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**Subject:** **Sale of 405/407 Dudley Road, Birmingham B18 4HD**

**Report of:** Director of Planning, Transport and Sustainability – Ian MacLeod  
Director of Council Management – Rebecca Hellard  
City Solicitor and Monitoring Officer – Suzanne Dodd

**Relevant O & S Chairs:** Councillor Mohammed Aikhlaq – Resources  
Councillor Saima Suleman – Economy & Skills

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Are specific wards affected?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
North Edgbaston (Ladywood Constituency)		
Is the decision eligible for call-in?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Does the report contain confidential or exempt information?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Exempt information Schedule 12A of the Local Government Act 1972 (as amended) 3. Information relating to the financial or business affairs of any particular person (including the council) Exempt Appendices 2, 3 and 4 contain sensitive commercial information on the purchase price and valuation.		

## 1 Executive Summary

- 1.1 This report seeks authority for the sale of the Council owned premises at 405/407 Dudley Road, Birmingham B18 4HD to the current tenant.
- 1.2 The subject property (including yard) has a site area of 199 sqm approximately and is shown edged bold on the attached plan at Appendix 1.
- 1.3 The report seeks authority under the delegated authority in Section E3.2 (xi) of Part E of the Constitution, for the approval of acquisitions and disposals from the Investment Property Portfolio to the Leader and Cabinet Member for Finance and Resources, jointly with Director – Inclusive Growth, City Finance Officer and the City Solicitor (or their delegates) up to a limit of £25m in any one transaction.

- 1.4 The recommendations contained in this and the Exempt Appendix 2 & 4 are fully in line with the Council's wider ambitions and plans for inclusive growth and financial stability. The recommendations are in compliance with the Birmingham City Council Plan and Budget 2018-2022 and the Property Strategy.
- 1.5 Options for this land have been fully considered and the sale of the site provides the best outcomes for the City as detailed in the Exempt Appendix 2.

## **2 Recommendations:**

- 2.1 Authorises the Assistant Director of Property to conclude an unconditional sale of the premises at 405/407 Dudley Road, Birmingham B18 4HD as shown edged bold on attached plan at Appendix 1 and extending to 199 sqm.
- 2.2 Notes that the purchaser will pay a contribution towards the Council's surveyor's and legal costs, as detailed in Exempt Appendix 2.
- 2.3 Notes that to demonstrate their commitment, the purchaser has agreed to provide a deposit payment of 10% of the purchase price as detailed in Exempt Appendix 2 (which would be non-refundable but deductible in the event of sale completion).
- 2.4 Authorises the City Solicitor to prepare, negotiate, execute and complete all relevant legal documentation to give effect to the above

## **3 Background**

- 3.1 The subject land is currently held within the Council's Investment Portfolio and located within an area of residential and commercial uses close to the city centre. The property is owned freehold by the City Council currently held under a lease to the intended purchaser.
- 3.2 The property is owned freehold subject to a lease for 15 years from 27<sup>th</sup> July 2005. The property has a current gross rental income of £0.0187m per annum.
- 3.3 Following a comprehensive review of the Council's Investment Portfolio supported by appointed advisors Avison Young in 2020, the Council's interest in this property has been identified for potential sale.
- 3.4 In accordance with agreed process, Avison Young (on behalf of the City Council) have offered and negotiated terms with the current lessee for the sale of the Council's freehold interest in the property.
- 3.5 The outcome of the negotiations and recommendations for sale are detailed in Exempt Appendix 2.
- 3.6 Under the terms of an unconditional sale the purchaser will be required to proceed to an exchange of contracts within six weeks of formal acceptance of their offer.
- 3.7 The proposed sale represents best consideration and has been validated by the Assistant Director of Property based upon an analysis of the financial terms of the recommended sale, consideration the Council's Property Strategy, and wider aspirations and ambitions for the City
- 3.8 The City Council Financial Plan 2020-2024 and Financial Plan 2021-2025 approved in February 2021 approved the flexible use of capital receipts to support the transformation

programme and it is proposed that the receipts for this disposal be allocated to support this programme

#### **4 Options considered and Recommended Proposal**

- 4.1 **Option 1 - Do Nothing** The Council is under no obligation to proceed with the proposal and would suffer no reputational consequences if it did not proceed. It would not, however, be in line with the aims of the Property Strategy or the external advice obtained to support delivery of the Strategy. The negotiated capital receipt would not be realised at this time, and therefore would not be made available to help fund the City Council's transformation programme and there would be no guarantee of a future opportunity. The property is not allocated, nor does it have planning consent for an alternative use and is therefore not an immediate development opportunity. The property does not have an obvious alternative use which would benefit the Council.
- 4.2 **Option 2 – Dispose of the Property to Council Wholly Owned Company (WOC)** The property is not deemed to be of a strategic value to the Council or a significant development opportunity such that it would wish to retain overall control of the asset through transfer into a WOC. In addition, there is limited income from the property to support and fund a sale of this nature.
- 4.3 **Option 3 – Proceed with Agreed Transaction** It is recommended to proceed with the transaction outlined in this report, in line with the aims of the Property Strategy and the external advice obtained to support delivery of the Strategy, in order to deliver a capital receipt to fund the Council's transformation programme and remove the Council management obligation and risk. The sale to the lessee will give the tenant the ability to invest in the asset and secure a local business with the possibility of job protection and possible creation.

#### **5. Consultation**

- 5.1 The Property Investment Board comprising officers from Property Services, Finance and Legal recommends proceeding with the transaction.
- 5.2 No further external consultation is necessary for this commercial transaction.
- 5.3 As this is a directly negotiated sale, as part of an agreed sales programme, no consultation with ward members is necessary.

#### **6. Risk Management**

- 6.1 There are no immediate risks to the Council's holding if the transaction does not complete since its interests are protected under the terms of the existing lease. The 'risk' of not proceeding could only be seen in terms of a lost opportunity to generate a potential capital receipt.
- 6.2 The 'risk' of not proceeding could only be seen in terms of a lost opportunity to generate a capital receipt for potential reinvestment via a sale of the Council's interest in the property.

## **7. Compliance Issues:**

- 7.1.1 The proposed sale transaction and generation of a capital receipt supports the Financial Plan 2021-2025 by generating resources and thus helping to achieve a balanced budget.
- 7.1.2 It is consistent with Birmingham City Council Plan and Budget 2018-2022 (2019 update) priorities as the additional income helps the Council to meet the aspirations to be an entrepreneurial city to learn, work and invest in – an aspirational city to grow up in, a fulfilling city to age well in, a great city to live in, a city where residents gain the most from hosting the Commonwealth Games and a city that takes a leading role in tackling climate change.
- 7.1.3 It supports the aims set out in the Birmingham Property Strategy 2018-2023.

## **7.2 Legal Implications**

- 7.2.1 Sections 120 - 123 of the Local Government Act 1972 authorises the Council and its solicitors to acquire, appropriate and dispose of land. The disposal power in Section 123 of the Local Government Act 1972 is subject to the best consideration test. The Assistant Director of Property has confirmed that the recommended sale, as detailed in Exempt Appendix 2 represents best consideration and satisfies the Council's obligations, under Section 123 of the Local Government Act 1972.
- 7.2.2 Section 1 of the Localism Act 2011 contains the Council's general power of competence, which is circumscribed only to the extent of any applicable pre-commencement restrictions and any specific post-commencement statutory restriction of the power, and Section 111 of the Local Government Act 1972 contains the Council's ancillary financial and expenditure powers in relation to the discharge of its functions including the disposal and acquisition of property.
- 7.2.3 The Local Government Act 2003 and guidance issued under it authorises the Council's investment management functions
- 7.2.4 Exempt information: Schedule 12A of the Local Government Act 1972 (as amended) 3. Information relating to the financial or business affairs of any particular person (including the Council). Exempt Appendices 2, 3 and 4 are considered to be in the public interest as they contain commercially sensitive information of a financial or business nature, which if disclosed to the public could be prejudicial to a named person, individual or company.
- 7.2.5 The Council's in-house Legal team will complete all legal matters associated with the transaction.

## **7.3 Financial Implications**

- 7.3.1 The transaction will generate a capital receipt for the Council, as set out in Exempt Appendix 2. The capital receipt will be available to fund the City Council's transformation programme in line with the Financial Plan 2020-2024 and the Financial Plan 2021-2025 approved in February 2021, providing resources to support delivery of a balanced budget.
- 7.3.2 The property is currently occupied under the terms of a short term lease agreement and generates an income of £0.0187m which will be lost to the City Council. This income forms part of the existing Property Services income budget and the loss of income will be mitigated on a one-off basis in 2021/22 from corporate resources and factored in on an ongoing basis with effect from 2022/23 as part of the City Council rolling Medium Term Financial Plan (MTFP) refresh.

- 7.3.3 As an occupied property, annual costs are limited to the cost of repair & maintenance/statutory works that the City Council is obligated to carry out and City Council officer time incurred in managing the asset as part of the wider city centre portfolio of properties. City Council officer time is not specifically recorded or measured for this portfolio of properties. Should the property be vacant at any time, costs will significantly increase
- 7.3.4 The purchaser will pay a contribution towards the City Council's professional costs related to the disposal as detailed in Exempt Appendix 2.
- 7.3.5 The purchase price is exclusive of VAT. However, as the City Council has not opted to tax the site, nor intends to do so prior to the disposal, the disposal should be exempt from VAT. As such, VAT is not chargeable on the purchase price.

#### **7.4 Human Resources Implications**

- 7.4.1 Internal resources and external agents are used to evaluate and execute the transaction.

#### **7.5 Public Sector Equality Duty**

- 7.5.1 An Equality Assessment has been carried out EQUA745 dated 9/9/2021 and is attached at Appendix 5. This identifies no adverse impacts on any groups protected under the Equality Act 2010.

### **8. Appendices**

- 8.1 List of Appendices accompanying this Report (if any):
- Appendix 1 – Site Plan
  - Appendix 2 - (Exempt) – Recommendations
  - Appendix 3 - (Exempt) – Heads of Terms
  - Appendix 4 – (Exempt) Recommendation Report supplied by Avison Young
  - Appendix 5 – Equality Assessment EQUA 745

### **9 Background Documents**

- Property Strategy (Approved by Full Cabinet – November 2018)
- Property Investment Strategy (Approved by Full Cabinet – July 2019)