

# RUSHMOOR BOROUGH COUNCIL RECORD OF EXECUTIVE DECISION



Decision taken by Cabinet Portfolio Holder & Senior Officer

## DECISION MAKER *(Name and designation)*

Cr Sophie Porter – Deputy Leader and Portfolio Holder for Healthy Communities & Active Lives  
James Duggin – Executive Head of Operations

## DECISION AND THE REASON(S) FOR IT

An invitation to tender was issued to leisure operators in June 2025 for operation of the new Farnborough Leisure Centre (FLC) and Aldershot Pools & Lido, with Stage 1 responses received at the end of August. Following evaluation, moderation and subsequent negotiation meetings, an invitation to submit second stage best and final offers will be issued w/c 24 November 2025.

In the five months since the original ITT was issued, a number of elements of the procurement process have been amended / clarified / confirmed, following consultation with key stakeholders including the project team, residents and users. The primary changes are outlined below:

- Operators will be asked to take responsibility for an agreed 'red line' area surrounding the new FLC building, (albeit the Council will retain responsibility for the soft landscaping – trees and grass – within this boundary).
- Parts of the design of the new FLC have been amended since the Stage 1 process. The key design changes that operators will be asked to bid against are:
  - Removal of the café kiosk within the soft play area
  - An increase in the size of the free-weight flooring area
  - Clarification of the size of the power assisted exercise equipment zone within the fitness suite
  - Reduction in the area allocated to dry change
  - Addition of a c.100 sqm second studio on the first floor
- NB: Two design options were modelled to incorporate a second studio on the first floor. Whilst Option 1 could potentially provide a slightly better financial return, Option 2 provided a number of operational advantages - with a small reduction in fitness space countered by gains in studio, spin and dry change space – and was considered a preferable layout by all key stakeholders consulted.
- The 130-space surface car park adjacent to the new leisure centre, (on the site of the old Pinehurst car park), will be operated and maintained by the Council. It will be designated a premium P&D car park with tariffs higher than other town centre car parks to encourage non-leisure users to park elsewhere. It is proposed that leisure users will be entitled to three hours free parking.
- Operation of the Aldershot Ski Centre, 'Alpine Snowsports', will be included in Stage 2 of the process. Operators will be asked to run the ski centre during the interim contract phase on the same 'cost-plus' arrangements requested for the Aldershot pools & lido facilities ie RBC will maintain commercial risk and responsibility for maintenance of the facility during the interim phase. At the end of the interim phase, the operator and the Council will seek to agree the terms on which the ski centre will be incorporated into the main phase arrangements in relation to the main contract. In the absence of such an agreement, the Council will have the option to terminate the ski centre arrangement.

- Administration of the Council's Tennis Courts at Manor Park, Rectory Road and Cove Green, using the ClubSpark system, will also be included in Stage 2.
- Operators will be asked to bid on the assumption that no Council capital funding will be available.
- Operators will be asked to confirm their proposed financial 'fallback' position should their Agency model become unviable due either to a no-fault event, or as a result of a defect in the Agency position proposed by the operator.
- A cap on the fee payable by the Council to the Operator during the Interim Phase and Year 1 of the Main Phase of the contract, and a collar on the management fee payable by the Operator to the Council in Years 2 to 5 of the Main Phase of the contract, will be included as a pass/fail element of the award criteria.
- Operators will be required to clarify firm commitments to improvements at the Aldershot Pools & Lido site, and for those to be costed into the main LOBTA / ABTA.

#### **DATE DECISION TAKEN**

25/11/2025

#### **ALTERNATIVE OPTIONS CONSIDERED AND REJECTED**

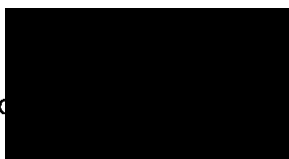
The above amendments and clarifications following Stage 1 of the procurement process have been informed by negotiation meetings with operators, and in consultation with key stakeholders, including Strategic Leisure, Browne Jacobson, GT3 Architects, Pellikaan Construction, Hadron Consulting, residents and users.

#### **ANY CONFLICTS OF INTERESTS DECLARED**

*(Conflict of interests of any executive member who is consulted by the officer which relates to the decision. A note of dispensation should be attached).*

None

Signed



**Cr Sophie Porter**  
Deputy Leader & Portfolio Holder for  
Healthy Communities & Active Lives

Signed



**James Duggin**  
Executive Head of Operations