



Equity Solutions & Partners

Sale Waterside Centre PFI



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Asset backed investments



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Equity Solutions & Partners wholly owned consultancy arm North Consulting provided lead, technical and financial advisory services to Trafford Metropolitan Borough Council for the full procurement of the £15m Sale Waterside Centre PFI facility. Financial close was achieved in May 2002 and construction was completed in October 2003.

North Consulting was involved in the project from inception, providing a full multi-disciplinary team to advise on the preparation of the outline business case, ITN and final business case, and was instrumental in achieving financial close on behalf of Trafford Metropolitan Borough Council.

The project provided 5000m² of new and refurbished council offices, together with the refurbishment of Sale Town Hall and associated spaces in which are sited:

- Sale Library
- Trafford Direct
- The Registrar's Department
- Arts space including a multi-use theatre
- Youth and community facilities

In addition there is provision for three A3 units for development.

North Consulting was subsequently appointed post contract monitor and Independent Certifier on behalf of Trafford Metropolitan Borough Council and oversaw the successful occupation of the project by the 13th October 2003.

Sale Waterside Centre has been awarded the prestigious '**Partners in PPP/PFI 2006**' between Cofathec (the private sector partner) and Trafford Metropolitan Borough Council at the PFM (Premises & Facilities Management) Awards.

The scheme has also previously been awarded the prestigious **Best Practice in Regeneration Award 2004**, awarded by the British Urban Regeneration Association and also the accolade of the **North West Business Environment Waterside Regeneration Award 2004**.



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