

## Board of Management Development Committee

<b>Date of Meeting</b>	<b>Thursday 6 February 2024</b>
<b>Paper No.</b>	<b>DC2-F</b>
<b>Agenda Item</b>	<b>5.1</b>
<b>Subject of Paper</b>	<b>Update on the Business Case Development by O'Herlihy &amp; Co Ltd</b>
<b>FOISA Status</b>	<b>Disclosable</b>
<b>Primary Contact</b>	<b>Chris Smith</b>
<b>Date of production</b>	<b>24 January 2025</b>
<b>Action</b>	<b>For Noting</b>

### 1. Recommendations

1.1 The Development Committee is requested to note the appointment of the Business Case Consultants and the progress to date.

### 2. Background

2.1 The aspiration for development of the vacant land to the South of the Riverside Campus has been a long-held ambition of CoGC. Seen as Phase 3 of the College's development, the idea of a Workforce or Skills Innovation Centre along with a Conference Centre and new accommodation block have slowly matured over the last 4 years.

2.2 As an outline concept, the Conference Centre and accommodation, replacing any reliance on St Lukes, is seen as an option for one side of the current site, with the Innovation Centre, on the other.

2.3 Financial realities placed a break on any tangible development of the concept until Apr 24, when financial approval was given to appoint Business Consultancy services to develop an Outline Business Case that meets the HM Treasury 5 Business Case model. This Business Case meets the requirements of both public and private sector financing. It is envisaged that a mix of funding will be required.

### **3. Update**

3.1 Following a well contested (7) competitive process that included London based consortia and significant sector players such as Savills, a successful bidder was selected in early November and following the requisite cooling off period, Donal O'Herlihy & Co Ltd was appointed. Donal has significant knowledge of the Glasgow City Region and a variety of Glasgow's Innovation District developments too. The value of the contract is £60K.

3.2 The company has drawn in other experts, with well-established knowledge in conferencing and the student accommodation market. Donal is supported by:  
Colin Smith, Neil Blake and Graham Ross.

3.3 Internal consultations have taken place with Roy Gardner, Andrew Dickson, Stuart McDowall, Chris Smith, Rachel Daye and Ann Brannan. Internal engagement with Faculty will follow. This needs the support of everyone, if we are to realise the investment's full potential. (The location vav perception of it being a whole College asset, has already been sensed by Donal).

3.4 External consultations are being established with a variety of City agencies, and College partners. This will include Colleges Scotland, SFC, GCC, Chamber of Commerce, IKE, Scottish Futures Truist, Gorbals Community, Clyde Mission etc. Faculty will be asked to contribute to this list.

3.5 The outlines timescales are:

Strawman Strategic Case 31 Jan (for our discussion 7 Feb)  
First Project Board – by 15 Feb (and monthly tbc thereafter)  
Draft Financial / Outline Economic / Commercial / Mangement 28 Feb  
Refinement of 3 – Outline Economic 31 Mar  
Refinement and Testing 10 Apr  
Finalise all w/e 25 Apr  
Present to External Stakeholders until 23 May

### **4. Conclusion**

4.1 Early indications are that the Skills Innovation Centre offers a strong case, and likely so, the accommodation. The requirement for the Conference centre may need more validation and evidence, and so forward thinking on alternative and increased usage, is welcome. (My E-Gaming venue is in the mix!).