

The journey starts here  
[weaverscross.co.uk](http://weaverscross.co.uk)



# WEAVERS CROSS

Developer Market Day  
Questionnaire



# Weavers Cross offers a truly unequalled opportunity to develop 1.3+ million sq.ft. of office-led mixed use space, right in the thriving heart of Belfast.

## Pre-Market Engagement Activity

We are conscious that identifying the right partner to collaborate with us to deliver this development at Weavers Cross will be critical to the successful delivery of this transformational project for Belfast and beyond. As such, Translink is undertaking this pre-market engagement exercise to elicit initial market feedback in order to inform Translink's approach to selecting a Private Sector Partner (PSP) (also referred to as a "Master Developer") for Weavers Cross, Belfast.

### Activity 1

#### Publication of PIN and pre-market engagement documentation

This stage of the pre-market engagement exercise was initiated by the publication of a Prior Information Notice (PIN) in the OJEU. The PIN serves as an invitation to potentially interested organisations to participate in the pre-market engagement exercise.

Along with this questionnaire, other background information will be available from the Weavers Cross website [weaverscross.co.uk](http://weaverscross.co.uk) on Thursday 12 November. Please complete and return the questionnaire to [eventsni@cbre.com](mailto:eventsni@cbre.com)

### Activity 2

#### Virtual Developer Market Day

We intend to introduce the opportunity to prospective partners via a Virtual Developer Market Day to be held on **Thursday 26 November 2020 at 2pm–3.30pm**. The purpose of the event is to provide us and our advisors with an opportunity to present our current thinking on the procurement and commercial model and explain some of the general and specific requirements for the appointed development partner. If you wish to join the Virtual Developer Market Day, please contact **Emma McKnight, CBRE** - email [eventsni@cbre.com](mailto:eventsni@cbre.com)

We are very keen to hear the views of interested parties on a number of further issues addressed in the following questionnaire. The views of interested parties on these questions will help us to finalise our approach to the subsequent procurement process. We would ask that, if you are able to complete the questionnaire, your response should be received **no later than 5pm on Thursday 10 December 2020**. Please submit your response to [eventsni@cbre.com](mailto:eventsni@cbre.com)

### Activity 3

#### One to one meetings

As a final activity prior to formally launching the procurement process, some of the organisations that submitted responses to the attached questionnaire may be contacted to participate in one-to-one discussions. Again, this will help us to shape our current thinking and potentially discuss some of the feedback provided in a confidential environment. Such meetings will take place w/c 14 December 2020.

**Thank you for expressing an interest in Weavers Cross, Belfast.**

**The journey starts here...**

The purpose of this questionnaire is to elicit initial market feedback to inform Translink’s approach to selecting a Private Sector Partner (PSP) (also referred to as a “Master Developer”) for Weavers Cross.

Please return written responses to this questionnaire to [eventsni@cbre.com](mailto:eventsni@cbre.com) by Thursday 10 December 2020.

Please tick this box if you are happy for Translink and its advisers to contact you following your submission.

**Type of organisation:**

- Developer
- Investor
- Contractor
- Developer/Investor-Contractor
- Contractor-Developer/Investor
- Development Manager
- Consultant / Adviser
- Other (please specify)

**Approximate parent company turnover:**

- £0m - £10m
- £10m - £50m
- £50m - £100m
- £100m+

**Approximate parent company net worth:**

- £0m - £5m
- £5m - £20m
- £20m - £50m
- £50m+

**If you were to bid for Weavers Cross, are you likely to bid as a:**

- Sole Bidder
- Consortium
- If a consortium, please provide further details regarding likely structure and guarantee arrangements

1. Please provide any observations or comments you have regarding the draft Vision (which will be fixed throughout procurement and once under contract). Draft vision included on accompanying marketing document and on the website [weaverscross.co.uk](http://weaverscross.co.uk)

2. Translink intends to enter into a Master Development agreement (contractual joint venture) with the PSP, pursuant to which the Weavers Cross site will be made available to the PSP for development on a plot by plot basis. It is envisaged that this will be by way of long, institutionally acceptable leases. Please provide any observations or comments.

3. Ground rents will be set as a percentage of rent / income received and will be reflective of the market value of the plot. Please provide any observations or comments, including on how Translink can be certain that it can demonstrate best value has been obtained on each plot throughout the life of the partnership.

4. Translink envisages it will have a rolling option to invest equity funding at plot level. Please provide any observations or comments.

5. Translink envisages that the development of each plot will need to have commenced no later than the relevant Plot Long Stop Date. The overarching aim is to avoid 'land banking' and ensure momentum is maintained. The PSP benefits from not having to pay for land upfront. Please provide any observations or comments.

6. Translink wants to ensure best value for construction and other services provided by the Private Sector Partner. Please provide any observations or comments.

7. **Translink requires a long-term partnership working approach, a commitment to partnership and communication at all levels of the Partnership through all phases of the delivery of the Vision. Please provide any observations or comments.**

8. **Please provide any other observations or comments.**



## Questions?

Please contact Adam White or Robert Ditty at CBRE if you would like to discuss any particular questions or points in further detail.



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Department for

Infrastructure

[www.infrastructure-irl.gov.uk](http://www.infrastructure-irl.gov.uk)

An Roinn

Bonneagair



The

Executive Office

[www.executiveoffice-irl.gov.uk](http://www.executiveoffice-irl.gov.uk)



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City Council

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