



Public Sector Consultancy

[www.publicsectorpropertyadvice.com](http://www.publicsectorpropertyadvice.com)

Maximising Returns From Public Property Assets



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## Public Sector Team

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# Public Sector Team



### Public Sector Team

The Public Sector Consultancy team provides multi disciplinary services tailored to requirements of modern government.

This is particularly important where local government is seeking to meet the requirements of the localism agenda and in house resources are under increasing pressure.

Our team is available as and when required to provide a high quality service which understands public sector requirements and combines this with our commercial acumen.

### Private Client Work

Our Public Sector team is also available for private clients to benefit from our extensive experience to guide and assist in their dealings with the public sector.

Our advice can greatly improve dealings with the public sector as we understand the processes, legal requirements and culture of the public sector and can simplify dealings and ensure requirements are dealt with to promote effective communication and save unnecessary expense due to a lack of understanding.

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**Development Consultancy and  
Regeneration/Project Management**

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# Development Consultancy and Regeneration/Project Management



## Development Consultancy and Regeneration

Our team has years of experience in regeneration and development, assisting and advising clients in producing strategies which are capable of being delivered. This primarily involves the regeneration of brownfield sites for a variety of uses.

Our collaborative approach can provide advice from overarching strategies through to implementation, securing development partners, to construction and securing end users.

## Project Management

Our project management is underpinned by in depth and relevant professional skills which generic project managers are unable to replicate.

As intelligent project managers we can ensure maximum return from professional teams delivering the product the client requires for complex property issues.

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## Business Case and Project Appraisal /Development Appraisals

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# Business Case and Project Appraisal/ Development Appraisals



### Business Case and Project Appraisal

We can prepare a detailed business case in line with Treasury Green Book requirements.

Typically this will provide a robust analysis of proposals and will cover a variety of issues including detailed options analysis, scale and quantum of different uses, rental and capital values, market demand, consideration of phasing, structure of various delivery mechanisms and urban design advice. We critically review build cost and produce risk assessments, sensitivity analysis, review of sustainability, assessment of outputs and outcomes and value for money assessment.

### Development Appraisals

Extensive experience gained in preparing appraisals for a range of clients including investors, developers and public sector clients.

Utilising Argus Developer (formerly Circle Developer) we can undertake a variety of residual and development appraisals.

These will be based on realistic assumptions drawn from our specialist valuation and agency, planning, construction and cost consultancy teams and can also include sensitivity analysis against a number of key components to assess where the crucial impacts on value will be.

These development appraisals often form a key component of a wider business case/ project appraisal which can include various development appraisals and sensitivity analysis for different values, yields, accommodation options, phasing etc.

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## Town Planning and Development Delivery Mechanisms

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# Town Planning and Development Delivery Mechanisms



### Town Planning

Our Chartered Town Planners are experienced in carrying out property and site reviews considering policy at national and local level as well as assessing market demand, viability and feasibility to assist in formulating planning strategies including assisting the public sector with Area Action Plans, Supplementary Planning Documents, production of Masterplans and portfolio reviews. With an extensive understanding of planning policy, current legislation, local and strategic development plans and the markets in which they operate, our consultants can effectively advise across all sectors of the property market to create value and make best use of a client's property assets and property plan.

Our plans are deliverable and robust as they are underpinned by an assessment of viability and delivery from our valuation and agency teams. Schemes cover a range of uses including retail, residential, commercial and industrial, leisure and mixed use development amongst others.

### Development Delivery Mechanisms

We can advise on timing, packaging and phasing of development opportunities from simple development agreements through to more complex asset based vehicles building longer term relationships with strategic partners. These more complex structures require a great deal of due diligence to bring to the market which we can undertake and our links with private clients allow us to give constructive advice on the value of potential assets to the market and the relative attractiveness of different packages.

We can act as lead in securing individual development partners or longer term strategic partners through a JV or LABV or act in a supporting role to undertake independent due diligence to test packages before bringing to the market. This will also identify whether assets have been over valued in the past or whether the supporting information critical to assessing value is readily available. E.g. compliance with planning conditions.

These include retail, commercial, residential and mixed use development.

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Development Procurement/  
Compulsory Purchase

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## Developer Procurement/ Compulsory Purchase



### Developer Procurement

We are fully conversant with all OJEU procurement processes from “open” to “restricted” and “competitive dialogue”. We understand the processes but more importantly how to drive value from these and mitigate negative perceptions of bureaucracy often associated with them.

We can manage the procurement process on behalf of private clients offering a professional approach to reassure private sector bidders that their submissions will be handled in a fair and professional manner, avoiding unnecessary costs to bidders.

Alternatively we can act for private clients and guide them through the bidding process to maximise their prospects of success.

### Acquisition Strategy

CPO is often required to realise development aspirations and we can provide strategic advice on an overall acquisitions strategy and how to make a strong case for CPO through statement of reasons, statement of case and expert witness testimony at public inquiry.

We have a highly respected CPO team who have acted for a large number of acquiring authorities and claimants.

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Clawback Strategy/  
Rating

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## Clawback Strategy/Rating



### Clawback Strategy

We have dealt with a variety of claw back or overage arrangements contained within grant aid or developer agreements.

There are a number of overdue claw back/overage assessments from the last property boom which are time sensitive and need to be assessed and secured.

Our team can review the legal documentation and case files and prepare the formal claw back assessment and negotiate settlement on behalf of public sector clients.

We are also able to assist private clients in such negotiations.

### Rating

Sanderson Weatherall have a large national team of qualified Rating Surveyors who are experts in the field of business rates. Many have worked in the past for the Valuation Office and know the system inside out. We provide a full range of rating advice including rating valuation and appeals, rates management and rates audit.

See [www.ratesadvice.com](http://www.ratesadvice.com) for a full range of our rating services.

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**Estate Management/  
Strategic Asset Reviews**

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# Estate Management/ Strategic Asset Reviews



## **Estate Management**

We have the full range of estate management functions including landlord and tenant, valuation, agency, property management, space planning, building surveying, service charge reviews, residential agency and management

Our team covers all main sectors and is available for public sector clients to outsource this work.

## **Strategic Asset Reviews**

Asset Management processes have been embedded in Council and other public bodies for a number of years and following best practice should form a robust basis for any decision making.

As local authorities seek to rationalise services, share back office functions and downsize, a more radical review of operational assets will be required.

Our team is available to provide independent advice and create or review strategies giving market advice which local authorities simply cannot expect to have in house.

Our team understands the requirements of public sector asset management and we are ready, willing and able to assist in this period of transition.

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## Our People

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# Our People

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