

LOCAL PARTNERSHIPS

The public sector delivery specialists

OUR WORK

Supporting the enterprise zone programme



For the past 12 months Local Partnerships has supported the delivery of enterprise zones (EZs) in a programme funded by the DCLG. We have been working directly for LEP teams providing 'transactor' support to their projects and provided help to a number of EZs including those in Harlow, Northampton, Nottingham and Wirral/Liverpool.

Our approach

For all projects, one or two Local Partnerships' staff provided concentrated support to help resolve issues including:

Resolving land ownership and land acquisition issues:

- ▶ thorough knowledge of Compulsory Purchase Order (CPO) processes including developer backed CPO Indemnity Agreements
- ▶ private treaty acquisitions: options, conditional contracts, equalisation agreements, stewardship agreements to simplify public sector land assembly, managing the process of commercial negotiations and formal land valuations
- ▶ development of strategies relating to asset swaps, deal making, trading, land packaging.



Resolving constraints relating to utilities:

- ▶ understanding the objectives of the major utility companies, which are often tied into local economic, social and environmental benefits
- ▶ using this knowledge to negotiate deals and develop cooperative relationships
- ▶ technical understanding of utility planning and funding.

Resolving community opposition/developing support:

- ▶ delivery partners' role in advocacy and media management
- ▶ extensive experience in Planning for Real events and programmes, professionally facilitated workshops, community engagement strategies, and stakeholder management.

Managing procurement and the supply chain to ensure developer/contractor interest:

- ▶ pre-positioning the scheme
- ▶ early market testing
- ▶ contractor/supplier frameworks to underpin reliable supply of new work opportunities – rather than series of unpredictable one-offs
- ▶ skills in putting together tender documentation.



Local Partnerships is jointly owned by



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