



**harrislamb**  
PROPERTY CONSULTANCY

**CLEAR THINKING**  
COMMERCIAL PROPERTY ADVICE

# ABOUT HARRIS LAMB

Founded in May 1992, Harris Lamb has grown from a small, dedicated property consultancy to a successful, award-winning business employing more than 70 staff. While our operation may have grown, we've never compromised on the high standards of service we deliver.

Our clients can expect insight, sector-specific knowledge and expertise, and an honest, transparent approach to business, whatever services they are accessing.

Harris Lamb's operation has expanded significantly since 2016, when it acquired two new businesses; a respected garden centre planning specialist, Malcolm Scott Consultants, which has been established and operating internationally for more than 30 years; and a Rating business based in Nottingham. The business also achieved outstanding recognition from Investors In People, something that has enabled it to grow organically as new employees actively sought to become part of the business.

Constantly adding value, growing its service offering and developing its team to ensure the company continues to deliver exceptional service, Harris Lamb is committed to providing clients with advice and support that is second to none.

**BUILDING CONSULTANCY**  
**COMMERCIAL /INDUSTRIAL AGENCY**  
**CORPORATE SUPPORT**  
**DEVELOPMENT AND RESIDENTIAL LAND**  
**ENVIRONMENTAL CONSULTANCY**  
**INVESTMENT**  
**LEASE ADVISORY**  
**LICENSED AND LEISURE**  
**PLANNING**  
**PROPERTY MANAGEMENT**  
**RATING**  
**RECEIVERSHIP AND RECOVERIES**  
**RETAIL, LEISURE AND ROADSIDE**  
**VALUATION**

# CORPORATE SUPPORT

## NEIL HARRIS

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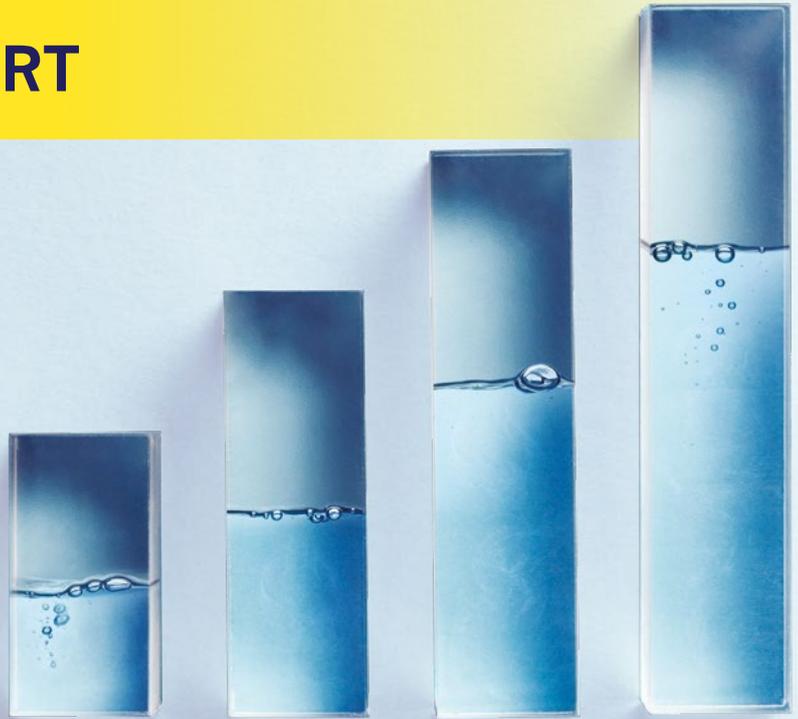
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**harrislamb**  
PROPERTY CONSULTANCY



Underpinning everything that Harris Lamb does is an ethos of professionalism, transparency and support. No matter what area of support our clients require, we are committed to delivering a first class level of service that achieves their objectives on budget and on time.

## DEPARTMENT SERVICES

- IN-HOUSE EXPERTISE
- SECTOR-SPECIFIC KNOWLEDGE AND INSIGHT
- TRANSPARENT, PROFESSIONAL ADVICE
- PORTFOLIO CONSULTANCY
- ADVICE ON PROPERTY STRATEGIES
- TRUSTING LONG-TERM CLIENT PARTNERSHIPS
- HELP WITH TRADING AND NON-TRADING PROPERTIES
- PLANNING GROWTH AND RATIONALISATION STRATEGIES



### TATA STEEL PLC

Harris Lamb's award-winning team of professionals have worked closely with the Tata Steel for over 20 years. The Harris Lamb team have recently reviewed Tata Steel's entire portfolio and provided a strategy to add value. The planning department have secured residential allocations of over 1,000 houses, and are currently handling applications for further 1,500.



### 2 SISTERS FOOD GROUP

This £3.12 billion food manufacturing business employs Harris Lamb to maximise opportunities and savings across its portfolio of properties, which include specialist food manufacturing sites. The Harris Lamb building surveying team are in the process of providing Reinstatement Costs Valuations at over 85 sites operated by the client.



### DIGNITY FUNERALS PLC

Operating from over 800 funeral parlours and 45 crematoria nationally, Harris Lamb has become an integral part of the Dignity Funerals property team, providing advice over the entire portfolio including residential dwellings. The Harris Lamb lease advisory team typically undertake 75 rent reviews and lease renewals each year on behalf of Dignity, in locations ranging from Carlisle to Canterbury.

# COMMERCIAL / INDUSTRIAL AGENCY

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PROPERTY CONSULTANCY

Harris Lamb's multiple-award-winning Commercial and Industrial Agency has been recognised year upon year by respected industry bodies EGI and CoStar as being the most active in the Midlands. A dedicated group of agents with extensive knowledge of the sector, our team works together to offer a proactive, comprehensive service to a diverse client base.

Our team has up-to-the-minute market knowledge, and a strong network of contacts across the sector which plays a huge part in our success when it comes to connecting buyers and occupiers with developers, owners and landlords.

Working with major corporates, developers, funds, private individuals and Trusts, the team is able to provide advice and oversee acquisition, marketing, sales, and lettings, providing expertise and guidance in order to guarantee a value-added service on all instructions.

## DEPARTMENT SERVICES

- SALES
- LETTINGS
- ACQUISITIONS
- DEVELOPMENT ADVICE
- CONSULTANCY SERVICE
- INVESTMENT ADVICE
- INDUSTRIAL, LAND AND OFFICE AGENCY



### SPECSAVERS

Harris Lamb oversaw the sale of an 80,000 sq ft freehold new development between Specsavers and developer Revelan.

The site has enabled Specsavers to expand its operations to meet growing demand and create 200 new jobs.



### ERA

Harris Lamb represented ERA in identifying a site and developing a new facility to house the expanding business for future growth.

The 135,625 sq ft unit at the i54 business park provides a high bay, manufacturing and distribution facility with 25,000 sq ft of office space.



### PROLOGIS PARK FRADLEY

Harris Lamb agreed the largest letting in the Midlands in 2017; the pre-let of a purpose-built 592,000 sq ft distribution centre to Screwfix at Prologis Park, Fradley.

The £500m centre has been designed to achieve a minimum BREEAM 'very good' accreditation and an EPC 'A' rating. The letting was announced as Deal of The Year at the 2017 CoStar Awards.

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- INDUSTRIAL, LAND AND OFFICE AGENCY



### HARTLEBURY TRADING ESTATE, WORCESTERSHIRE

The largest commercial estate in Worcestershire, Hartlebury Trading Estate, extends to 1,800,000 sq ft set in 200 acres.

The site is currently experiencing record low vacancy levels, with more than 70 individual buildings having been let at the site, equating to almost 750,000 sq ft of open market lettings and lease renewals.



### KINGS NORTON BUSINESS CENTRE, BIRMINGHAM

Kings Norton Business Centre, the largest business park in South Birmingham, is at its highest occupancy to date following a successful series of lettings at the site.

Over the past year, Harris Lamb has overseen over 30 deals, including lettings to Topps Tiles, BLOCC, Bell Plumbing and The Binding Site.



### RACECOURSE ROAD INDUSTRIAL ESTATE, WOLVERHAMPTON

Following the move of the former tenant, Caterpillar UK, landlords of two 110,000 sq ft and 40,000 sq ft warehouses at Racecourse Road offered the properties to the market.

Following best bids, the former was sold to Absolute Apparel for close to the £3m asking price; while Building & Plumbing Supplies (BPS) purchased the latter for over £1m.

# BUILDING CONSULTANCY

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PROPERTY CONSULTANCY



Whether a major new build project, surveys, refurbishments, dilapidations negotiations or schedules of condition, Harris Lamb's Building Consultancy team provides expert advice to developers, funders, occupiers, landlords, tenants and property owners to ensure their projects and property needs are correctly managed and maintained.

A long established team with expertise over a wide range of building types, the team has the knowledge and experience to meet your survey and project requirements, providing insightful guidance and advice.

Acting across the UK, our team have an ability to meet and exceed clients' requirements on all types of building and construction projects.

## DEPARTMENT SERVICES

- BUILDING SURVEYS AND DUE DILIGENCE
- DILAPIDATIONS ADVICE
- DEFECT ANALYSIS
- REFURBISHMENT ADVICE AND MANAGEMENT
- SCHEDULES OF CONDITION
- PARTY WALL MATTERS
- MANAGEMENT AND CONTRACT ADMINISTRATION
- FEASIBILITY STUDIES
- PROCUREMENT OF WORKS
- DESIGN AND CONSTRUCTION PHASE MANAGEMENT
- CDM ADVICE



### FREEMAN GROUP

The 175,000 sq ft European headquarters of the Freeman Group in Ryton, Coventry, saw Harris Lamb oversee an extensive fit-out to incorporate exhibition display areas, state-of-the-art offices, logistics and warehousing.

The £10m project was a detailed brief, with requirements including a 5,000 sq ft display area and a food-court style canteen.



### SEA PRODUCTS INTERNATIONAL LTD

The Building Consultancy team oversaw an extensive refurbishment at SPI's new Birmingham HQ, meeting very specific requirements within just 17 weeks.

The £440,000 project included a full strip out of the existing offices, including existing toilets, stairs and office suites to allow the reconfiguration of the building to meet SPI's requirements.

# DEVELOPMENT AND RESIDENTIAL LAND

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PROPERTY CONSULTANCY

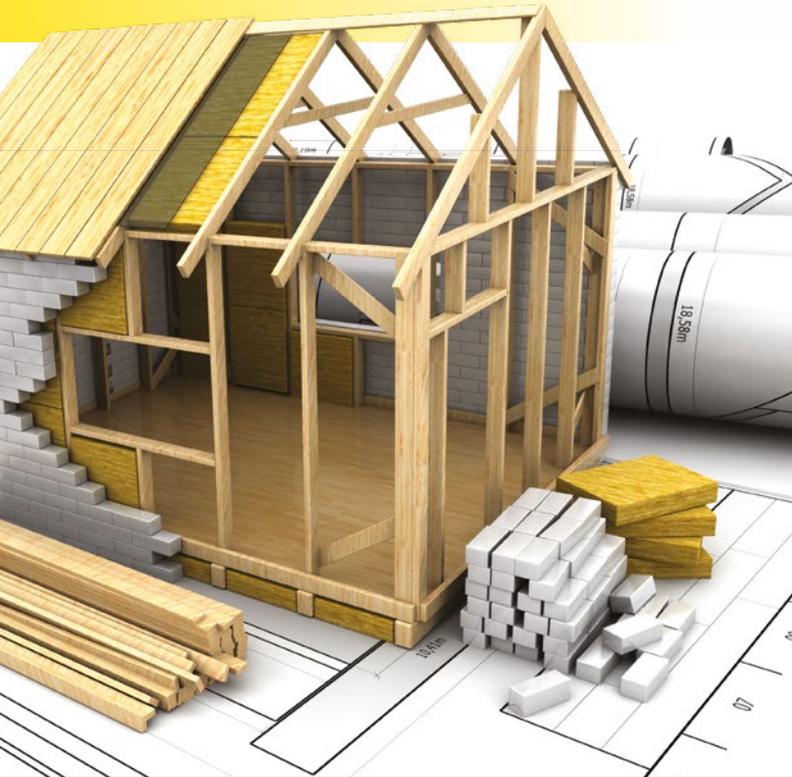
Harris Lamb's Development team's track record within the residential and commercial land sector speaks for itself.

Experts in identifying residential and other value enhancing opportunities, our team works closely with colleagues within the Agency, Professional and Planning departments to ensure its UK-wide knowledge and contact base is second to none.

Working with landowners and developers, our experts advise on appropriate new build and redevelopment strategies of varying sizes and uses.

## DEPARTMENT SERVICES

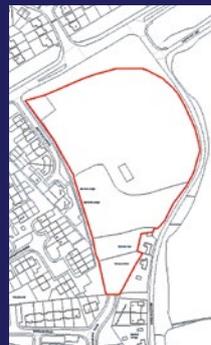
- SITE DISPOSALS AND ACQUISITIONS
- A STRATEGY FOR WORKING SITES THROUGH THE PLANNING PROCESS
- NEGOTIATING CONTRACT TERMS
- LANDOWNERS AGREEMENTS, JOINT VENTURES AND SITE ASSEMBLY
- FEASIBILITY APPRAISALS AND VALUATIONS
- NEGOTIATING PLANNING PERMISSIONS AND S106 AGREEMENTS
- PORTFOLIO VALUATIONS
- MARKETING AFFORDABLE HOUSES ON BEHALF OF DEVELOPERS



### HALL GREEN STADIUM, BIRMINGHAM

Harris Lamb was instructed to oversee bids from developers to buy the former Hall Green Stadium, which had outline planning permission for up to 210 new homes.

The team marketed the 10.77 acre site on the Birmingham and Solihull border, after the planning team spent a number of years working towards a residential outline planning permission.



### TOWNSEND WAY, MALVERN

Harris Lamb is retained to dispose of the former HMX site in Malvern for the development of 60 residential houses. Sites in this location are in high demand with strong offers received from a mixture of PLC residential developers and housing associations.



### ARDATH ROAD, BIRMINGHAM

Harris Lamb sold a 16-acre site in Kings Norton for redevelopment to address Birmingham's housing shortage.

Acting on behalf of STVA (UK) the team sold the Ardath Road site to St Francis Group, which specialises in dealing with difficult and contaminated sites, for an undisclosed sum. A sale has been agreed for the remediated site.

# INVESTMENT

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PROPERTY CONSULTANCY

Specialising in capital markets expertise and the ability to analyse the underlying drivers of performance, Harris Lamb's Investment team is well-placed to provide first-class advice to those looking to build, manage and enhance their investment property portfolios.

With an understanding of the market gained by one of the largest Agency teams in the Midlands, our team provides relevant, current knowledge and experience to accurately model different investment scenarios for clients, in order to advise both on performance and purchase.

### DEPARTMENT SERVICES

- INVESTMENT AND BROKERAGE SERVICES
- CASH FLOW ANALYSIS
- FUND COMPOSITION AND STRUCTURING
- ADVICE ON ALL FORMS OF ASSET CLASS: INCLUDING OFFICE, INDUSTRIAL, LOGISTICS AND RETAIL
- SALE AND LEASEBACK
- SALES AND ACQUISITIONS



#### GATEWAY 28, SUTTON IN ASHFIELD

Sold on behalf of LGIM Real Assets Linked Life Property Fund for a total of £15,940,000, reflecting a net initial yield of 6.47%, this 264,556 sq ft warehouse was let to Eurocell for a further nine years at the time of the sale.



#### NENE HOUSE, NORTHAMPTON

Harris Lamb sold this 12,000 sq ft office in Northampton for £2,700,000, representing a 6.41% net initial yield. Occupied by Howes Percival LLP, at the time of purchase the building produced a rental income of £179,720 per annum, rising to £182,785. Five-yearly review terms were agreed with the option of a break at the end of the 10th year, assuring the successful bidder a long-term, secure income from an established source.



#### i54, WOLVERHAMPTON

This new-build 135,625 sq ft industrial facility at i54, Wolverhampton, used as a headquarters by ERA Home Securities Ltd, was sold for £11,400,000 representing a net initial yield of 5.69%.

# LEASE ADVISORY

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PROPERTY CONSULTANCY

Providing expert Landlord and Tenant advice to a diverse client base, Harris Lamb's Lease Advisory team combines a thorough knowledge of legislation and caselaw with a resourceful and dynamic approach to negotiations.

Working with clients ranging from major corporate occupiers to investor landlords, our team considers ever changing business needs in order to identify solutions for both landlords and tenants to create added value and occupational certainty.

The team's market knowledge, coupled with extensive research and analysis, underpins our approach to all projects, ensuring that clients' objectives are met efficiently and comprehensively.

### DEPARTMENT SERVICES

- RENT REVIEWS AND LEASE RENEWALS ON COMMERCIAL LAND AND PROPERTY
- ARBITRATION AND INDEPENDENT EXPERT REFERRALS IN THE EVENT OF A DISPUTED RENT REVIEW
- COURT REFERRALS IN THE EVENT OF A DISPUTED LEASE RENEWAL
- ADVICE ON LEASE RE-GEARS, BREAK CLAUSES, REVERSIONARY LEASES AND SURRENDERS
- COMPREHENSIVE ADVICE ON TACTICS AND PROCEDURES UNDER LANDLORD & TENANT LEGISLATION
- STRATEGIC GUIDANCE ON FORTHCOMING LEASE EVENTS



#### EUROCELL

Acting as UK-wide property advisors to Eurocell Building Plastics, Harris Lamb provides property advice on over 190 properties across the country.

Our team handles approximately 40 rent reviews and lease renewals per annum, achieving rental savings and lease flexibility for the client in a timely and cost effective manner.



#### AVON CAPITAL ESTATES

Working as part of a multi-disciplinary team to provide lease advisory solutions for Avon Capital Estates, a UK wide property investment company, we advise on a portfolio of industrial and office properties, encompassing 110 tenants in 185 units, and 1.4m sq ft of space in 19 locations across the UK.



#### NCP CAR PARKS

We were appointed by NCP in respect of the rent review of a 335 space multi-storey car park in Birmingham City Centre, whereby the occupier would not offer any uplift in rent, despite strong evidence to the contrary. We referred the matter to Arbitration, securing a 91% rental uplift backdated by five years, worth £685,000 to our client.

# LICENSED AND LEISURE

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PROPERTY CONSULTANCY

Business Rates is a highly specialised area of property advice with Licensed and Leisure property being a sector of the market that few Chartered Surveyors are involved with. Harris Lamb's dedicated team of Surveyors providing Rating advice specifically for the Licensed and Leisure industry, are retained by PLC's National and Regional Companies, Brewers, Private Managed Pub Estates and individual operators.

The team provides advice and support to a range of Public Houses, Hotels, Bars, Restaurants, Nightclubs, Golf Clubs, Football Clubs, Fitness Centres and Marinas.

Combining extensive knowledge of Business Rates together with the negotiation of appeals and the legislation that governs the calculation of Rate Liability, our team is able to provide comprehensive advice and support in the new complex Check, Challenge and Appeal process.

The level of Rateable Value affects many aspects of a business, including the cost of premises licenses and subscription costs to Sky TV.

## DEPARTMENT SERVICES

- APPEALS
- RATE MITIGATION
- BUDGET FORECASTING
- RATE PAYMENT SERVICE
- EMPTY PROPERTY RATES
- APPEARANCE AT TRIBUNAL



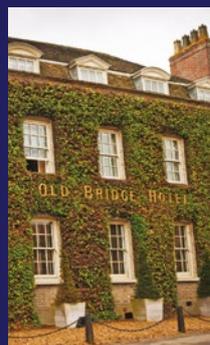
### EI GROUP PLC – PUBLIC HOUSE

Expertise and guidance on how to mitigate liability was provided following a significant fire and a period of closure. The amendment of fair maintainable trade when the business reopened by the analysis of Profit and Loss accounts and Bruline Data, resulted in a £67,000 overall saving for the life of the 2010 List, with a knock-on impact for 2017 of a further £11,000.



### J W LEES – MANAGED/TENANTED PORTFOLIO

Provision of advice to a private estate on mitigation of Rate Liability, including managed and tenanted properties, the brewery and distribution warehouse with a cumulative saving over the 2010 Rating List of £188,000, and positive implication 2017 revaluation.



### PRIVATE HOTEL GROUP – EAST MIDLANDS

A continuation of an established relationship with the provision of advice on appeals, mitigation, budget forecasting, resulting in a saving on one appeal alone of over £40,000.

# PLANNING

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PROPERTY CONSULTANCY

Overseeing a vast portfolio of projects, Harris Lamb's dedicated planning consultancy team specialises in analysing planning projects and devising strategies to realise clients' objectives.

The team deals with applications for all forms of land use, including planning appeals, housing, employment, retail, education, leisure, sequential tests, sport, health care, waste and energy. The team deal with development management, local plan and enforcement cases throughout the country.

In addition to providing an extensive range of UK-wide planning services, Harris Lamb also owns reputable garden centre planning specialists Malcolm Scott Consultants, a specialised consultancy in its own right, offering more than three decades' experience in planning and overseeing garden centres across the world.

## DEPARTMENT SERVICES

- DEVELOPMENT AND SCHEME APPRAISALS
- PRE-APPLICATION ADVICE
- FORMULATION OF PLANNING STRATEGIES
- PREPARATION, SUBMISSION AND NEGOTIATION OF PLANNING APPLICATIONS
- EXPERT EVIDENCE AT PLANNING APPEALS, INQUIRIES AND HEARINGS
- PARTICIPATION IN PUBLIC EXAMINATIONS
- CONSERVATION AREA SITES AND LISTED BUILDINGS
- ANALYSIS OF FIVE YEAR HOUSING LAND SUPPLY



### DIGNITY FUNERALS

Harris Lamb Planning Consultancy obtained full planning permission for the construction of a new crematorium with associated car parking and access at Derby Road, Aston, Derby.

Prior to the submission of the application, our team carried out a comprehensive review of possible Green Belt sites upon which to locate the new facility.



### SWINDEN TECHNOLOGY CENTRE

Following Tata Steel's announcement that the business was relocating its R&D facility, our team began discussions with the local authority to identify an alternative use for the existing site. A residential allocation was secured for the site and a planning application is now being prepared for c.120 new dwellings and the conversion of the Listed Buildings to apartments.



### STONELEIGH PARK

Harris Lamb provides planning advice to Mars Pension Trustees on Stoneleigh Park, a c225-acre site in the Green Belt specialising in equine, agricultural and rural business activities.

The team secured planning permission for the development and redevelopment of c1,250,000 sq ft of floorspace in and around the site as well as various infrastructure projects, and assisted in re-planning the Park to take account of HS2.

# PROPERTY MANAGEMENT

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PROPERTY CONSULTANCY

Harris Lamb's Property Management team prides itself on building sustainable and effective relationships between landlord and tenant, while applying technical skills and efficient processes to ensure a transparent relationship. The team are well-versed and experienced in managing large, complex property portfolios, for a variety of clients.

Our team proactively identifies 'value adding' opportunities for our clients, whilst overseeing the administration of day-to-day management effectively and efficiently, with a view to reducing operational risks, improving tenant retention, and maximising value for money.

## DEPARTMENT SERVICES

- **ACCOUNTING FACILITIES – BESPOKE FINANCIAL ADMINISTRATION TO SUIT CLIENT REQUIREMENTS**
- **SERVICE CHARGE AUDITS – ENSURING SERVICE CHARGES ARE ADMINISTERED IN ACCORDANCE WITH RICS BEST PRACTICE.**
- **PROVISION OF PROPERTY AND ACCOUNTS REPORTING SERVICES TO BOTH CLIENTS AND OCCUPIERS**
- **LEASE MANAGEMENT – REVIEW KEY LEASE EVENTS AND UNDERTAKE ROUTINE INSPECTIONS OF CLIENT'S ASSETS**
- **HEALTH & SAFETY RISK MANAGEMENT – ENSURING STATUTORY COMPLIANCE, AND REDUCING RISKS TO CLIENTS AND OCCUPIERS**



### ONE COLMORE ROW, BIRMINGHAM OFFICE

Our management team provides a full property management service for this prime city centre location. At 90 per cent occupancy, the service provided to this 40,678 sq ft, high quality Grade A office accommodation includes collections, service charge management and supplier payments.



### SWAN CENTRE, CHAPEL STREET, RUGBY SHOPPING CENTRE

A modern open air retail shopping centre, comprising of 16 units set over 39,256 sq ft of retail space, the property management service provided to the landlord includes collections, service charge management, and supplier payments.



### INDUSTRIALS UKLP/STENPROP MIXED PORTFOLIO

Managing a national portfolio covering 11 estates, 150 units and development land, Harris Lamb oversees the collection of more than £5m annually, and procures services of circa £0.6 per annum.

# RATING

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Harris Lamb's team of dedicated Business Rate experts offer a wealth of specialist advice in this field of property taxation.

2017 has seen both a Revaluation of Rateable Values and a reform of the appeal system, which includes the introduction of the new, complex, Check Challenge Appeal process. Our teams extensive knowledge is navigating clients through this minefield and is making substantial savings to their businesses.

With the knowledge and experience to negotiate with both the Valuation Office Agency and Billing Authorities to mitigate the impact caused by this significant property tax, our team implements careful planning, auditing and negotiation in order to keep clients' business rate charges to a minimum.

### DEPARTMENT SERVICES

- APPEALS
- EMPTY PROPERTY RATES
- BUDGETING FORECASTS
- RATES MANAGEMENT
- RELIEF FOR PARTIALLY VACANT PROPERTIES
- APPEARANCE AT TRIBUNAL
- RATE PAYMENT SERVICES



#### 2 SISTERS FOOD GROUP

Acting on behalf 2 Sisters Food Group, our team has successfully reduced the business' exposure to business rates. In the 2010 rating list we successfully negotiated a reduction in Rateable Value from £155,000 to £132,000; resulting in a £70,000 overall saving over the life of the 2010 List.



#### PRIVATE DEVELOPER

Working with our client, a private developer, our team has successfully negotiated with the Billing Authority and the Valuation Office to secure periods of rates relief whilst building work was undertaken at the property. They also reduced the Rateable Value from £209,000 to £0.00 during a the period of redevelopment works. Through adopting this approach savings of over £160,000 were made for the client.



#### PUNCH PARTNERSHIP PLC

Working closely with the client, our team provide a Business Rates payment service, reviewing the liability for each of the properties held within the Managed House Estate. We ensure that liabilities have been calculated correctly prior to authorising payments. Our systems are client-driven, designed to make the process as user-friendly as possible, and compliant with the client's reporting procedures.

# RECEIVERSHIP AND RECOVERIES

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PROPERTY CONSULTANCY

Harris Lamb's Recoveries Team has a reputation for providing transparent, no-nonsense advice and an end-to-end service when it comes to asset management and disposal.

Our professional team has more than 75 years' combined experience within the LPA Receivership and Recoveries sector, and handles contracts across England and Wales, supporting banks and lenders in relation to distressed properties.

With extensive experience in dealing with challenging property and providing peace of mind to the lender, our team is able to apply entrepreneurial flair and lateral thinking to maximise value in an efficient and effective manner. The Harris Lamb team utilises experienced and professional property managers and multi-discipline valuers to adapt to any situation and manage high volumes of cases.

## DEPARTMENT SERVICES

- **PRE-INSTRUCTION STRATEGY REPORTS**
- **COMPLETE REPOSSESSION TO COMPLETION OF SALE PACKAGE LAW OF PROPERTY ACT 1925 (LPA) RECEIVERSHIP.**
- **ASSISTED VOLUNTARY SALES**
- **PROVIDING KEY PERFORMANCE INDICATORS (KPI) DATA TAILORED TO CLIENT REQUIREMENTS.**
- **ONE-TO-ONE CONSULTANCY AND TRAINING TO CLIENTS' RECOVERIES TEAM ON REAL ESTATE MATTERS.**



### MIXED COMMERCIAL, EVESHAM

Harris Lamb was appointed on a fixed charge receivership project by a high street bank to manage and dispose of a mixed portfolio. With no market demand for a purchase as a portfolio, we oversaw the ongoing management to maintain an income stream pending sale.

As market conditions improved, the portfolio was sold individually at auction, realising an approximate value of £725,000.



### INDUSTRIAL COMPLEX, REDDITCH

A fixed charge receivership appointment by Allied Irish Bank, Harris Lamb was instructed to oversee the disposal of an industrial complex comprising of approximately 20,300 sq ft of existing building and a site of approximately 1.32 acres. Our Agency team was retained as selling agents and offered the site for sale, freehold, as a whole or in three parts. Following a call for best and final offers, the site was sold for circa £850,000.



### RESIDENTIAL SITE, THE WIRRAL

Acting on a fixed-charge receivership instruction from a high street bank, our team oversaw the sale of a residential site comprising of a three bedroom house, five two-bed apartments, three one-bedroom apartments and a freehold ground rent. One apartment and the house were sold by private treaty, while the remaining properties were sold at auction, with a total value of over £650,000 being realised.

# RETAIL, LEISURE AND ROADSIDE

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**harrislamb**  
PROPERTY CONSULTANCY



From shopping centres and out-of-town retail parks to the High Street, Harris Lamb's experienced Retail team has tailored a one-stop-shop for all retail property needs.

Acting for both retailers and landlords, the team has a proven track record of providing end-to-end service within the retail sector, working with landlords to find tenants and high street chains looking to expand their UK presence.

From Google business view tours to overseeing site visits and providing support during the planning process, our team prides itself on offering extensive support, innovative marketing and solving client problems.

## DEPARTMENT SERVICES

- RETAIL ACQUISITIONS
- SALES AND LETTINGS
- DEVELOPMENT
- INVESTMENT ACQUISITIONS



### WRAPCHIC

Harris lamb was retained by the fusion food chain to identify and acquire suitable sites for its UK expansion. Originally launched in Birmingham, to date the chain has successfully opened outlets in Meadowhall, Sheffield, London Marylebone station, Milton Keynes and Bradford, with the support of our team.



### HEART OF ENGLAND CO-OPERATIVE SOCIETY

Harris Lamb was instructed by Heart of England Co-Operative Society, to sell Rugby's open air shopping centre, the Swan Centre, in 2016. Following a number of negotiations with interested parties, the complex was sold for over £3,000,000 to Caracal Properties. Further to the sale, the team was retained by the new owners to let the vacant retail units at the site.



### POUNDSTRETCHER

Having been retained by the discount retail chain to help acquire 50 new UK sites, Harris Lamb was tasked with sourcing suitable sites with sales areas of 20,000-40,000 sq ft, both in town centres and in out-of-town retail parks.

The business has successfully identified a number of Midlands opportunities, most recently in Worcester.

# VALUATION

## FIONA MELLOR

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## NEIL HARRIS

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## RICHARD FANTHAM

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**harrislamb**  
PROPERTY CONSULTANCY



Providing valuation advice on property to a wide range of clients, Harris Lamb's team of experienced RICS Registered Valuers offers a comprehensive range of services including valuations for accounts purposes, loan security, as well as development appraisal and cost evaluation advice on proposed commercial and residential development sites.

Our market knowledge, combined with analysis and research, provides a detailed and professional approach to all valuation tasks, and enables us to fully meet our clients' objectives.

Our client base encompasses major corporate occupiers and institutional landlords, together with landowners and financial institutions, including major banks and commercial lenders.

## DEPARTMENT SERVICES

### VALUATIONS FOR:

- LOAN SECURITY
- INCLUSION IN COMPANY ACCOUNTS
- INVESTMENT AND PORTFOLIO
- VACANT POSSESSION
- LPA RECEIVERSHIP
- COST REINSTATEMENT
- PENSION FUND
- PRE-ACQUISITION/DUE DILIGENCE VALUATIONS
- STATUTORY VALUATIONS FOR PROBATE/ INHERITANCE TAX, CAPITAL GAINS AND THE CHARITIES ACT
- VALUATIONS FOR MATRIMONIAL, NEGLIGENCE AND VALUATION DISPUTES



### ACQUISITION

Harris Lamb acted for a high net worth individual providing valuation advice in respect of a £1 million retail investment in Birmingham prior to the client formulating a bid to purchase the property.

The valuation team was able to utilise its market knowledge together with extensive research and analysis and provided a comprehensive report for the client.



### COMPANY ACCOUNTS

As part of an annual instruction from a Midlands based PLC company to provide valuation advice for company accounts, we provided valuation advice on a portfolio of multi-let industrial properties across the West Midlands totalling in excess of £14 million. We provided bespoke valuation reports, detailed commentary and analysis, to ensure all client objectives were met efficiently and comprehensively.



### HIGH STREET BANK

Our team was instructed to provide a loan security valuation in respect of a significant residential development scheme in an affluent West Midlands town. Working closely with our specialist Project Monitoring team we were able to provide simultaneous commentary and advice to the bank. Following close liaison with the customer, we were able to provide our valuation advice within the strict deadlines imposed.

# ENVIRONMENTAL CONSULTANCY

## DR HOLLY SMITH

BSc (Hons) MCIEEM AIEEMA

0121 213 6025

holly.smith@harrislamb.com

**harrislamb**  
PROPERTY CONSULTANCY

Harris Lamb's environmental team have a strong track record in supporting planning and development. Together with our planning team we can provide a single point of contact for co-ordination of your planning application requirements. Alternatively, we can work with you or your own team to co-ordinate the environmental requirements for your development.

Our environmental services range from Environmental Impact Assessment (EIA), co-ordination of non-EIA environmental reports for planning applications to individual environmental assessments.

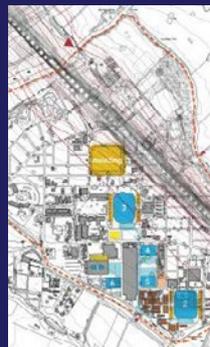
### DEPARTMENT SERVICES

- **SITE ENVIRONMENTAL FEASIBILITY AND ADVICE**
- **ENVIRONMENTAL IMPACT ASSESSMENT (EIA), EIA SCREENING & SCOPING AND PRODUCTION OF ENVIRONMENTAL STATEMENTS**
- **CO-ORDINATE A RANGE OF ENVIRONMENTAL REPORTS TO ACCOMPANY YOUR PLANNING APPLICATION**
- **PRELIMINARY ECOLOGICAL APPRAISALS (PEA), ECOLOGICAL IMPACT ASSESSMENT (EcIA)**
- **UNDERTAKE A RANGE OF PROTECTED SPECIES SURVEYS** e.g. bats, great-crested newts, reptiles, badgers, birds, otters, water voles etc
- **DISCHARGE ENVIRONMENTAL AND ECOLOGICAL PLANNING CONDITIONS**
- **PRODUCE ENVIRONMENTAL & ECOLOGICAL MANAGEMENT PLANS AND SUPPLY ECOLOGICAL CLERK OF WORKS DURING CONSTRUCTION**
- **EQUALITY, SOCIO-ECONOMIC AND HEALTH IMPACT ASSESSMENTS**



### NORTH WORCESTER GOLF COURSE

Harris Lamb provided integrated environmental and planning support to Bloor Homes (Western Ltd) for a 1000 unit residential scheme in Birmingham. Our team managed the timely delivery of environmental work for an EIA, from feasibility stage through to determination. Our client-driven, multi-disciplinary approach has successfully retained our services post-determination.



### STONELEIGH PARK

Harris Lamb provides environmental and planning advice to Mars Pension Trustees on Stoneleigh Park, a c. 225 acre site in Warwickshire. We have supported Stoneleigh Park with a wide range of environmental services for many years, from EIAs to discharging environmental planning conditions. Our team has been retained to provide environmental and planning services to the Park through changes resulting from HS2.



### REDLANDS AIRFIELD

Harris Lamb provided planning and environmental support to Barberrry Developments Ltd on a 60 acre site in Swindon put forward for a residential development as part of the wider New Eastern Villages development. Harris Lamb delivered a proportionate and integrated planning application, managed the delivery of an Environmental Impact Assessment (EIA).



### **BIRMINGHAM**

GROSVENOR HOUSE  
75-76 FRANCIS ROAD  
BIRMINGHAM  
B16 8SP

[VIEW ON GOOGLE MAPS](#)

### **STOKE ON TRENT**

3 LAKESIDE  
FESTIVAL PARK  
STOKE ON TRENT  
ST1 5RY

[VIEW ON GOOGLE MAPS](#)

### **WORCESTER**

GROSVENOR HOUSE  
1 ST MARY'S STREET  
WORCESTER  
WR1 1HA

[VIEW ON GOOGLE MAPS](#)

### **NOTTINGHAM**

17 REGENT STREET  
NOTTINGHAM  
NG1 5BS

[VIEW ON GOOGLE MAPS](#)

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**harrislamb**  
PROPERTY CONSULTANCY