence must be provided where practicable of where such policies and programmes have been successfully applied elsewhere.
- (2) A commitment to collaborate with local and national problem gambling groups and other stakeholders including healthcare providers and public health, and to provide SCC with monitoring information in this regard. Evidence must be provided, where practicable, of where such policies and programmes have been successfully applied elsewhere.

## **3 FINANCIAL**

**125 Points**

The Council acknowledges that the winning proposal is likely to incorporate a significant regeneration element, which will involve significant up front cost for the successful applicant (incorporated under the first heading above).

In the light of this, the Council would not expect a financial contribution in addition to those costs during the first five years of operation. Applicants may consider proposing from the sixth year of operation and for the entire life of the casino an ongoing financial contribution to the Council, expressed as the capitalised value of Gross Gaming Value (GGV) contributions over 25 years. GGV should include all gambling revenues and should be gross (without deduction of any taxes or duties), and Applicants will be expected to substantiate the calculation of GGV and of the capitalised value.

The best financial offer will be awarded 125 points, with lesser offers awarded points on a pro-rata basis. This pro-rata score is calculated as a percentage of the highest score i.e.  $(125 / a) * b = c$ . Where a = value of the largest capital value bid; b = value of the current bid; and c = the Criterion 3 score. E.g.  $(125/25,000) * 12,500 = 62.5$

### **CUMULATIVE SCORE**

This score will comprise the sum total of scores for each applicant in all three Criteria and will be set out as follows (example maximum possible score provided for indicative purposes):

<b>Applicant:</b>	<b>'A Casino'</b>
1 Regenerative Impact Score	750
2 Problem Gambling Score	125
3 Financial Score	125
<b>CUMULATIVE SCORE</b>	<b>1000</b>