



# Estates + Development Management



# Places. Property. People.

Working across numerous specialisms, we are a passionate multi-disciplinary design and property consultancy.

Our team of property specialists and designers provide innovative solutions to make places, properties, and people be the best they can be.

Our Building Design Consultants work collaboratively to achieve a solution that is sustainable, inspirational, and empowers current and future generations. Being considerate and client-focused, we explore the benefits above and beyond your original requirements, delivering your projects to an exceptional standard.

We appreciate each client will have different requirements. Our experienced team look forward to working with you to deliver your desired outcome.

## ESTATES + DEVELOPMENT MANAGEMENT AT CONCERTUS

Covering the full spectrum of Estate management services, we provide professional advice on the management, valuation, acquisition, disposal and development of land and property.

Our team of highly qualified General Practice Chartered Surveyors are experienced within the public and private sectors. We can offer a multi-disciplinary integrated team or a single professional service to maximise the value of your portfolio and protect your financial position.

Using an innovative approach, we implement comprehensive strategies to make your project run smoothly.





## OUR ESTATES + DEVELOPMENT SERVICES INCLUDE:

### **Development Appraisals**

All of the financial variables linked to a proposed development can be analysed by our Estates team, enabling you to make an informed decision. We can undertake research to define the financial inputs and provide sensitivity analysis to articulate risk factors.

### **Dilapidations + Condition Surveys**

Successful service or defence of a schedule of dilapidations requires several professional judgements to be made. Our Estates Surveyors and Building Surveyors will work together to cover the parameters of a project. We work within the RICS protocol for dilapidations.

Our objective is to ensure dilapidations payments are only made when the condition of the property at the end of a lease represents a true loss to the landlord.

### **Disposal + Revenue Saving Programmes**

Our team understands the costs of holding surplus property and the resulting strain on revenue budgets. We appreciate you may not wish to expend funds to support a sale, for example working up a planning application. In such cases, we can modify our approach to the sale. We can sell an asset via a conditional contract which places the costs of the planning application on the purchaser, or alternatively, we can consider an overage covenant on future development.

The team are also experienced in divestment sales, which can run in parallel with a service contract and result in former local authority services being undertaken by another group.

### **Fixed Asset Valuations**

Fixed Asset Valuations are regularly required by businesses that hold property. We can provide a

valuation which meets the requirements of the International Financial Reporting Standards, the Royal Institution of Chartered Surveyors' Red Book, your accountants, and subsequent audit of the accounts. Our RICS Registered Valuers can provide valuations of a large portfolio of assets, or report on individual properties.

We can also value finance leases and work with your accountants to identify these leases. Our team has a track record of meeting auditors' requirements in full and would be pleased to support your audit.

### **Insurance Valuations**

Owners of buildings are recommended to hold buildings insurance to protect their property interests in the event that the property is damaged. Our Estates Surveyors, working alongside our Quantity Surveyors, can provide advice on the level of insurance required under a buildings insurance policy. Looking at a worst-case scenario, the sum insured needs to cover the cost of demolishing a damaged property, which is beyond repair, and the cost of rebuilding the new asset of the same size.

### **International Financial Reporting Standards**

These are global accounting standards which apply to all businesses. We can provide advice on the property aspects of these requirements. Our team can support the identification of finance leases and all aspects of property impairment, including providing impairment certificates.

We can also support the preparation of assets held for sale listings and fixed asset valuations, ensuring all elements meet the required standards.

### **Landlord + Tenant Advice**

Our team are experienced in a wide range of lease negotiations, across all main property types. Whether an issue arises part-way through

an existing lease term, or you are contemplating entering a lease, the Estates team can review your options and explain the risks and rewards of alternative choices.

Our advice can also encompass whether a lease is the correct property document and assist with alternatives such as a licence or easement.

### **Planning + Development Consultancy**

Initially, we will consult the planning authority to capture the existing planning policy. Following this we will consider the potential demand for the site and look for strong reasons to satisfy that demand by securing planning permission. This will involve looking at the wider merits of your scheme, presenting an attractive design solution and considering modifications which could lead the planning authority to grant the desired consent.

### **Property Sales/Marketing**

For all surplus properties, we will work to obtain the best price. This will involve selecting an appropriate marketing approach, identifying and resolving any negative factors of the property to minimise their drag on the sale price as well as ensuring the asset's potential is marketed to all prospective purchasers. We can guide you on suitable marketing strategies and discuss the anticipated timescale for completion of the sale. We will work the sale through the legal process and represent your interest throughout.

Our team are experienced in providing a robust audit trail for section 123 of the Local Government Act 1972.

### **Purchase of Land + Property**

Once a property is identified, we will work through due diligence checks such as planning, condition and legal liabilities. We offer you advice which

will enable you to take an informed view on the proposed purchase. Following this, we are happy to negotiate purchase of the property, keeping you fully informed at all stages.

### **Rating Appeals + Advice**

We can save you substantial costs by minimising payments on vacant properties and buildings that are out of use during a construction programme, splitting assessments where appropriate.

For rating appeals, our Estates Surveyors can assess the merits of entering the check, challenge, appeal process and articulate your case.

### **RICS Red Book Valuations**

We employ RICS Registered Valuers who are equipped to provide valuations to the necessary Red Book standard. Valuations to support a business case, or a sale off-market which has potential to be challenged, need to be able to withstand scrutiny. The ethical and professional requirements of the Red Book give the required integrity and clarity of purpose to support your aspirations.

### **Strategic Estates Management**

Working in collaboration, our Estates and Building Surveyors analyse the existing legal and physical characteristics of your property or portfolio and discuss the options for meeting your present and future needs. This may involve the sale of existing properties, development or refurbishment of buildings, or the purchase of new assets.

We offer professional guidance on a range of issues, including boundary disputes, rights of way, wayleaves, as well as positive and restrictive covenants. The team are also skilled in green technology, which can reduce utility consumption and enhance your brand.



# Sybil Andrews Academy

## Key Information

Location:  
Bury St Edmunds, Suffolk

Sector:  
Education

Value:  
£25 million

Concertus Disciplines:  
Architecture  
Building Services Design  
Estates + Development  
Management  
Interior Design  
Landscape Architecture  
Project Management +  
Quantity Surveying  
Cost Consultancy

## SCOPE

Due to significant residential development in Bury St Edmunds we were asked to masterplan a new high school. The new school had to have the ability to expand to accommodate 1,400 pupils, plus a sixth form by 2031.

Sybil Andrews Academy was designed and constructed so that the building provides flexibility and can be adapted as the Academy grows, and in response to changes in the school curriculum. Designed around the ethos of a central heart space, the building looks to minimise the use of corridors by maximizing social and group spaces that can be used flexibly. The building contains large and flexible teaching spaces, which are predominately based around the learning resource and dining areas. The approach is continued within Teaching Block 1

where classrooms break out into a central group teaching and social space.

The location of the Heart building has been carefully considered to the Academy and its wider environment. It has been positioned along the western boundary to act as an acoustic break and light shield between the school site and the neighbouring residential development. The positioning also provides a strong visual presence to people entering Moreton Hall via the new Eastern Relief Road.

The opportunities have been maximised for community use outside the academic day through consideration of access, service zoning, and security needs.



## RESULT

The finished project was shortlisted for the RICS Awards in the Community Benefit and Design Through Innovation categories.

Divided into three key buildings; Heart Building, Teaching Block 1, and the Sports Building, the academy provides a stimulating educational environment.

# Phoenix Enterprise Park

## SCOPE

We were commissioned to deliver a master plan of the entire site. Following discussions with the client, we decided to provide a phased option to suit their funding line.

Cost data was presented to the client to allow them to determine the affordability and different phasing options open to them. A full application was submitted for Phase 1 of the project which consisted of 16 units varying in meterage to be leased on completion to local businesses. The business units and external areas were developed with robust, low maintenance materials and components. Producing visuals at an early stage of the project helped with the marketing of the site.



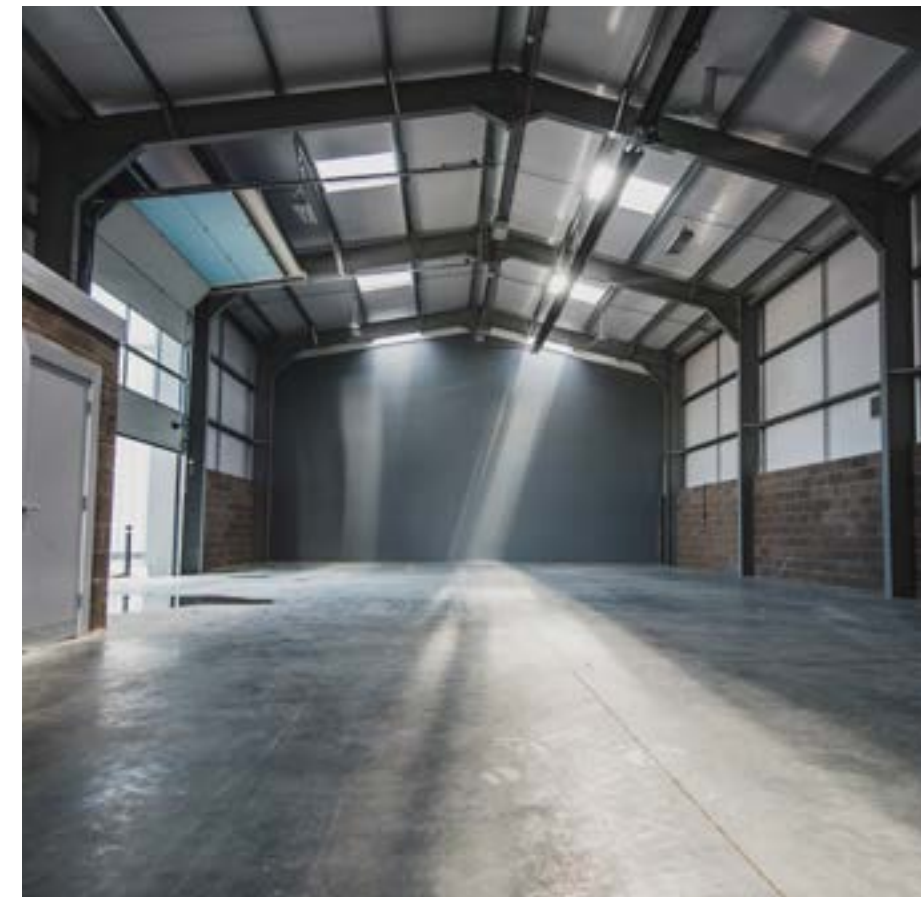
## Key Information

Location:  
Lowestoft, Suffolk

Sector:  
Commercial + Industrial

Value:  
£4 million

Concertus Disciplines:  
Architecture  
Building Services Design  
Project Structural + Civil  
Engineering  
Estates + Development  
Management  
Landscape Architecture  
Quantity Surveying +  
Cost Consultancy



## RESULT

The usable business space we created contributed to the economic development in an area of Lowestoft which was in need of regeneration. Our clients have complimented the efficient delivery of this project.



# Lytham Road Waste Transfer Centre

## Key Information

Location:  
Ipswich, Suffolk

Sector:  
Community

Value:  
£3.7 million

Concertus Disciplines:  
Architecture  
Building Services Design  
Estates + Development Management  
Landscape Architecture  
Project Management  
Quantity Surveying +  
Cost Consultancy  
Structural Engineering +  
Civil Engineering

## SCOPE

Concertus were commissioned to design and project manage the construction of a new waste transfer centre.

Extensive external works were carried out to support the requirements of the facility, including establishing the main yard, access road and associated ground works.

This is a secondary Ipswich based centre to assist the existing Foxhall Road site and would specifically be for commercial waste rather than household waste. The purpose of the new station was to allow waste to be transported to The Energy from Waste Facility and recycling transported to reprocessing facilities more efficiently in fewer larger vehicles. The transfer station also required an office, weighbridge, car parking spaces, a new site access road, and a drainage and water management system.

The team utilised a 3D modelling system to produce the design for the new station to ensure accuracy and efficiency. This design incorporated several bays sized to cater for the storage of each separately collected waste type, with considerations for vehicle movements and up to two days retention time.

Our Engineers were responsible for the installation of a passive hybrid designed ventilation system. This system included passive ventilation roof wind catchers, which by being predominantly wind powered, helps make the building more sustainable and energy efficient. This was further enhanced by the installation of roof mounted solar panels for the new station. These are features we are conscious to incorporate within our designs to ensure we are making a conscious effort towards achieving Government's NetZero by 2030 initiative.



## RESULT

We successfully delivered this important project for the local community, and the new waste transfer station is now complete and ready for use. The new facility can accommodate the collection and transfer of waste in the Ipswich area more efficiently and in line with demand from population growth.

# Newmarket Library

## SCOPE

One of our Estates Surveyors was commissioned to respond to the proposed Heads of Terms for the new lease from the Superior Landlord. The Head Lease had to be negotiated to enable the client to grant a simultaneous sub-lease to the tenant. Close to the lease renewal date, our building survey highlighted the need for internal remodelling to upgrade the toilets, enhance the staff accommodation, and replace the lift which was not compliant with the provisions of the Disability Discrimination Act (DDA). This subsequently created the need for our Estates Surveyor to obtain Landlord's consent to the Licence for Alterations. The refurbishment involved our Building Surveyors who designed the

remodelling, including rotating the lift doors by 90 degrees to facilitate wheelchair access, and conducting the tender process. A new passenger lift was also required. A close working relationship allowed our Building and Estate Surveyors to undertake a number of specification changes. By appreciating the constructional and financial implications, these were relayed to our client, the landlord and sub-tenant in a timely and informed manner. This project required the ability to consider the needs of all parties; capturing the synergies which motivate all stakeholders to engage with the process, understanding the landlord's commercial position, whilst appreciating the operational needs of the sub-tenant.

## Key Information

Location:  
Newmarket, Suffolk

Sector:  
Community

Concertus Disciplines:  
Estates + Development Management  
Building Surveying



## RESULT

Our team achieved the grant of a new 10-year Head Lease, the simultaneous grant of a 10-year under lease to the library operator and a detailed Schedule of Works for the remodelling works at the premises. Asking the right questions of our multi-headed client team, we ensured the correct works were delivered within budget and according to legislative constraints.



## CONTACT US



[careers@vertas.co.uk](mailto:careers@vertas.co.uk)



Ipswich Office  
2 Friars Bridge Road  
Ipswich  
Suffolk  
IP1 1RR

Matlock Office  
County Hall  
Matlock  
Derbyshire  
DE4 3AG



033 0175 8553



[www.concertus.co.uk](http://www.concertus.co.uk)

