

**7. CATTLE MARKET MAKERS PROJECT – COMMUNITY LEAD LOCAL DEVELOPMENT (CLLD) (Judith Hann Programme Manager – CLLD) – Advice and discussion off the Council Cattle Market Makers Project application.** – to receive and consider the advice of the programme manager in conjunction with the update report and approve the draft application for submission.

7.1 Background – at the last Council meeting on 7<sup>th</sup> November 2019, an update was given on progress with the Cattle Market Makers project. That included noting that Cornwall Council had retained the services of a company experienced in the provision of container-based workspace which also possessed knowledge of the former cattle market site as a location for such a scheme. The company is called ISO spaces.

At the meeting some questions were asked regarding how the project would be managed in the context of rents, length of agreements, type of tenant etc.

7.2 Update - ISO spaces have produced a draft project layout upon. Comments have been made regarding:

1. the need to boost the number of actual lettable units and the amount of space, relative to non-business elements of floorspace. This will assist in supporting the greatest number of business start-ups and expansions during the lifetime of the project. This is beneficial in business support terms. It is also one of the key outcomes required by the CLLD programme. (in general property management terms, it is also best to reduce the amount of floorspace that does not generate supporting income)
2. the need to ensure 3 phase electricity given some the equipment needs of certain types of prospective tenants.

Financial Profiling (please see attached spreadsheets)

There are a total of 13 financial related spreadsheets to submit. The budget sheet for each of the ERDF and EDF parts are enclosed together with milestones. The total project cost is currently projected at £275,000 against the initial expression of interest of £300,000. Costs related to possible lease payments, NNDR, site preparation and onsite fittings have not yet been confirmed and included.

A further important spreadsheet still to be completed is a cashflow which will include expected income. This cannot be set until we have a full picture of costs relating to the leasing of the containers, NNDR etc.

7.3 Next Steps - Meetings are being organised with ISO spaces to discuss asking for the site preparation, and the fit out and equipment costs.

Elements of the Project that could be either site preparation and fitting out and equipping of the space when it is on site. This to include:

- 3 phase electrical supply
- Site preparations
- FabLab fitting out
- Extractor fan installation etc

On the project profile that we are proposing the CLLD programme can't count the gross container space in square metres terms. It needs to see as outputs site preparation and fit out costs that the Town Council might incur as part of the application.

We are also keen to set a date for a meeting very early in January to finalise the way forward in terms of the operating details e.g. heads of term of the lease, (some of councillors have asked what we will do if it is a success? – the attached mentions 3 years, but the CLLD need 5 years. Some of councillors wanted a clear idea of how to treat the period to say 5+ years which would need to be understood.

Financial Projections (please see attached spreadsheets) The lease costs and any service charges levied by Cornwall Council will need to be ascertained and included as this will help inform the rents, session fees and charges that we make to the tenant and may impact the eligibility and grant rates of the CLLD programme.

It is proposed that the application to the CLLD is supported, pending the receipt and approval of the necessary agreements with Cornwall Council in January 2020.

**RECOMMENDATION: That the application to the CLLD is supported, pending the receipt and approval of the necessary agreements with Cornwall Council in January 2020.**