# THE DEVELOPMENT SPECIALISTS



# SITE SOURCING DEVELOPMENT, DELIVERY AND GUIDANCE

Development is a difficult process. It is both an art and a science and advising on development can only be done after years of hard gained experience.

We provide development advice and we have an enviable track record to prove it.

We act for developers, corporations, land owners, and private individuals, indeed, any organisation which needs development expertise and advice.

The clients we have worked with testify to our hard work and knowledge of the market. Our examples show some of the projects we have been involved in.

For further information, contact either Mike Redshaw or Paul Nolan at this office.





SITE IDENTIFICATION & SITE ASSEMBLY



### **TASKS**

1	Detailed site assembly and assistance with obtaining planning permission, involving acquisition and redevelopment of the existing smaller Tesco
2	Acquisition of derelict mill
3	Acquisition of Accountants' offices
4	Relocation of large garage
5	Assisting with obtaining planning permission and general strategic advice
VALUE	£45 million



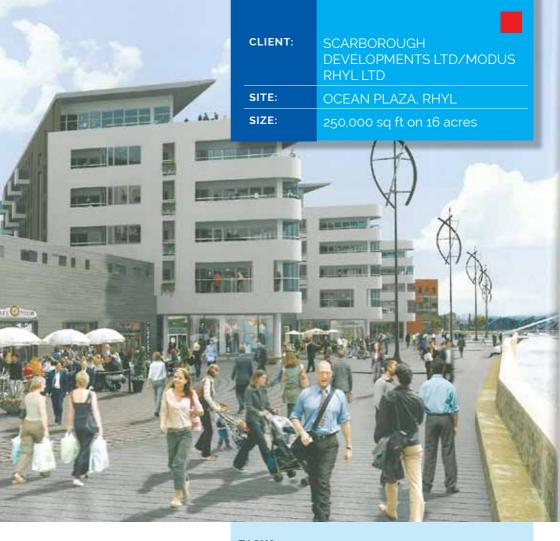
We were originally instructed by the owner of a semi-derelict mill.

We provided advice that the mill was beyond economic repair and suggested approaching a developer, as we believed that the existing 25 year old Tesco store adjoining the site could be enlarged and improved.

We then acted with the developer to carry out site acquisitions and provided assistance with regard to the planning, leading to the receipt of planning permissions.







CONSULTANCY SITE ASSEMBLY



### **TASKS**

- Detailed site assembly and negotiations with Denbighshire County Council and the Welsh Government Assembly
- Detailed negotiations leading to acquisition of other constituent parts of the site, including a builders' merchants; a Night Club; large scale Local Authority car park
- Acquisition of a number of residential properties
- 4 Acquisition of leisure park
- Providing detailed advice with regard to negotiations and planning application

VALUE Circa £45 million



We were asked to advise a developer client, with regard to site assembly. This was a large site, with complex land ownership, with a number of existing businesses and also derelict properties.

The site acquisition process took approximately 3 years.





CLIENT: DRANSFIELD PROPERTIES LTD

SITE: ELMS ROAD, WHITEFIELD,

GREATER MANCHESTER

SIZE: 85,000 sq ft on 9 acres



# **CASE STUDY**

SITE ASSEMBLY



### **TASKS**

1	Identifying ownership with 32 land owners
2	Carrying out detailed site appraisal and feasibility
3	Site assembly negotiations with 32 separate parties
4	Involvement with negotiations with Local Authority and considerable involvement with Public Consultation
5	Purchase of all freehold interest, including 22 houses; 2 pubs; Local Authority car park
6	Acquisition of land for provision of Metro Link car park for Transport for Greater Manchester
7	Detailed negotiations and agreement of specification with Roma Restaurant for relocation on site
8	Contribution to Delivery Committee with Local Authority

**VALUE** £25 million

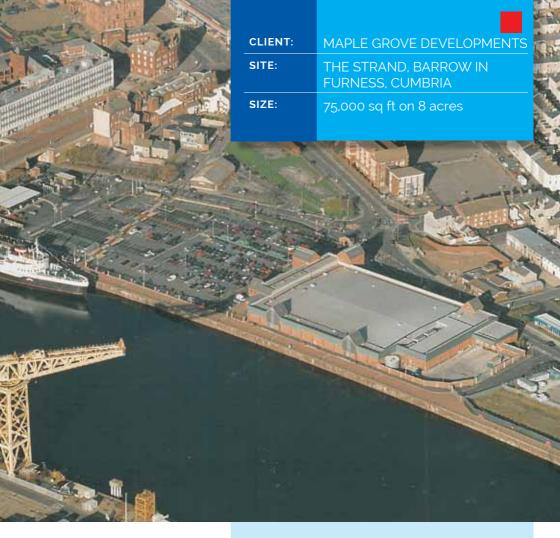


We were asked by Dransfield Properties to work with them to assemble this heavily developed, existing site, on the basis of a proposed supermarket development.

Negotiations were carried out with 22 local householders; 2 breweries; a London based investor; a trading restaurant, which had to be relocated and Transport for Greater Manchester. We negotiated for land for a new Metro Link car park to help facilitate the transaction and also were involved with acquisition of land for residential relocations, for a number of elderly residents. These were politically sensitive negotiations, which ultimately led to a successful development and sale.







SITE ASSEMBLY





### **TASKS**

1 Site identification and site assembly

Negotiations with British Telecom and relocation to alternative site

Negotiation with local land owners and investors

4 Assistance with planning application

VALUE £17 million



We were asked to assemble this site, which had been attempted before by a previous developer, who had been unsuccessful.

This proved a long and laborious process after an initial negative response from the Local Authority.

The supermarket has now been open and trading for in excess of 10 years. This was a major regeneration scheme for the area, providing over 450 jobs and redeveloping a number of areas of under used and semi-derelict land and having the added benefit of enabling cruise liners to dock close to Barrow town centre.







SITE IDENTIFICATION & SITE ASSEMBLY





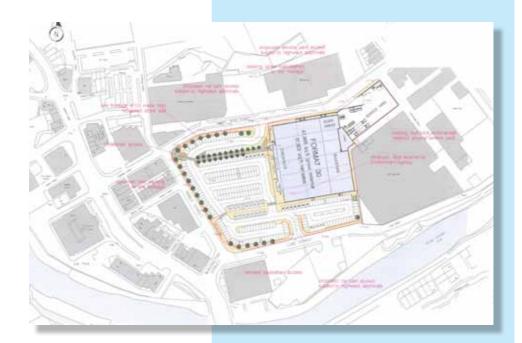
### **TASKS**

1 Site identification

Relocation of paint trade warehouse; relocation of large carpet store; relocation of textile manufacturing company

Assisting with the planning process and providing supporting statements

VALUE £13 million



We identified this site as having retail potential and our initial planning enquiries led us to believe that it was edge of town centre and that there was considerable leakage of retail shopping to larger, nearby centres.

We introduced the site to the developer and negotiated with all the land owners. A major Velvet Manufacturing business was relocated to Burnley. Two other local large scale retail units were relocated locally. Planning was initially refused, but granted on Appeal. The site was then sold to Tesco.







SITE ASSEMBLY



### **TASKS**

1 Site assembly
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2	Relocation of furniture factory to Washington, Tyne &
_	Wear; relocation of Seaham Scout Club; relocation of
	Seaham Sea Angling Club

Acquisition of land from Easington Borough Council	
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4 Acquisition of houses

VALUE £45 million

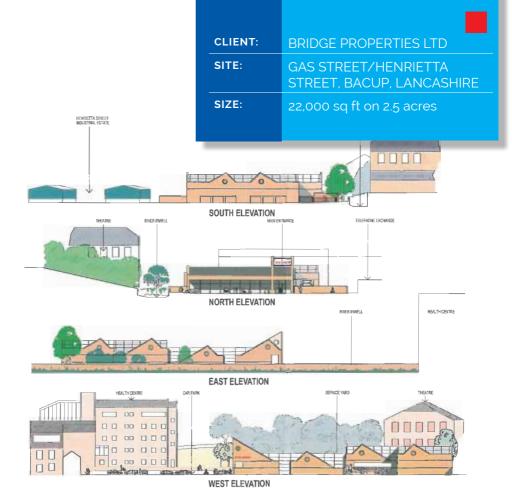


We acted on behalf of developer clients, to assemble this edge of town centre site, within the Port of Seaham.

This was a complex set of negotiations, with a number of occupiers who had to be relocated. Two unusual occupiers needed relocation, i.e. a large local Scout Hall, meeting room and warehouse, together with the largest Sea Angling Club in the UK. Both were provided with premises design & built to their specific requirements. We painstakingly negotiated with each party to ensure their relocation premises suited their needs. This scheme regenerated the area and has been a catalyst for a significant residential developments thereafter.



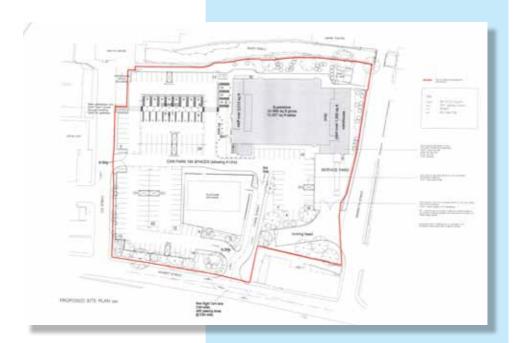




SITE IDENTIFICATION &
ASSEMBLY
USE OF SECTION 237 OF
THE TOWN & COUNTRY
PLANNING Act 1990



TASKS	
1	Site identification
2	Site assembly involving extensive negotiations with Rossendale Borough Council
3	Negotiations with adjacent supermarket
4	Detailed planning input and liaison with Barristers with regard to the Restrictive Covenant
5	Project Management of the Planning Process
VALUE	£7 million



We identified the site as suitable for a small foodstore development, however, part of the site was affected by a Restrictive Covenant from a previous unsuccessful retail development by a foodstore company. Section 237 of the Town & Country Planning Act 1990 was used to lift the restriction and allow the scheme to proceed.

Construction is due to be completed in August 2013, with the store to open prior to Christmas 2013.

This was a difficult and detailed negotiation with the Local Authority and foodstore. Considerable legal input was required and assistance with the planning process.







INCEPTION
PLANNING & VIABILITY ADVICE
MARKETING

TASKS	
1	Site identification and development consultancy
2	Project management of planning application
3	Selection of consultants
4	Agreeing strategy for remediation
5	Selection of development partner
VALUE	£4-5 million



We were asked by SCC to advise on the sale of their Brownfield site in Tintwistle, Derbyshire.

We suggested that the site may have had potential for residential development and we retained planning and highways advisors to assist in submitting a planning application.

Planning was granted and the site is about to be remediated and marketed.







CONSULTANCY SITE ASSEMBLY MARKETING & SALE

### **TASKS**

1	Site identification
2	Leading a full team of Consultants to bring forward a planning application and marketing exercise
3	Providing development advice throughout the development
4	Competitive Tender and sale
VALUE	£4 million



This is a former textile mill, which has been empty for a period of years and has been used only for basic storage.

We brought together a full Project Team, in order to seek planning permission for residential development and ultimately leading to a sale of the site.







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