

Hi [Redacted]

Apologies for the delay in responding to you, I had a lot to do before stopping for annual leave. Thanks for that, we will keep you advised of progress – we are hopeful that a meeting in the next few weeks will help move forward the issued heads of terms and reach an agreed date to instruct the DV.

Regards

[Redacted]

[Redacted]

Strategic Disposals Manager  
NHS GGC Disposal Programme  
Mobile: [Redacted]

NHS GGC Capital & Procurement Department  
Administration Building  
Gartnavel Royal  
1055 Great Western Road  
Glasgow  
G12 0XH

**From:** [Redacted]

**Sent:** 28 August 2017 15:17

**To:** [Redacted]; [Redacted]

**Cc:** [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]

**Subject:** RE: Former Ravenscraig Hospital, Greenock - Potential Sale to More Homes & Link Housing Association

[Redacted],

Apologies for not having responded sooner. Please note I have copied [Redacted] in Health Directorate for awareness and any comments/observations.

I don't really see any issue with this proposal. As I have explained the nuances of the trawl before I won't go into detail. Now that the SG find themselves in a position whereby the trawl is used for policy purposes and to circumvent competition in the open market it is also something that can be used to open dialogue between government departments to come to an agreement on how they wish to proceed with any transfer/purchase/sale/lease whatever. If agreement cannot be reached then it would be sensible to either go with the trawl procedures by the letter or not at all.

In this instance there is little merit in sticking to the letter of procedures as outlined in the trawl. To come up with an agreed 'hybrid' solution would seem eminently sensible. The site itself is unlikely to benefit from any development without massive public subsidy, not that I am saying the NHS should be subsidising housing, but there is an element of all round benefit to be gained using your proposal.

If both parties are happy to assess the risks and take these on board to find a solution then I think this shows the willingness of all parties to work together and certainly ticks the boxes for collaborative public sector. Making this work will be of benefit to ministers so it would be a mistake to get tied up in 'red tape'!

The important thing about these transactions is that they are transparent and do not put third parties at a disadvantage or give them cause to challenge and that ministers' are protected from accusations of impropriety. As this is open and transparent, between two parts of the central government I do not envisage any problems in this regard.

Not sure if I have anything to propose as a way forward unless you are thinking of future transactions, not this particular case? There is no 'one shoe fits all' so no one solution, i.e. trawl, is appropriate.

I hope this helps clarify our position here in Property Division.

[Redacted]

[Redacted] | Principal Property Adviser | [Redacted]

**From:** [Redacted]

**Sent:** 28 August 2017 13:21

**To:** [Redacted]; [Redacted]

**Cc:** [Redacted]; [Redacted]; [Redacted]; [Redacted]

**Subject:** FW: Former Ravenscraig Hospital, Greenock - Potential Sale to More Homes & Link Housing Association

Hi both – see my email below. I just wondered if either of you have had a chance to think about this?

I am stopping for annual leave on Wednesday until the 12<sup>th</sup> September – I would really appreciate if we could have a chat before then if possible?

Regards

[Redacted]

[Redacted]

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**From:** [Redacted]

**Sent:** 17 August 2017 15:51

**To:** [Redacted]; [Redacted]

**Cc:** [Redacted]; [Redacted]; [Redacted]; [Redacted]

**Subject:** Former Ravenscraig Hospital, Greenock - Potential Sale to More Homes & Link Housing Association

Hi [Redacted] / [Redacted]

As you are both aware from earlier discussions in respect of the above, NHS GGC are hoping to sell Ravenscraig Hospital to More Homes who will subsequently sell onto Link HA. The opportunity came up through the TRAWL process for the site, prior to marketing, in late February. Since then NHS GGC have been working with More Homes to encourage early entry rather than wait on a fully conditional / suspensive transaction 'back to back' with Link which was the original suggestion.

It appears that we may now have a 'hybrid' solution between the existing TRAWL guidelines and a fully traditional conditional contract, whereby More Homes will have comfort on the major development risks of the Ravenscraig site in a few months time (once Link HA carry out site investigations, etc) to enable earlier entry.

As this is a little bit different than either a TRAWL transaction or a conditional contract transaction, I would be grateful if we could have early input from you both to agree the next / future steps so that both party's interests are best protected? Would that be acceptable to you both?

[Redacted] and I chatted through the principle of this, which she agreed with, before she stopped for annual leave (she is back early September). I said I would try to set something up over the next few weeks depending on availability for a meeting or conference call, [Redacted] can deputise for [Redacted] whilst she is away.

Happy to chat through if either of you would like to call, mobile is the best number to get me on.

Regards

[Redacted]

[Redacted]

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