



Rialtas Áitiúil Éireann
Local Government Ireland

Call for Expression of Interest for Long Term Lease Agreements 2024 and 2025.

A brief guide for home builders and housing developers

[Closing Date: Thursday the 20th of June 2024.](#)



Comhairle Chontae na Gaillimhe
Galway County Council



Rialtas na hÉireann
Government of Ireland



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1.0 Introduction

'Housing for All - a New Housing Plan for Ireland' is the government's housing plan to 2030.

It is a multi-annual, multi-billion-euro plan which will improve Ireland's housing system and deliver more homes for people with different housing needs.

It is an objective of Galway County Council to create sustainable communities by encouraging a mixed tenure (i.e., affordable, and social) developments throughout Galway.

In this call, home builders and housing developers are being asked to consider offering built properties to Galway County Council for a Long-Term Lease (i.e. 10 to 25 years).

Under this call, lease agreements must be completed and in place by the 1st of December 2025 in order to qualify for funding from the Department of Housing.

2.0 Long Term Lease Arrangements

This arrangement will suit property owners and landlords who want to retain property as a long-term investment and have a long-term security of income, but who do not wish to retain responsibility for the day-to-day requirements of managing a residential property.

During the term of the lease:

- The local authority will guarantee payments to the owner.
- Payment will continue regardless of vacancy periods.
- The local authority will be responsible for day-to-day property maintenance.
- The local authority will be the landlord to tenants.

In addition, property owners who have leased their properties to a local authority will:

- Have no rent collection or rent arrears obligations.
- Not incur advertising or administrative overheads.
- Not have to register the Tenancy with the Private Residential Tenancies Board (PRTB).

2.1 Lease Amount

Owners will receive a lease amount of approximately 80% of the current market rent. Rents will be agreed through negotiation with the local authority. The rent discount is applied to take account of the tenant management and property maintenance responsibilities taken on by the local authority and the elimination of vacant unoccupied periods where a property owner would normally not receive a rent payment. Rent reviews will be negotiated on a case-by-case basis and will usually be every three to four years.

2.2 Lease Terms and Conditions

The following is a non-exhaustive list of the common terms and conditions associated with Long Term Lease.

- The owner will usually retain responsibility for structural insurance, structural maintenance, and structural repair.

- The owner will retain responsibility for the payment of the management company service charge, and any other charges for which the property owner is liable. e.g. the Non Principal Private Residence (NPPR) Charge and the Household Charge.
- The local authority or AHB will manage and provide support to its tenants.
- The local authority or AHB will maintain the property internally for the term of the lease.
- Owners will receive an income of approximately 80% of the current market rent.
- Payments will be made quarterly or monthly.
- Upward and downward rent reviews will apply periodically.
- Properties will be returned to the property owner in good condition at the end of the lease term, subject to normal wear and tear.
- In some instances, the property owner may agree with the local authority to include an 'option to purchase' as a condition of the lease. This gives the local authority the option to buy the property during the term of the lease. Both parties must agree to include this condition and the specific terms can be negotiated

2.3 Lender's Consent

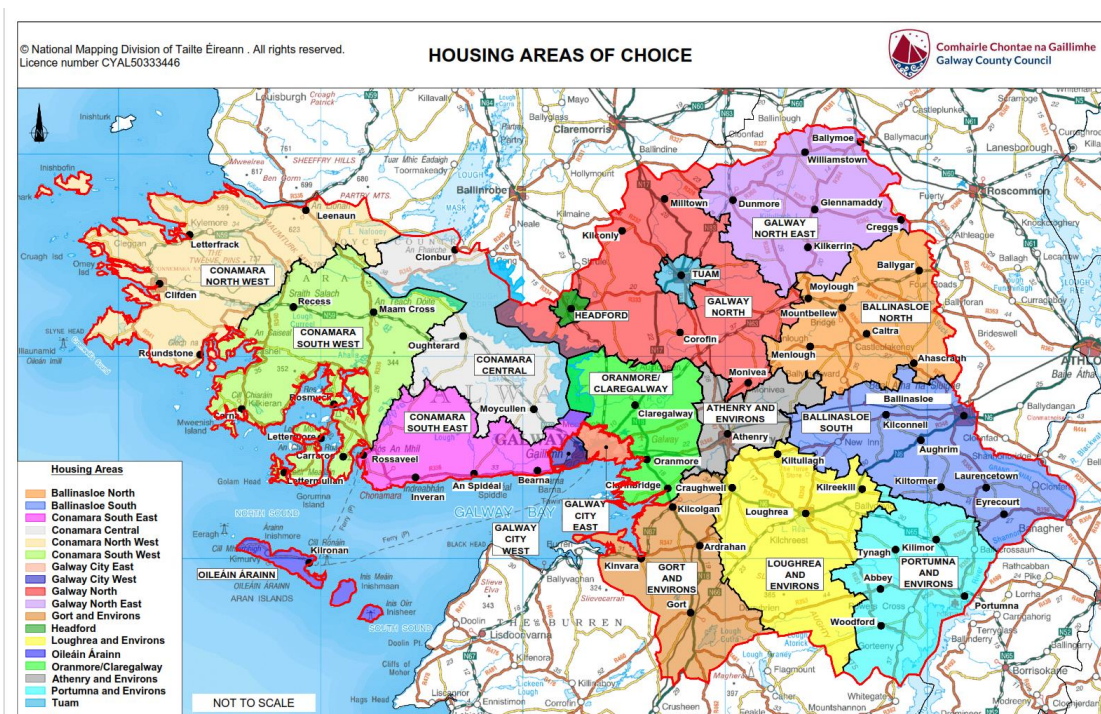
It will be the responsibility of the property owner to ensure they consult with their finance provider and to get consent to enter a leasing arrangement, if required.

2.4 Tenants

The properties acquired under this arrangement will be offered by the local authority as accommodation to households who have been approved by the local authority for housing. Tenants will sign a tenancy agreement with the local authority.

3.0 Areas of Need

Galway County is divided up into 10 “Areas of Choice” for social housing applicants as per the below map:





3.1 Social and Affordable Housing Demand.

Where appropriate proposals for social housing are received and considered acceptable, Galway County Council will seek funding from the Department of Housing, Local Government and Heritage for this acquisition. Applicants are advised to review Galway County Councils Housing Delivery Action Plan 2022 to 2026 and Galway County Councils website which identifies the social housing demand/need for Galway County <https://www.galway.ie/en/services/housing/supplydemand/>

AREA OF CHOICE	1 Bed	2 Bed	3 Bed	4 Bed	5 Bed	6 Bed	Total
	5	0	1	0	0	0	6
Athenry and Environs	195	53	150	27	4	1	430
Ballinasloe North	72	18	67	13	0	0	170
Ballinasloe South	96	45	86	15	2	1	245
Connemara	1	0	2	0	0	0	3
Connemara Central	92	36	78	10	0	0	216
Connemara Islands	6	3	8	0	0	0	17
Connemara North-West	55	7	50	4	0	0	116
Connemara South-East	61	14	30	8	0	0	113
Connemara South-West	31	11	31	0	2	0	75
Galway City East	1	0	0	0	0	0	1
Galway City West	0	0	1	1	0	0	2
Galway North	38	7	33	4	1	0	83
Galway North-East	34	10	30	6	1	0	81
Gort and Environs	87	16	84	10	2	0	199
Headford	56	17	41	7	0	0	121
Loughrea and Environs	124	29	98	7	6	0	264
Oranmore/Claregalway	156	37	134	21	0	0	348
Portumna and Environs	56	10	40	9	1	0	116
Tuam	150	24	170	25	7	2	378

Proposals should be well located within urban areas within proximity to services such as schools, shops, community facilities, etc.

3.2 Submission Process

Applicants are requested to complete the attached Expression of Interest form in full and return completed form to GCC before the closing date for the call. GCC may seek clarifications in relation to applicant submissions prior to evaluation.

3.3 Submission Evaluation

A two-stage process will be applied to all applications received under this call. Submissions will be shortlisted against the below Pass/Fail criteria. Only those submissions which achieve a Pass mark against all criteria, will move to the second stage of the process.

The Pass/Fail criteria are as follows:

No.	Criterion	Submission Requirement
1	Location of proposed properties	Pass/fail
2	Sustainable communities and proximity to local services	Pass/fail
3	Minimum BER rating of C3	Pass/fail



Please note, multi-unit developments over single units will be preferred for ease of maintenance and costs associated with provision of same.

Following shortlisting, successful applications will be evaluated and ranked based on the following criterion:

No.	Criterion	Marks
1	Monthly Rental Costs (Minimum of 30 marks required)	50 Marks
2	Condition of property (Minimum of 30 marks required)	50 Marks

In terms of Rental Costs, Galway County Council will undertake an assessment on these costs based on independent valuation advises and/or assessment of market rents from the Housing Assistance Payment (HAP) Unit in Galway County Council Housing Directorate.

All successful applications will be ranked in order based on the above criterion and the Local Authority will revert with confirmation that the scheme has been selected or declined.

All costs and expenses incurred by applicants relating to and including management company fee's, etc. is to be considered as 'work at risk' and no recovery of any costs from Galway County Council will be entertained. Galway County Council will have no financial liability prior to the signing of a contract.

4.0 Contractual arrangements

Where agreement is reached between the proposer and Galway County Council on a Long Term Lease, a Lease Agreement will be required between the parties.

The acceptance of any proposal(s) by Galway County Council shall be subject to the final agreement of satisfactory terms of contract with the proprietor of the property and will also be subject to the availability of funding and the approval of the Department of Housing, Local Government and Heritage.

5.0 Confidentiality

Galway County Council will use its best efforts to hold confidential any information provided by proposers, subject to its obligations under law, including the Freedom of Information Act 1997 and 2003. [LA] will consult with proposers about sensitive information before deciding on any FOI request received. Similarly, Galway County Council requires that all information provided pursuant to this invitation will be treated in strict confidence by tenderers.

6.0 Irish legislation

Applicants should be aware that national legislation applies in other matters such as Official Secrets, Data Protection and Health and Safety.

Applicants must have regard to statutory terms relating to minimum pay and to legally binding industrial or sectorial agreements in formulating proposals.

7.0 Meetings

Galway County Council reserves the right to meet with Proposers if considered necessary, for the purposes of clarification of information received as part of the submission.

8.0 Conflict of interest

Any conflict of interest or potential conflict of interest on the part of an Applicant, individual employees, agents, or subcontractors of an Applicant must be fully disclosed to Galway County Council, as soon as the conflict or potential conflict is or becomes apparent. In the event of any conflict or potential conflict of interest, the Local Authority may invite Applicants to propose means by which the conflict might be removed. The Local Authority will, at its absolute discretion, decide on the appropriate course of action, which may in appropriate circumstances, include eliminating an Applicant from the process or terminating any contract entered into by an Applicant.

9.0 Applicant exclusion

An Applicant shall be excluded if, to Galway County Council knowledge at the time of the award decision, it has been convicted of an offence involving participation in a proscribed criminal organisation or corruption, fraud or money laundering.

An Applicant may be excluded if s/he:

- is subject to a bankruptcy or insolvency procedure or process of a kind specified in Regulation 53, paragraph (5) of the European Communities (Award of Public Authorities' Contracts) Regulations 2006 or
- has been found guilty of professional misconduct by a competent authority that is authorised by law to hear and determine allegations of professional misconduct against persons that include the Applicant or has committed grave professional misconduct provable by means that the Local Authority can demonstrate or
- has not fulfilled an obligation to pay a social security contribution as required by a law of Ireland or the country or territory where the Applicant ordinarily resides or carries on business or
- has not fulfilled an obligation to pay a tax or levy imposed by or under a law of Ireland or the country or territory where the Applicant ordinarily resides or carries on business or
- has provided a statement or information to the Local Authority or another contracting authority knowing it to be false or misleading or has failed to provide to the Local Authority or another such authority, a statement or information that is reasonably required by the Local Authority or other authority for the purpose of awarding the public contract concerned.



10.0 Funding Support

It may be noted that various funding parties have been informed of this call for expression of interest. The Home Building Finance Ireland (HBFI) who have advised of their interest in supporting affordable housing delivery. Funding may be available via the HBFI amongst other sources.

11.0 Queries

Queries can be made by submitting questions by email at leasing@galwaycoco.ie

Any queries made that give rise to any new information or clarification, may be issued to all Applicants depending on relevance. The identity of the Applicant who raised the initial query shall not be disclosed to other interested parties.

12.0 Reference documents

The following documents may be of assistance to parties interested in making a submission under this call for proposals:

- Minimum Rental Standards [gov](http://www.gov.ie) - [Minimum standards in rented accommodation \(www.gov.ie\)](http://www.gov.ie)
- Housing Agency – Opportunity for property owners to Lease / Rent residential properties

13.0 Return of submissions

Submissions can be made in writing or by email and should include all information requested. Written submissions should be enclosed in a sealed envelope marked and addressed as follows:

“Expressions of Interest for Long Term Lease to Galway County Council - F.A.O. Daithi Flood”

Emails submission should be issued to leasing@galwaycoco.ie

Galway County Council would encourage interested parties that believe they fit within the above criteria and that are interested in exploring a Long Term Lease Agreement with Galway County Council to submit complete the Submission Application Form as soon as possible.

The closing date for receipt of submissions is **Thursday the 20th of June 2024.**



13.0 Disclaimer

Galway County Council has prepared and issued this document for the sole purpose of inviting expressions of interest from potential vendors. This document does not purport to be, in any way, comprehensive in respect of all matters relevant to the Local Authority requirements.

Nothing in this document constitutes an offer to enter into a contract, or a commitment or representation to enter into a contractual arrangement. No legal relationship or other obligation shall arise between the [LA] and any interested party until formal legal agreements have been put in place and any deposit paid.

Galway County Council reserves the right to withdraw its request for Expressions of Interest and to alter any aspect of it at its sole discretion.

Each completed Expression of Interest which is returned to Galway County Council constitutes agreement to, and acceptance of, this disclaimer.