



***WELCOME TO THE
BROOKLANDS PROPERTY
GRAND PRIX***

Mark Stokes and Nigel Greene

WIFI: GuestConnectD

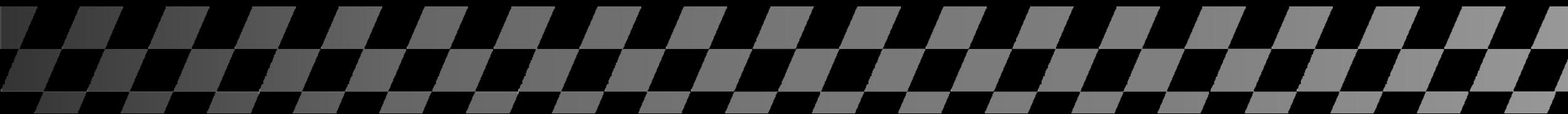
#propertynetworking



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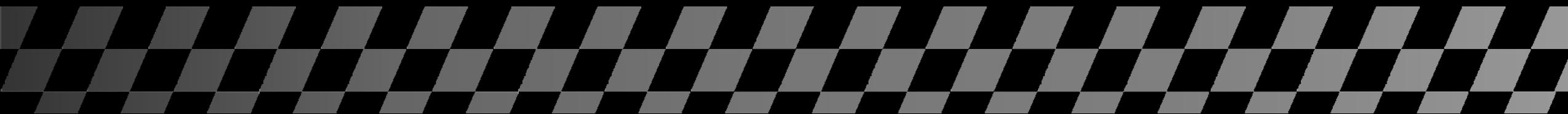


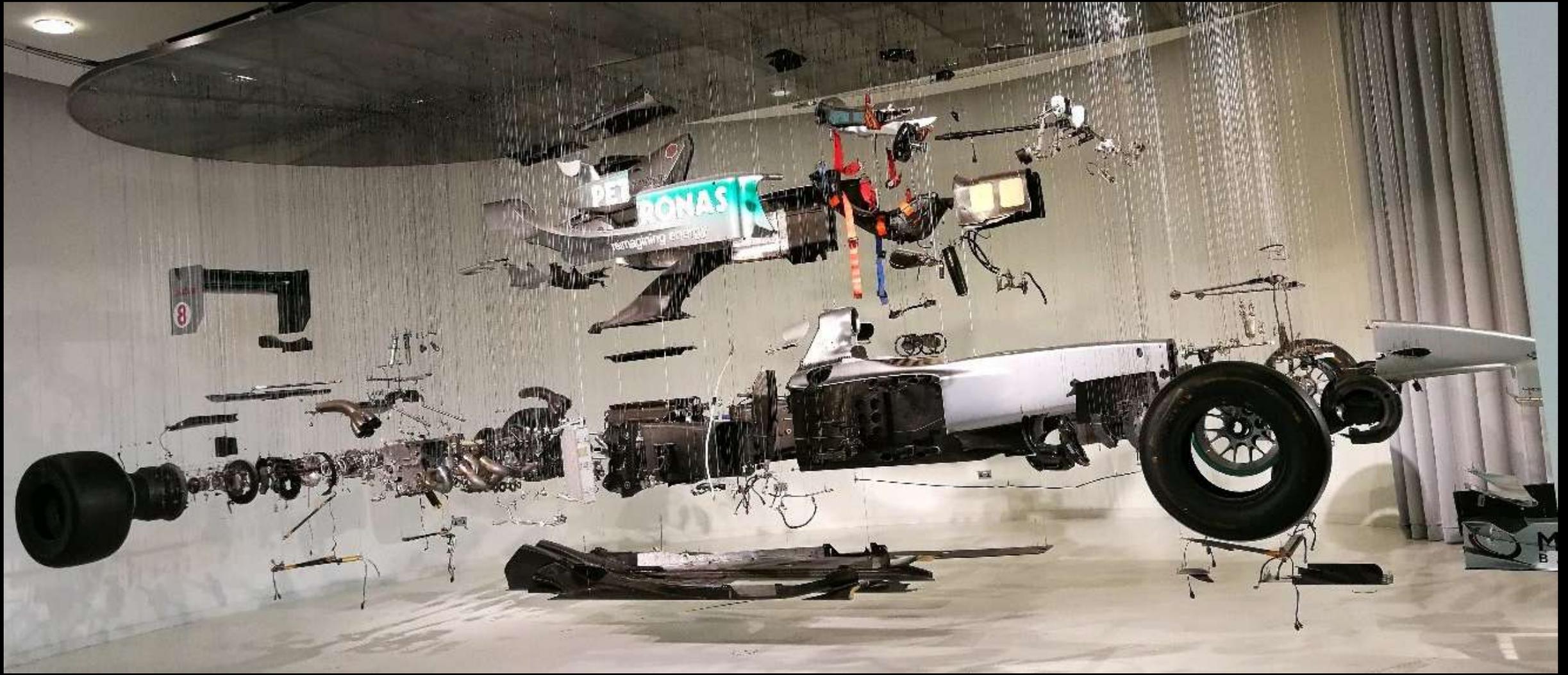
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Property Market Overview
Finding Great Deals
Planning Strategies Uncovered

11:15 Pitstop

Making Development Finance Accessible
Social Impact Investing in Homelessness Sector
The Essentials for Raising Private Finance

12.45 Pitstop

Design, Construction and Controlling Cost
Property Tax
The Power of Capital Allowances

15:00 Pitstop

Talking SSAS
Building Warranties and Building Control
Creating Value with Structuring and Planning Strategies
Connecting Your Utilities
Top Tips for Analysing Development Deals

17:00 Celebrations

Paul Wellman & Ian Fowler – Savills
Nigel Greene - *EquaAcademy*
David Kemp - DRK Planning

Michael Primrose - The Property Finance Collective
Richard Kennedy & David Ball - Cornerstone Place
Mark Stokes - *EquaAcademy*

Jake Suthers - The QS Company
Chris Smith - GMS FC
Usman Nazir - James Nazir & Co

Kevin Whelan - WealthBuilders & Mark Stokes
Michael Halfpenny - ICW
Tatiana Preobrazhenskaya - Land Matters
Jon Newsham - Dunore Utility Connections
Nigel Greene - *EquaAcademy*

Networking at The Brooklands Hotel



Property Developers & Investors Group



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EquaAcademy

PROPERTY DEVELOPERS AND INVESTORS

hosted by Mark Stokes and Nigel Greene



PODCAST



EquaAcademy

PROPERTY DEVELOPERS AND INVESTORS

Connect, Inspire, Guidance and Support

A community for property developers and investors offering high-performance culture built upon experience



PROPERTY DEVELOPERS AND INVESTORS

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LAND MATTERS

PROPERTY INVESTOR NEWS™

JNC



What defines a high performance culture?





ENERGY

**CLARITY OF
PURPOSE**

**CHALLENGE
TRADITION**

LEADERSHIP

**HIGH
PERFORMANCE
CULTURE**

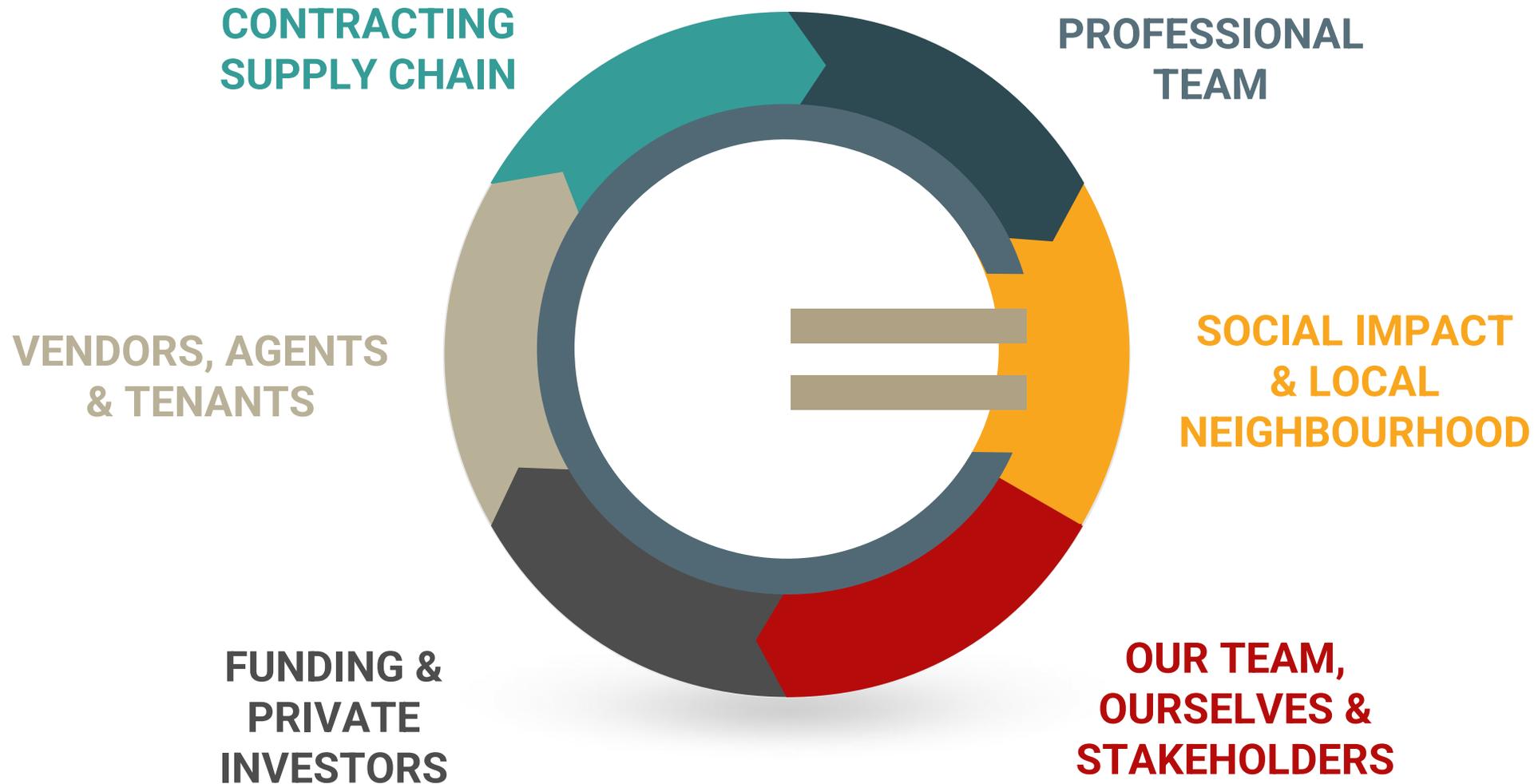
GREAT HABITS

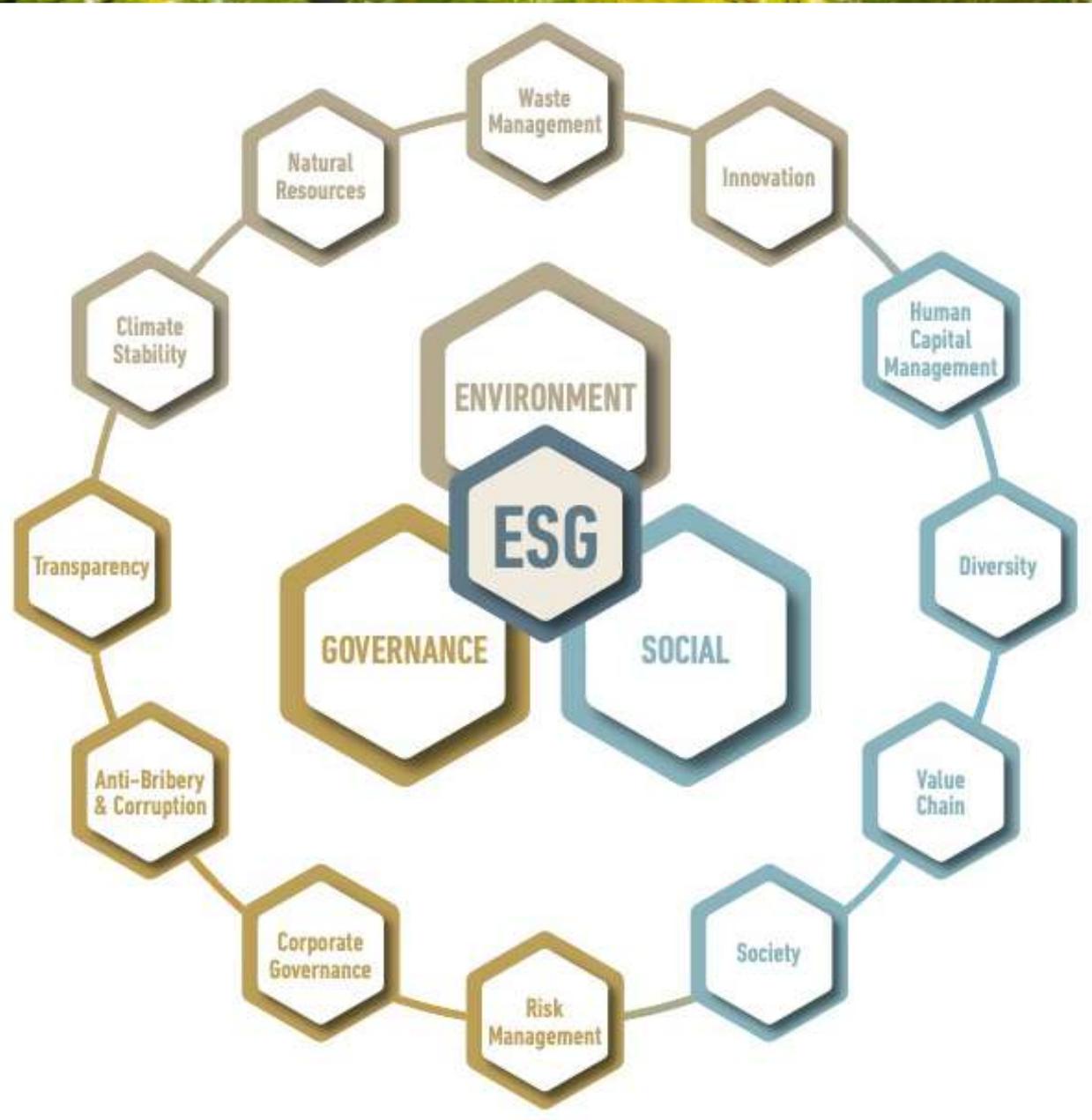
STRATEGY

HUMILITY

**EMPOWERING
TEAMWORK**

// Creating Shared Value







30 years

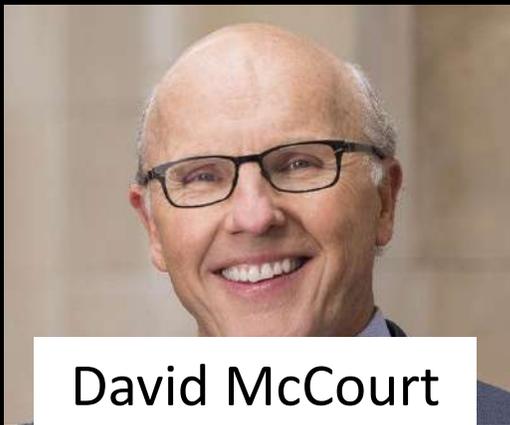
3.5m sq. ft. Commercial Property

33 countries

Business start-up, M&A, sale

Business Leadership

Corporate trouble shooters



David McCourt



Walter Scott Jnr



Nigel Greene

Global Businesses
Leadership

Professional Team
and Partners

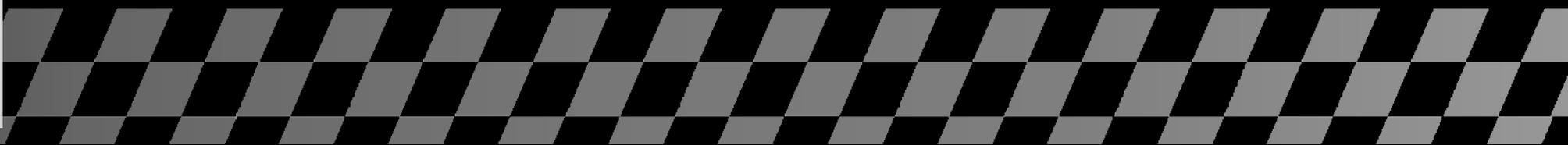
Business
Investment

Your life is
always moving in
the direction of
your strongest
thoughts

Mergers,
Acquisitions and
restructuring

Personal Counsel
HNW's

Non Exec Directors





PROPERTY DEVELOPERS & INVESTORS



	DEVELOPERS PROGRAMME	MASTERMIND	MENTORSHIP
Education			
Group calls with Mark & Nigel			
Brooklands Property Grand Prix			
Monthly Mastermind			
1-2-1 mentoring			



**For performance, commitment, effort & dedication,
there is no middle ground**

You do something very well or not at all

Ayrton Senna



**Paul Wellman
Ian Fowler**

Savills



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savills

A stylized, flat-design illustration of a cityscape. The background is a light blue sky with large, white, billowy clouds and a solid orange sun. The city features various buildings in shades of blue, red, and grey, some with windows. Two construction cranes are visible: a grey one on the left and a blue one on the right. In the foreground, there is a green landscape with a winding blue river, a small bridge, and a few houses. A large yellow rectangular box is overlaid on the middle of the image, containing the title and speaker information.

Housing and development market update

Paul Wellman, Residential Research and Ian Fowler, Development

A dark grey circular graphic containing the text "Housing market". The background of the slide is a colorful, stylized illustration of a residential neighborhood with houses, a person on a balcony, a dog, a person on a bicycle, and a person with a stroller.

Housing
market

A dark grey circular graphic containing the text "Planning".

Planning

A dark grey circular graphic containing the text "Broader challenges".

Broader
challenges

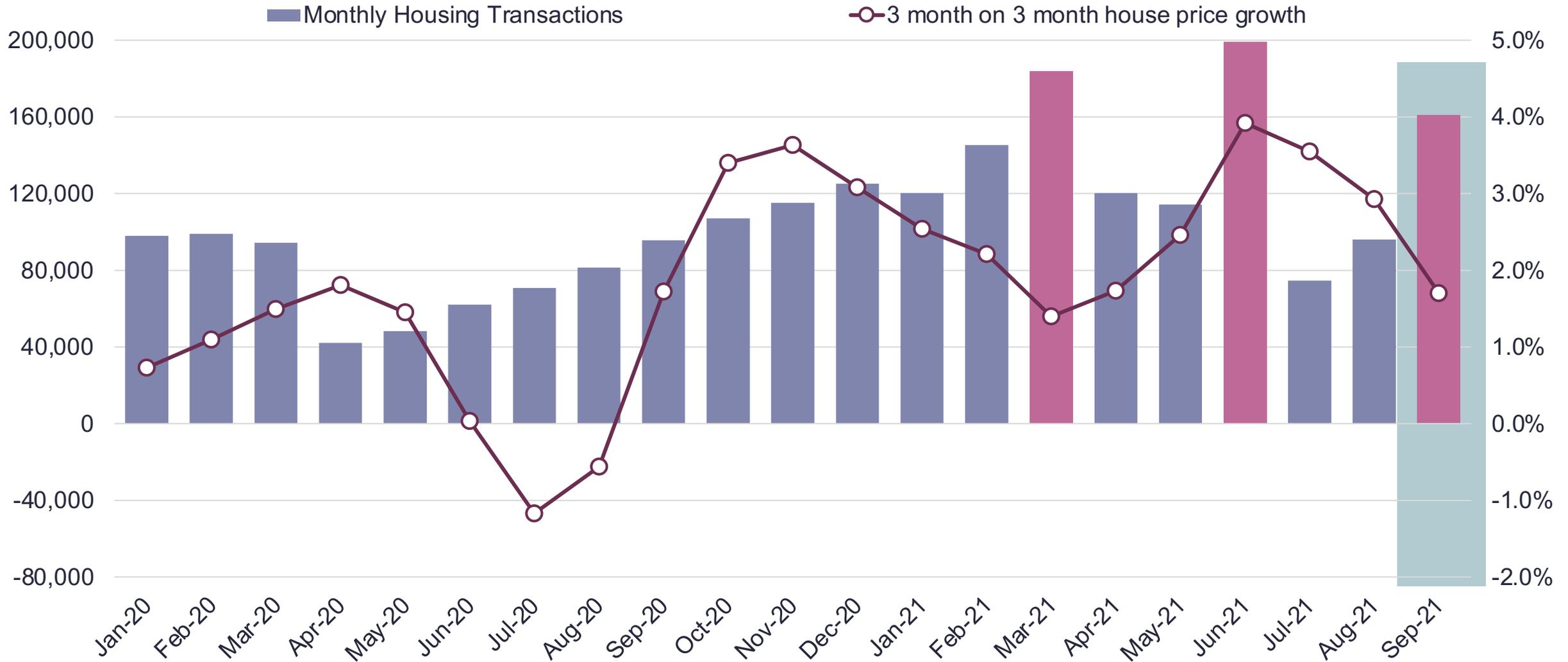
A dark grey circular graphic containing the text "Housing supply".

Housing
supply

A dark grey circular graphic containing the text "Land market".

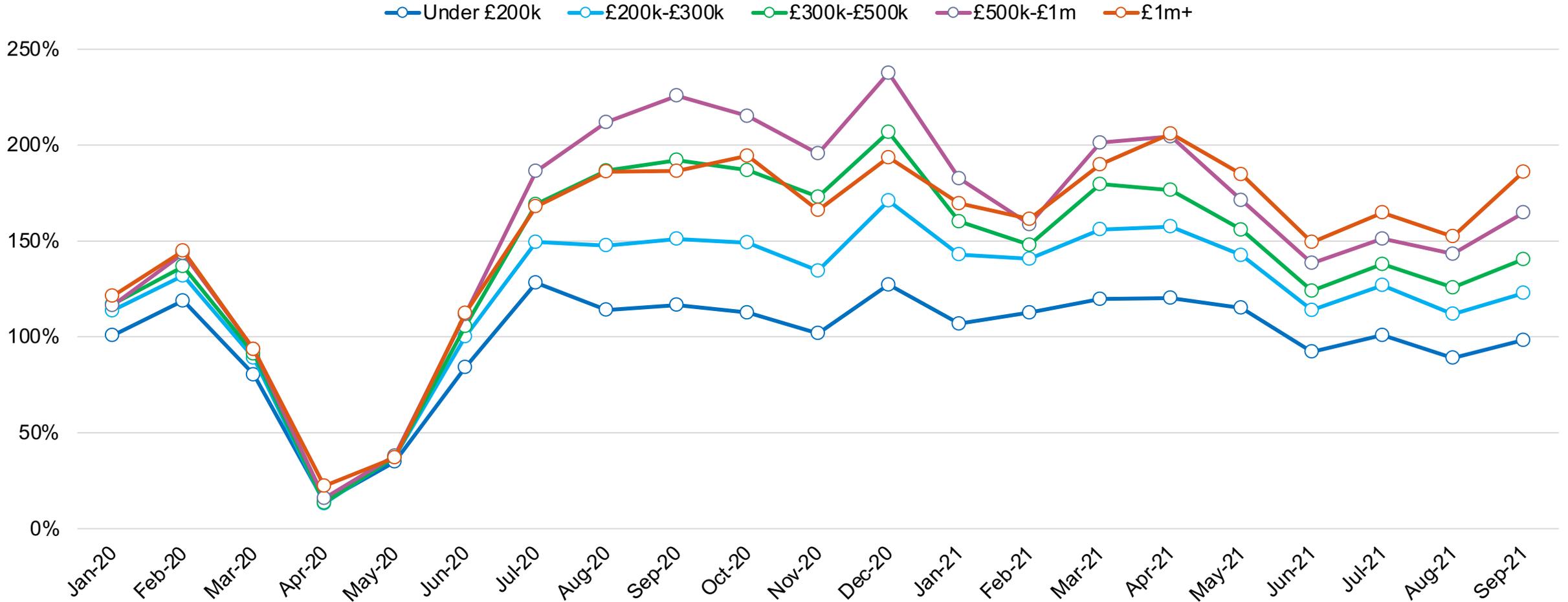
Land
market

A quite extraordinary 18 months...

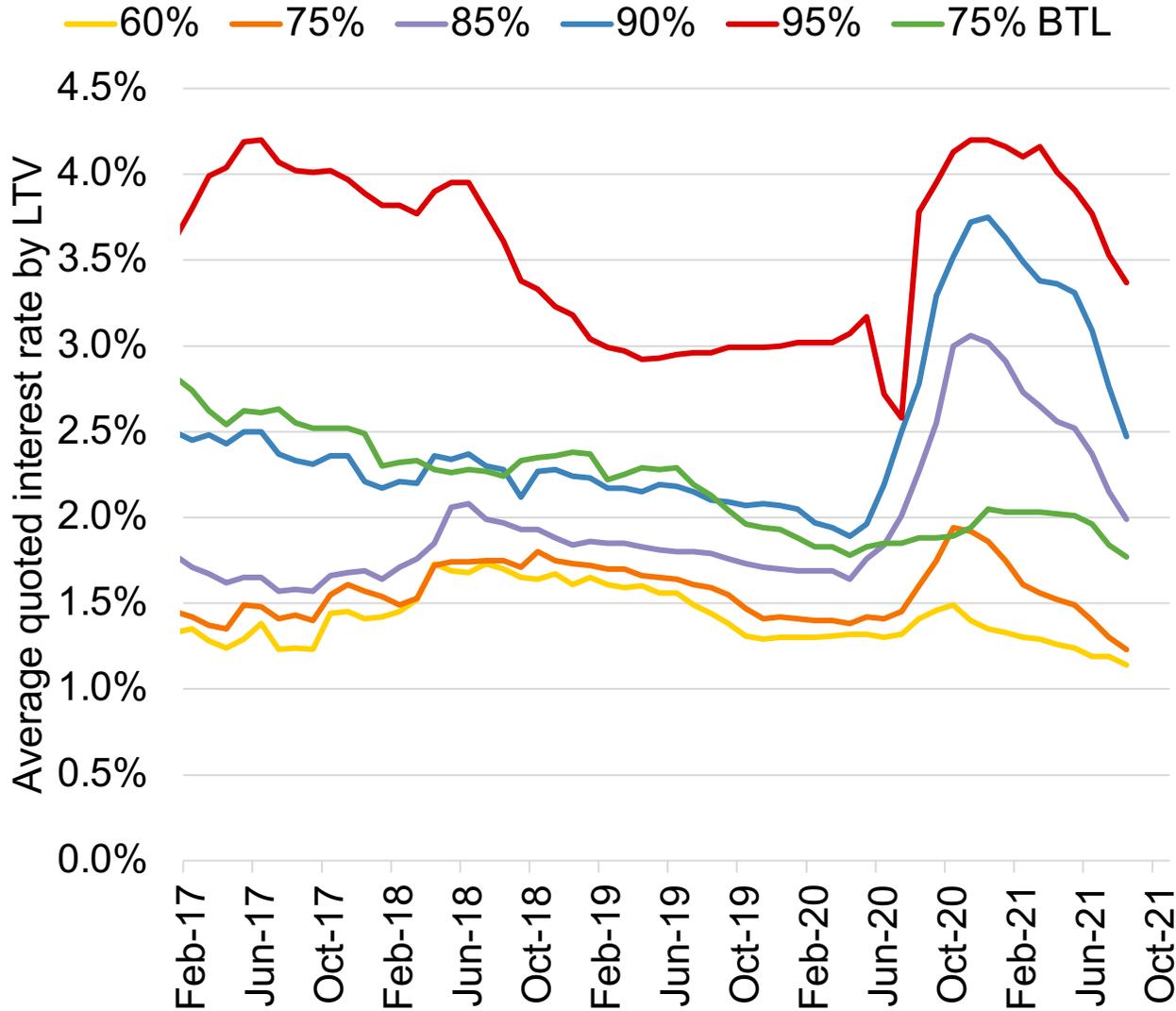


Activity has been concentrated at higher price points

Agreed sales v same month 2017-2019



Mortgage market reinforces split between haves and have nots



Nationwide offering five-year mortgages at below 1%

Sub-1% mortgage rate war intensifies

HSBC UK is offering a deal at 0.89%, which the bank said is its lowest ever fixed rate.

Mortgage rates hit record low AGAIN as Halifax launches 0.83% two-year fix – how to find the best deal for you

+15.1%

increase in the average UK house price
between June 2020 & September 2021

The most in a 15 month period since
February 2005

Annual housing transactions exceed

1.5m

for the first time since February 2008

(supported by two real and one phantom
stamp duty deadlines)

Stamp duty stimulus has passed



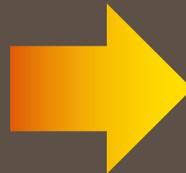
Less irrational exuberance

Pandemic restrictions relaxed



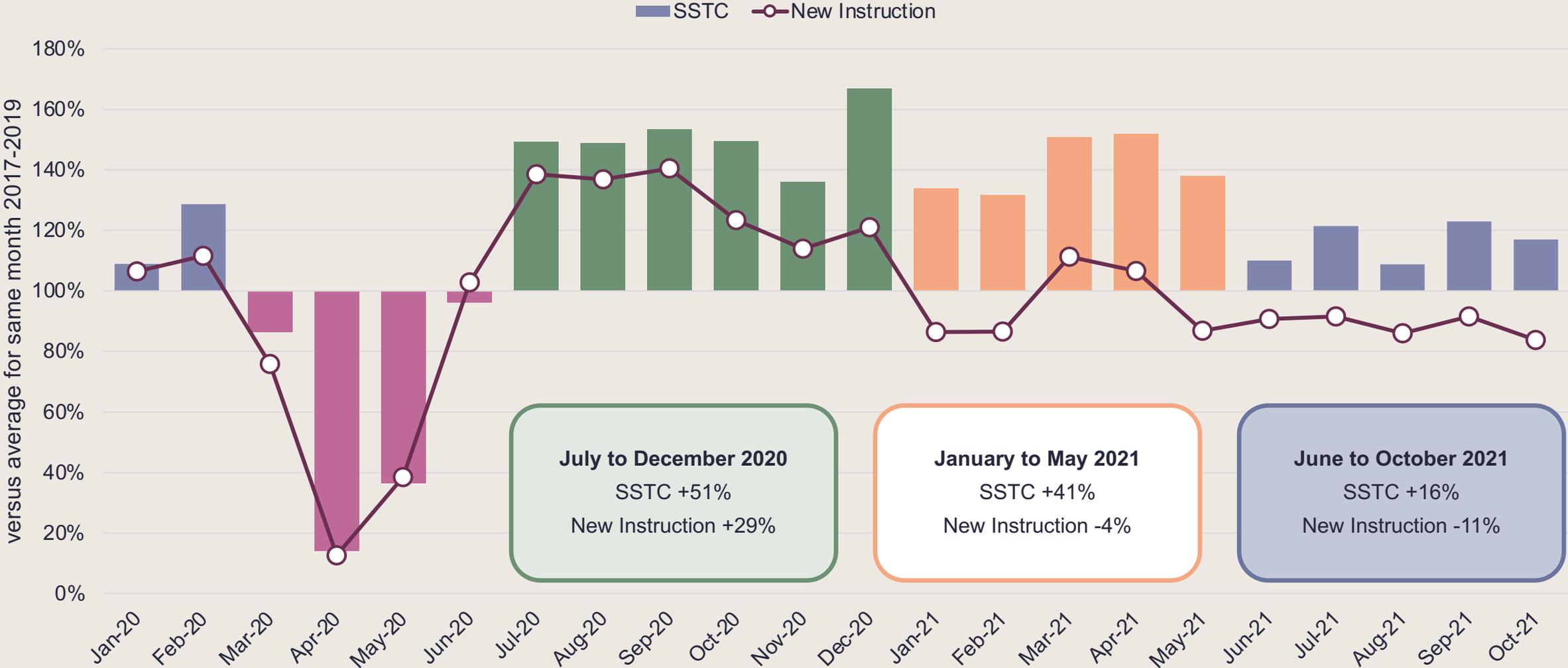
Potentially eases the pandemic push

Interest rate rises



Erosion of mortgage affordability at the point of purchase

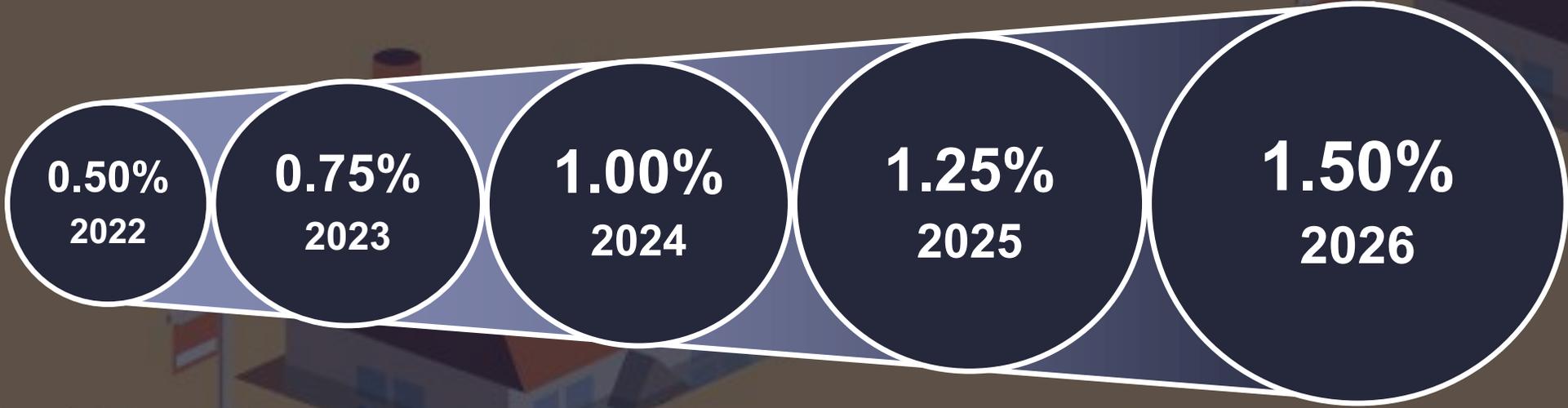
Supply & demand – *lack of stock supports more house price growth*



House Price Outlook for the next 5 years

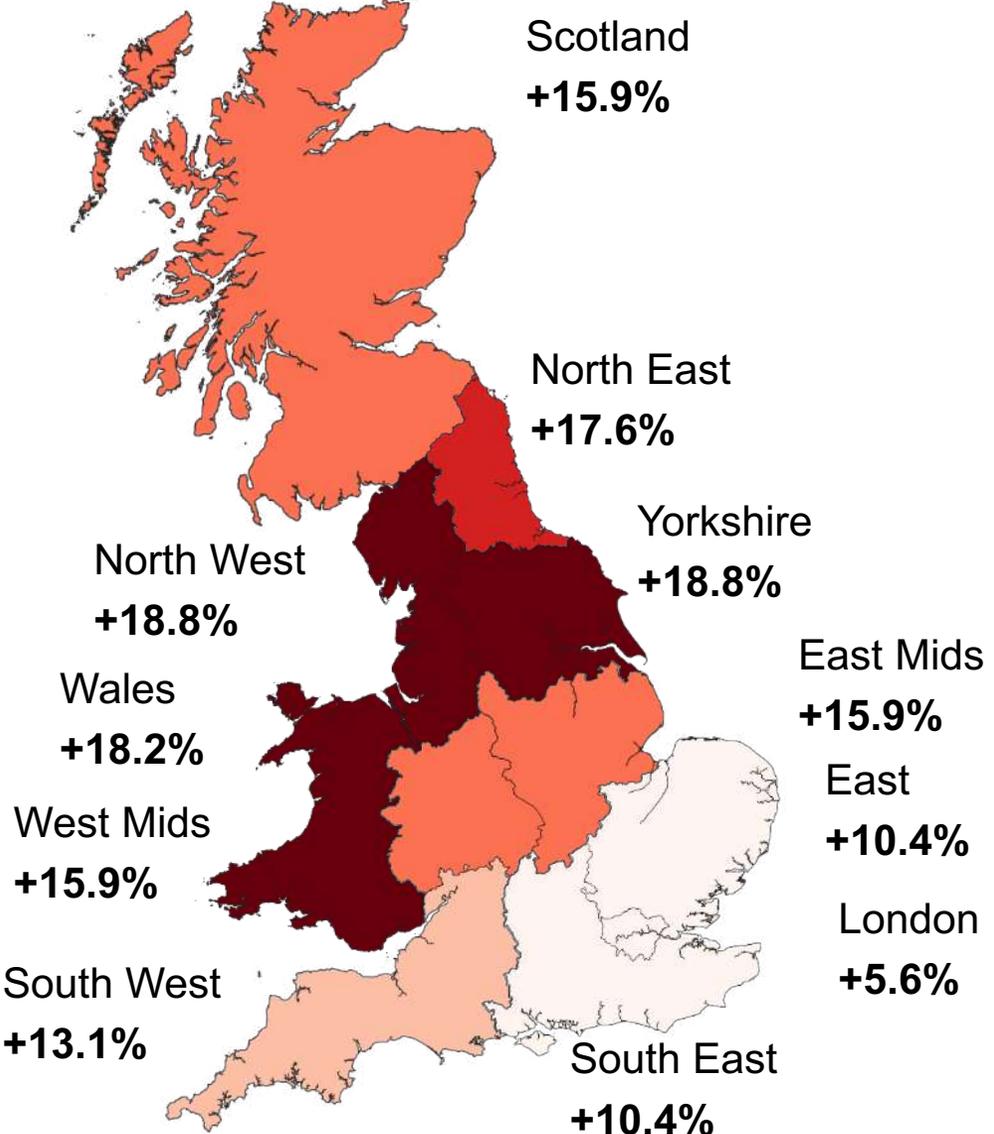
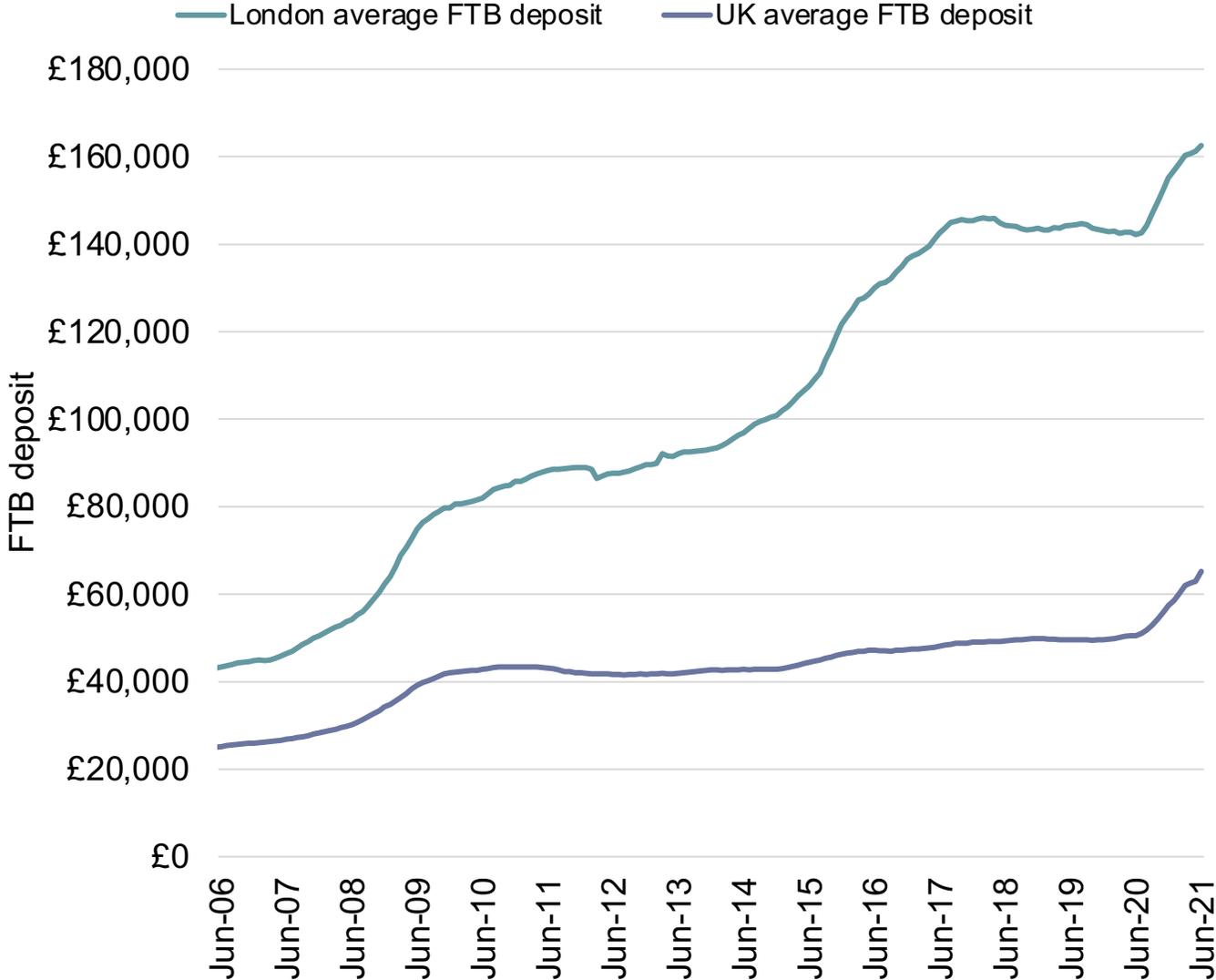


Average UK House Price Growth



Bank Base Rate

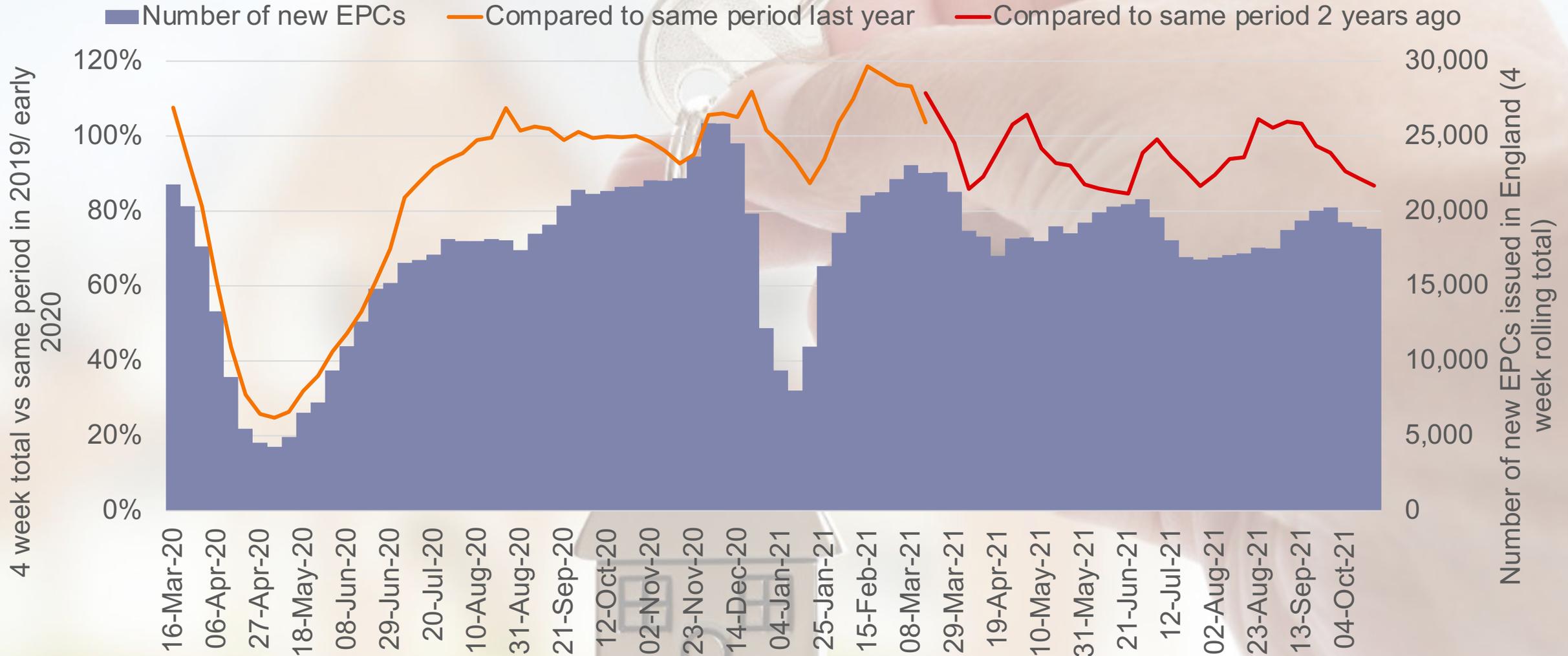
Diverging affordability drives diverging performance



A close-up photograph of a hand wearing a white work glove, resting on a red brick wall. The wall is made of several courses of bricks with visible mortar joints. The background is blurred, suggesting an outdoor construction site.

Housing supply and Planning

How many homes are being built?



The national overview...

Housing delivery
-15% in
year to March
2021

Materials
and labour
pressures

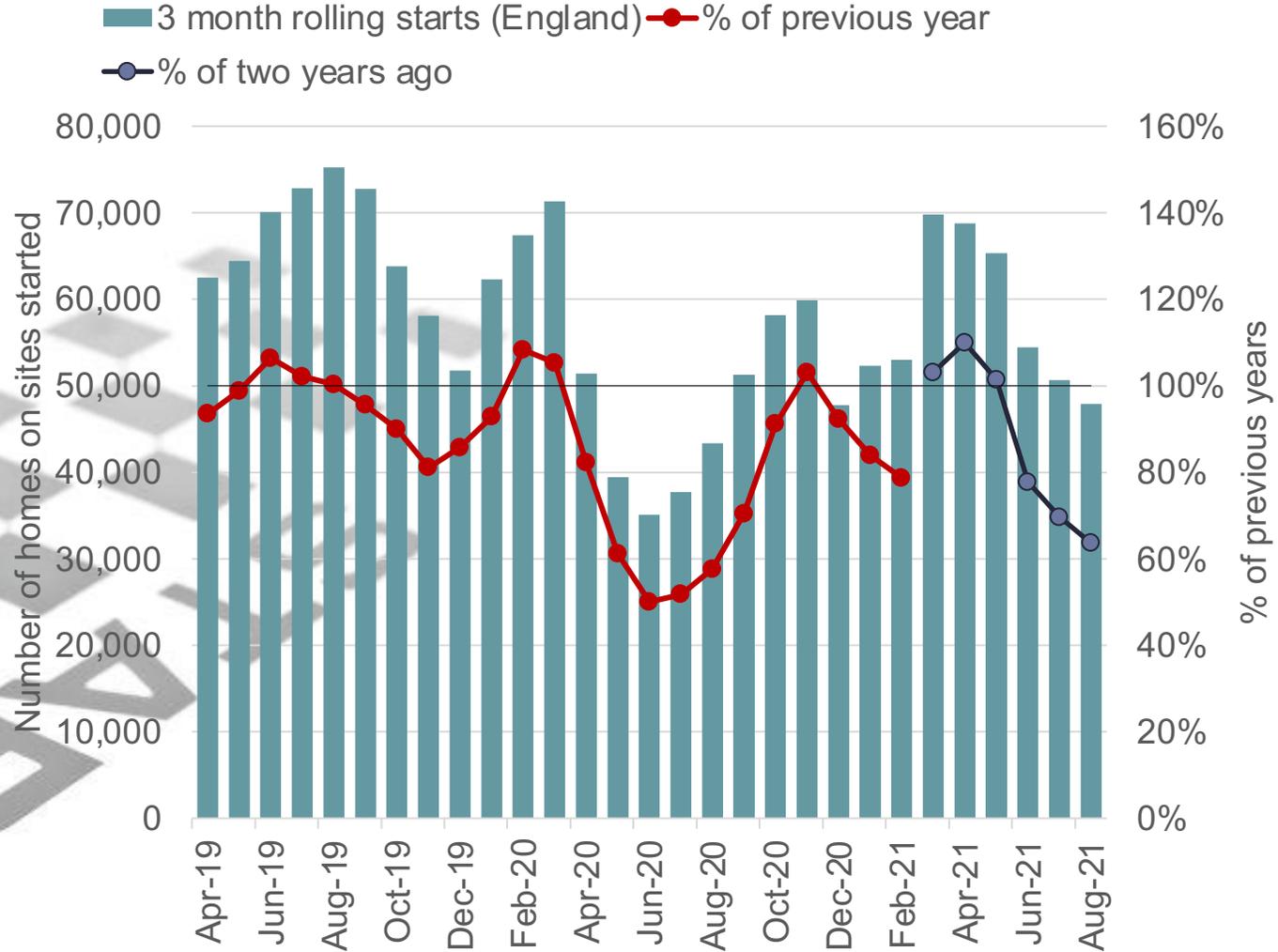
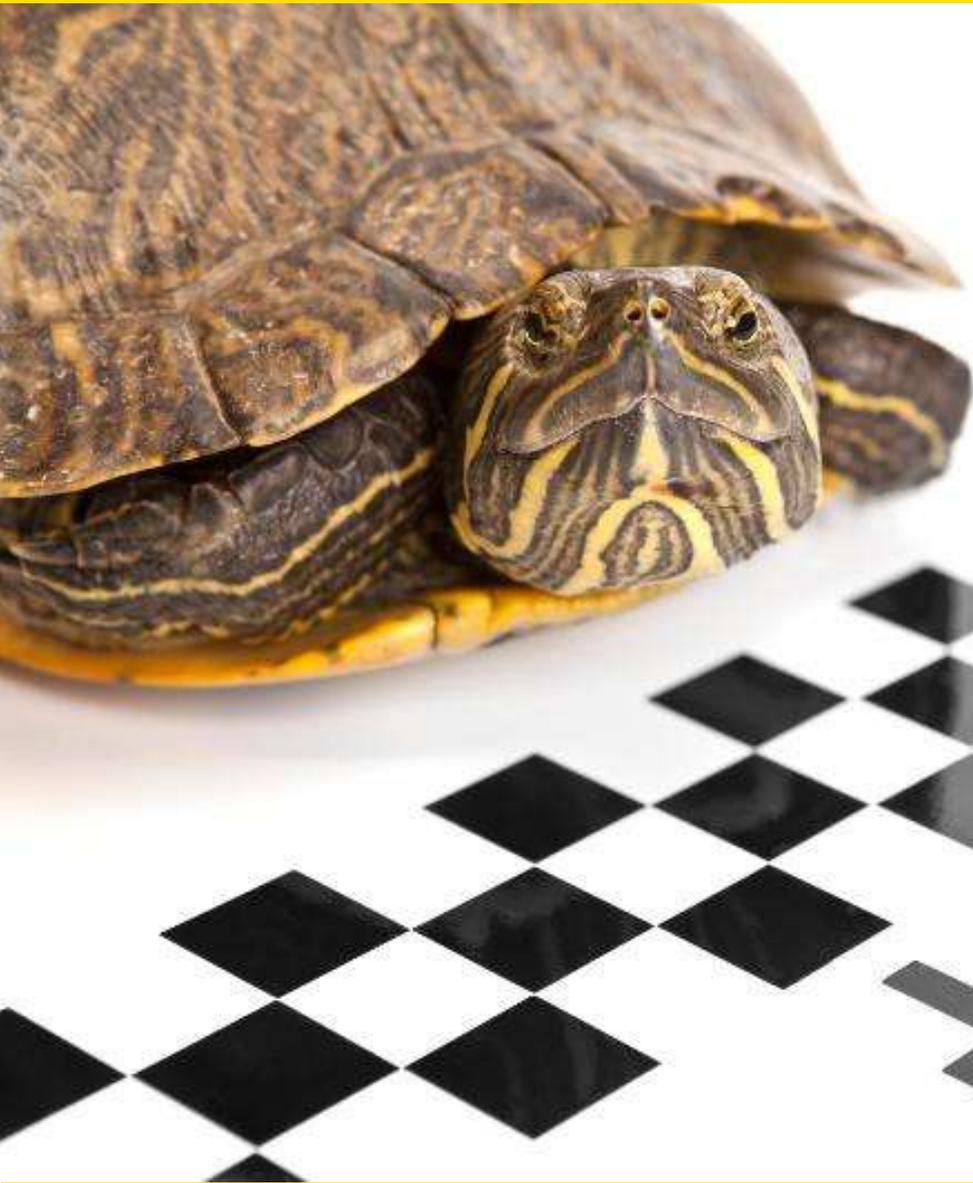
Starts only
64% of
2019 levels

Completions
at **94%** of
2019 levels

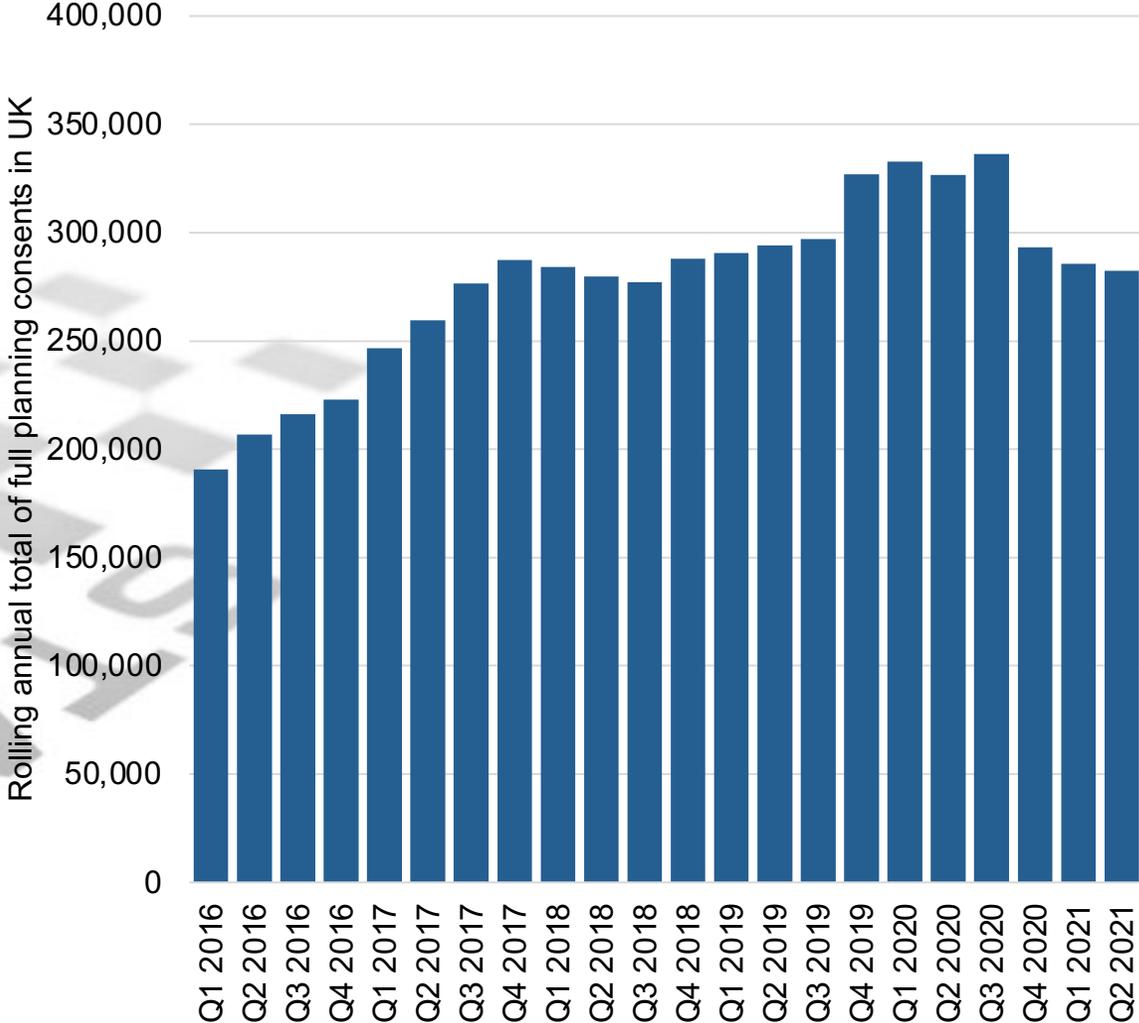
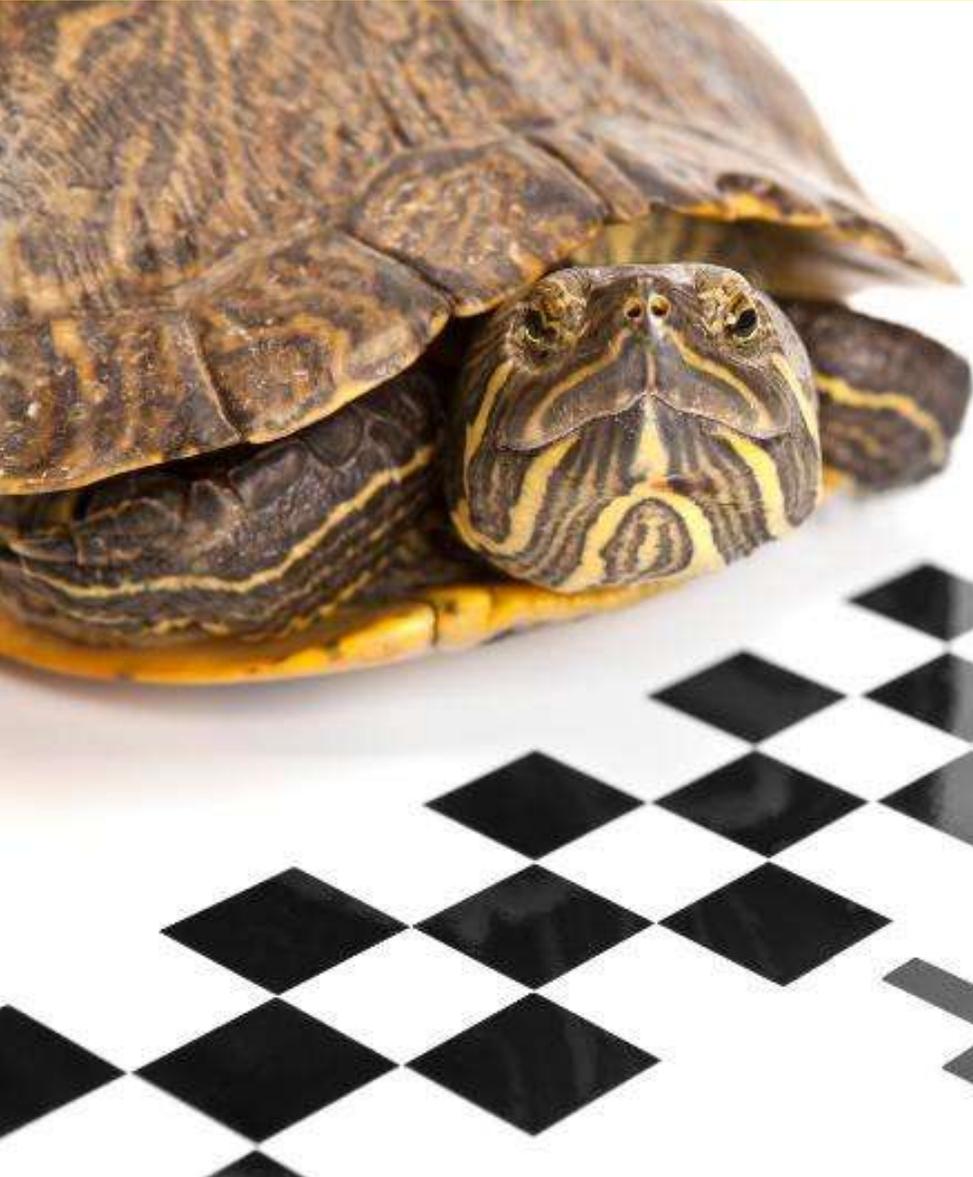
Not enough
land with
permission
in the right
places

Ending of
HTB has
led to
smaller
sites

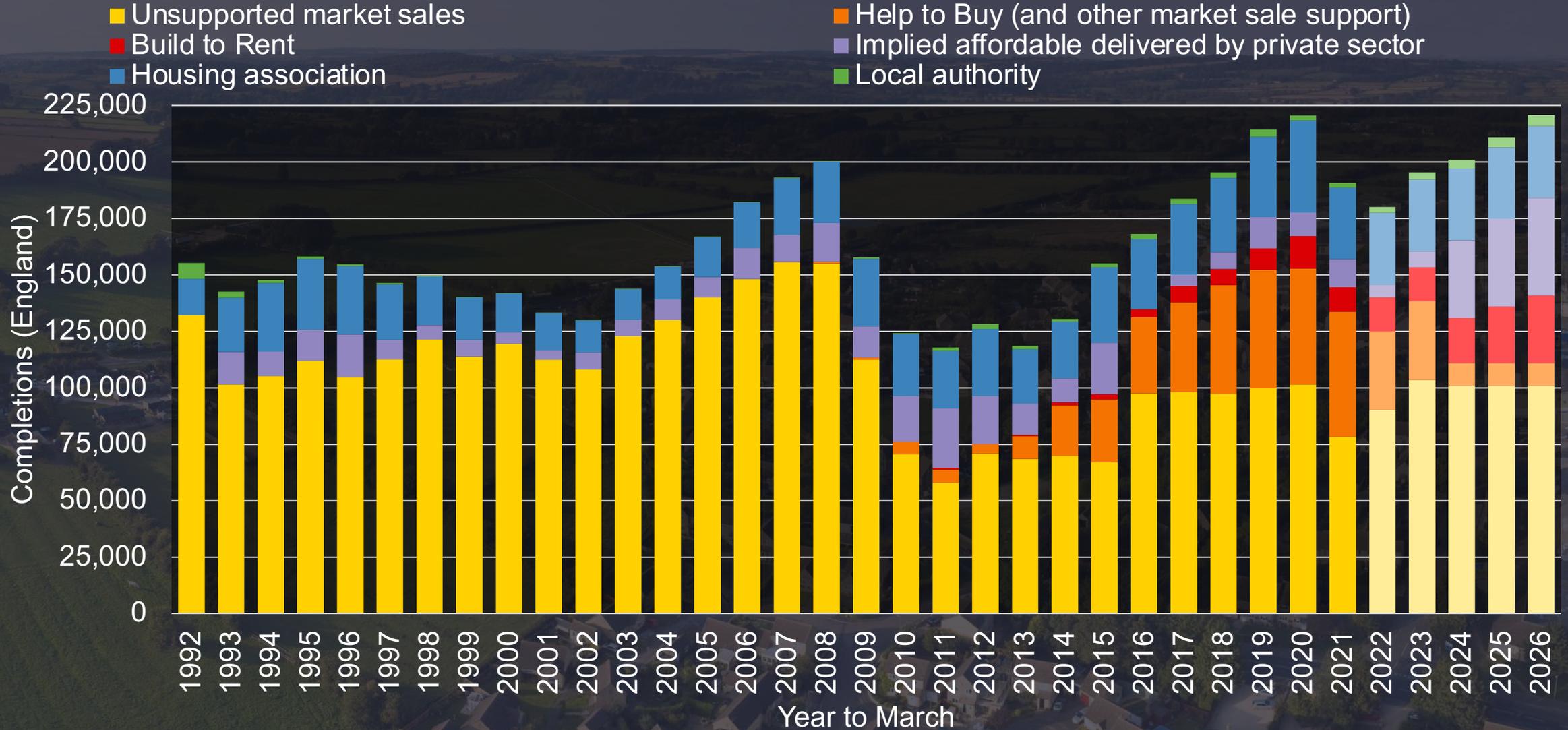
Slowing number of new homes starting



Planning consents held up well but also now slowing



Completions won't reach pre-pandemic levels until 2026



How will we get to 2026 levels?





Land market

A Momentary Lapse of Reason?



Land market incredibly strong



7.1%

Greenfield land values
annual increase to Sept
2021



High
demand

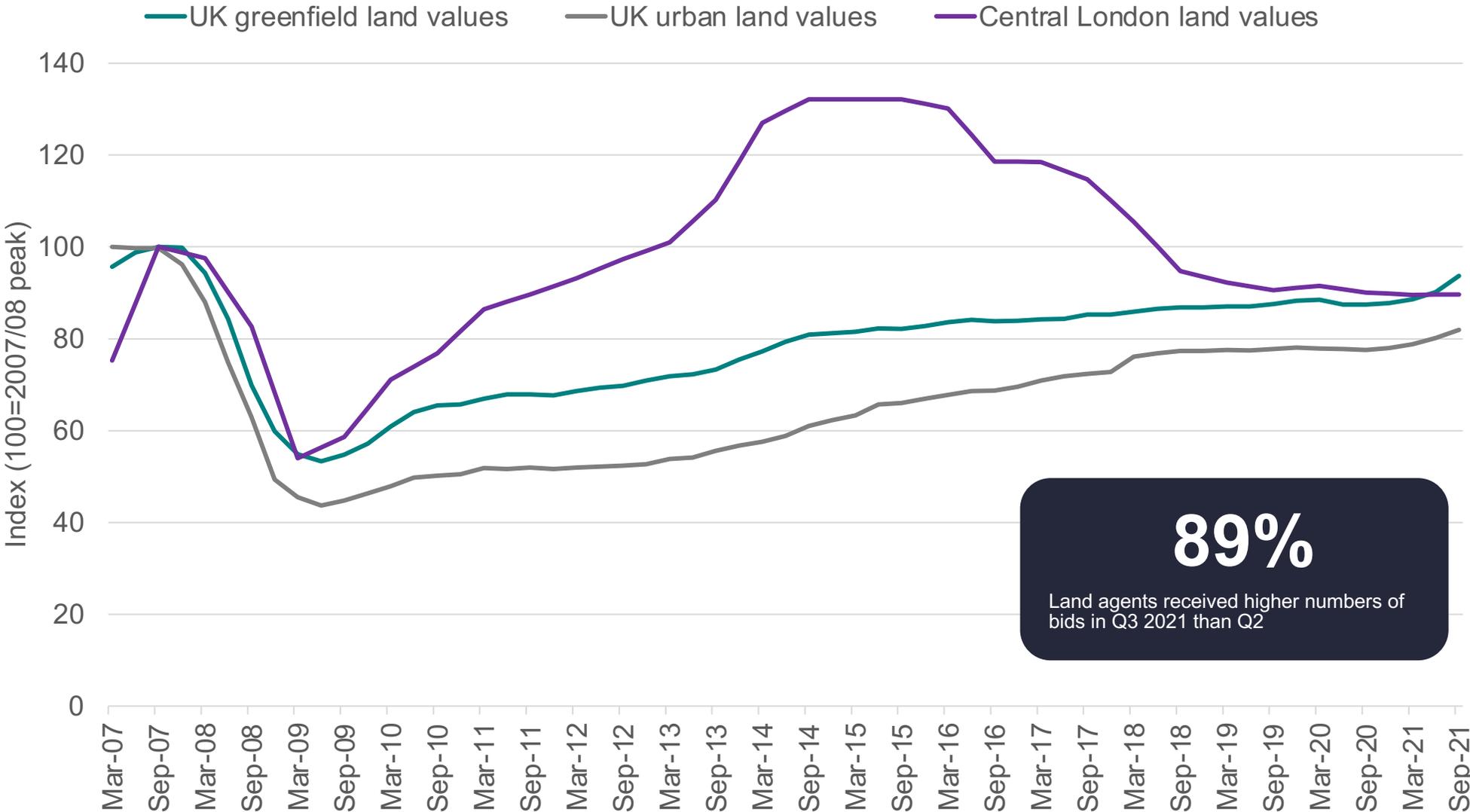


Strong
housing
market



Limited
supply

Exceptional growth in regional land values



Annual change

7.1%

5.7%

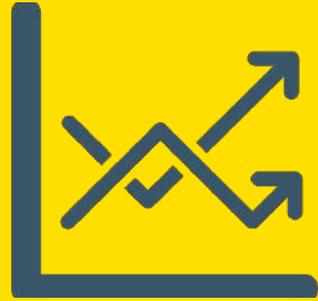
-0.4%

89%
Land agents received higher numbers of bids in Q3 2021 than Q2

Very different picture in London vs regions



House prices



Land values



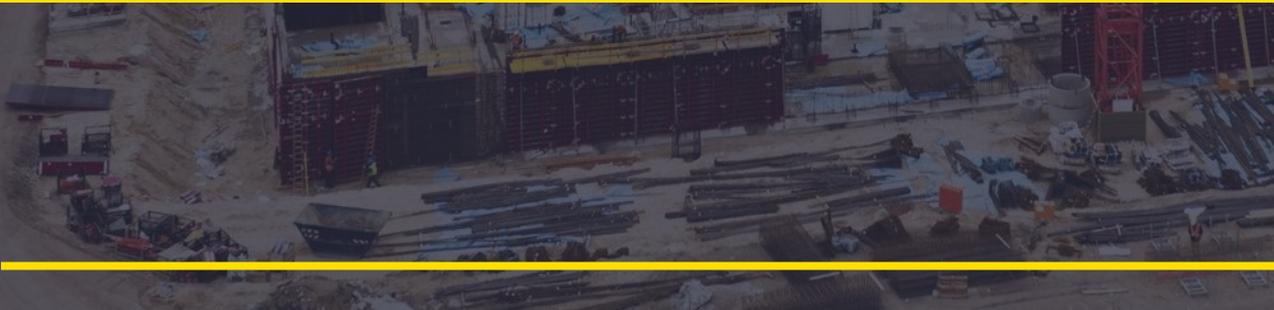
Activity



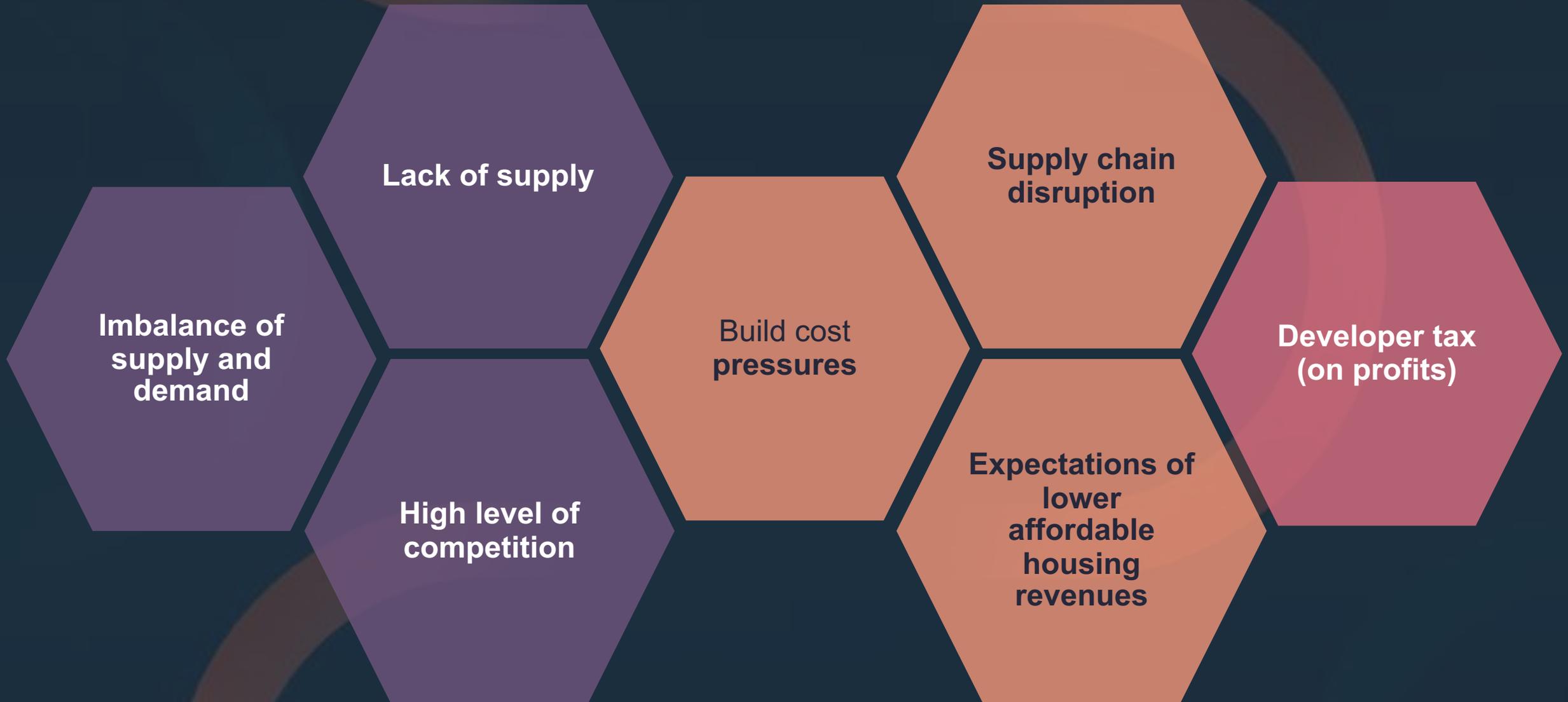
Land buyers



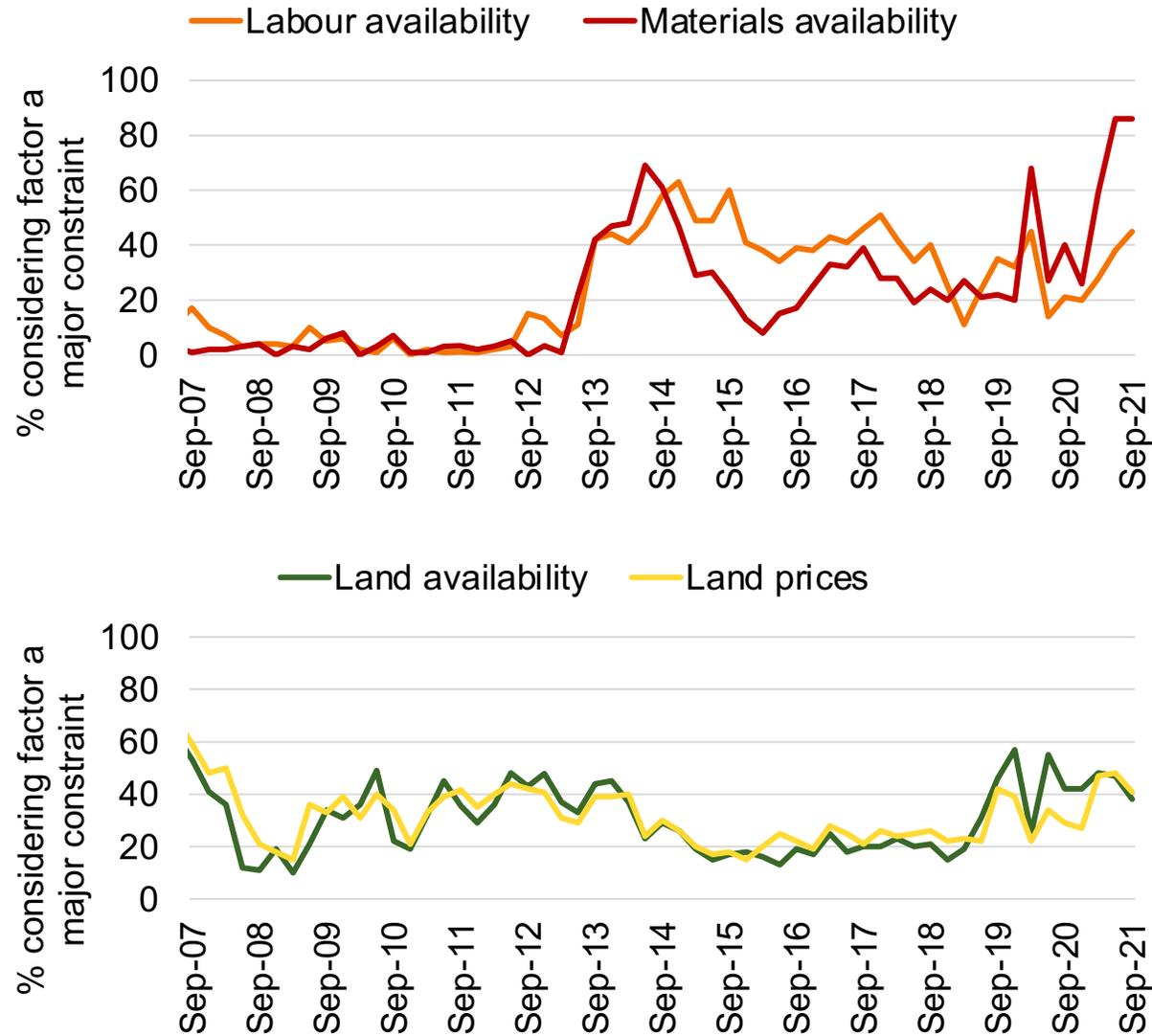
Types of site



Competitive pressures in the land market



Current challenges in the land market



The background of the slide is a dense field of 3D question marks in various shades of gray, creating a sense of depth and complexity.

**Broader
challenges**



Biodiversity net gain

10%

BNG requirement for developments when Environment Bill implemented

Additional land and costs



Nutrient Neutrality

10,000

homes proposed homes have been held up due to schemes not being “nitrate neutral” across the Solent

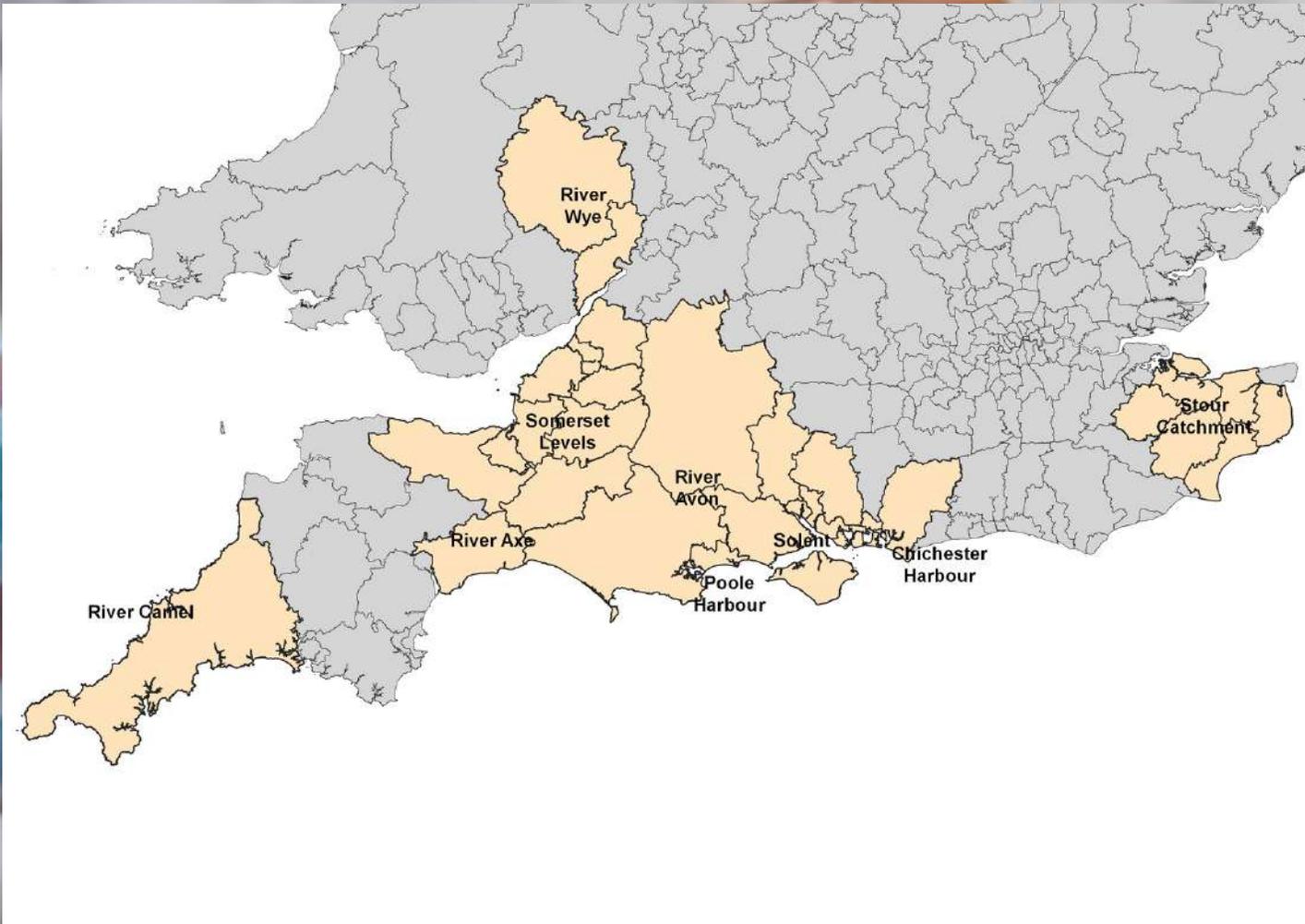


Zero Carbon

Future Homes Standard:

75–80% reduction in emissions in new build homes by 2025.

Net zero homes



Nitrate neutrality

32 LPAs affected across the south

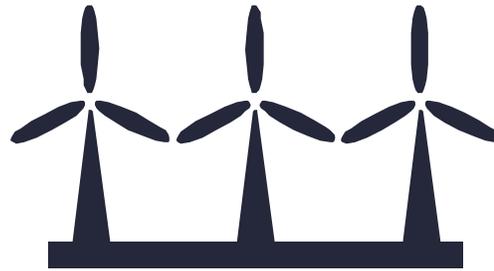
28,000 new homes delivered
in these LPAs in 2019/20

50% - 70% of which could be at risk

Net zero agenda: 20% of carbon emissions from residential



Improving
existing stock to
use less energy



Decarbonising
heating
sources

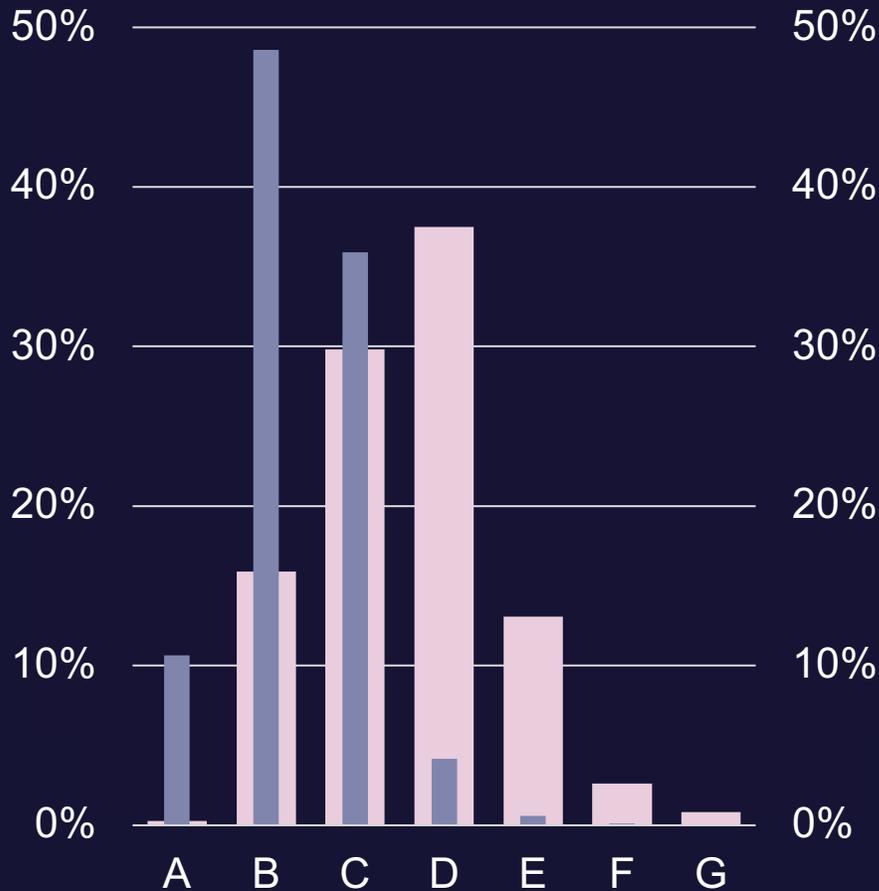


Higher
standards for
new homes

Net zero agenda: 20% of carbon emissions from residential

Distribution of EPC ratings (2018 & 2019)

■ Current ■ Potential



In 2017 the Gov't published an ambition to upgrade all homes where "cost efficient, affordable and practical" to **EPC C by 2035**

Gov't wants to enforce compulsory EPC C on new tenancies by 2025 and all properties by 2028

To meet this target of EPC C by 2035 investment needs to increase by **700%**

Housing association plans to get to **Zero Carbon**
 42% 2031-2040
 19% 2041-2050
 25% no plan

Majority of new build is rated B but question for institutional investors is what comes next?

What next?

Price growth to continue in 2022...

...slowing as interest rates rise...

...while tightening affordability puts pressure on transactions

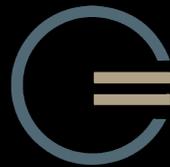
Completions won't recover to pre-Covid levels until 2026

Lots for developers to think about!

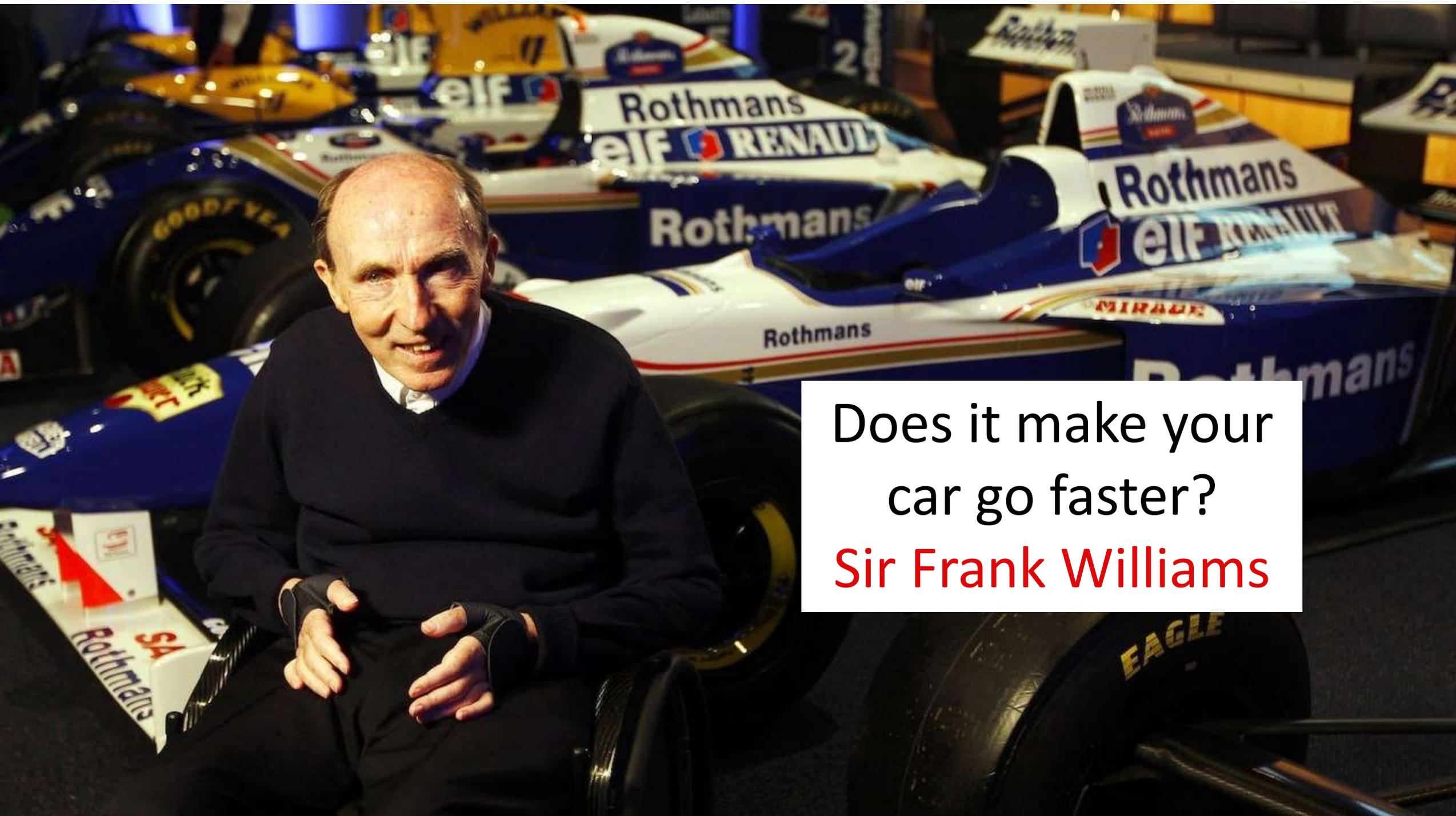
The Savills logo, consisting of the word "savills" in a lowercase, red, sans-serif font, is centered within a bright yellow square. The background of the slide is a stylized, muted illustration of a cityscape with buildings, cranes, and a river, overlaid with a semi-transparent dark grey filter.

savills

Thank you



*Equa*Academy



Does it make your
car go faster?

Sir Frank Williams

// Nigel Greene

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Who's looking for their next deal?



// Finding Deals



Sometimes feels like??



Who agrees with these statements?

- 1 – Finding deals - it's a numbers game?
- 2 - There's NO deals out there and what is available just DOES NOT work?
- 3 - The more opportunity in your hopper, the greater the probability of finding the next deal?
- 4 - Your maximum offer is determined by good Due Diligence and YOUR strategy?



// Finding Deals

Pipeline Process

Step 1



Clarity of Requirement
“Search Criteria”
“Hunting License”

Step 2



List of contacts
who can help

Step 3



Regular contact and
build long lasting
relationships



Clarity of Requirements



- Town, city, region?



Clarity of Requirements



- Size of building or site?



Clarity of Requirements

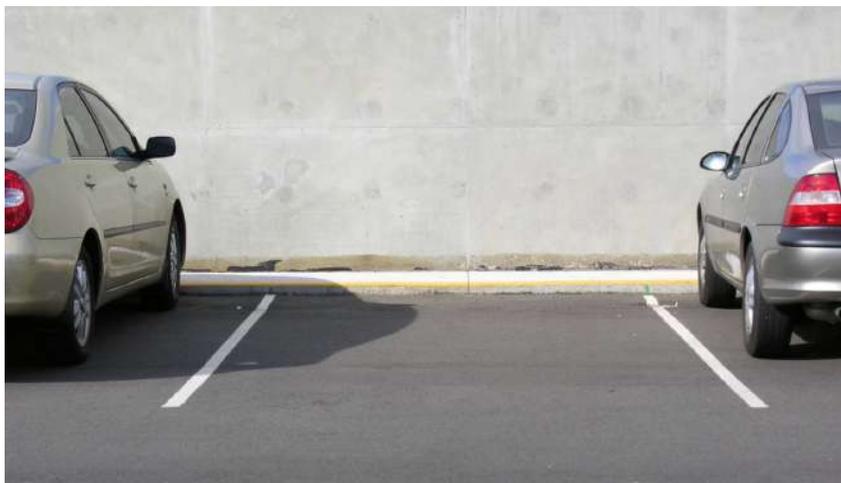
Old or New?

No Flood risk?



Clarity of Requirements

Parking Ratio



Passenger Lifts



**PLANNING
PERMISSION
APPROVED**



Clarity of Requirements



- Transport connections
- Nearby parks & green spaces
- Local Amenities
- Distance to the Town Centre



EQUASearch Criteria

Purpose:

The purpose of this document is to provide the reader with a clear search criterion and a guide to our future development requirements.

General Criteria:

1. **Office buildings** having a B1(a) use class for conversion via PD to C3 residential use.
2. **Land** with planning permission for C3 residential
3. **Mixed use buildings** having ground floor commercial with an ability to expand the use classes via planning and C3 residential potential (via PD or full planning) for the upper parts.

Location:

Non flood zone areas in major towns and cities located in the home counties area that are outside of the M25 motorway but limited in distance to a 1-hour journey time via train into London.

Good access to public transport and amenities, ideally 5-10 min walking distance to the train station.

The building / site needs to be located in a predominantly residential location.

Size:

Commercial to residential conversion – GIA of 5,500 ft² to 30,000 ft² to enable the creation of between 10 & 50 C3 residential units.

Land with planning permission for between 10 and 20 dwellings (*larger schemes maybe considered*).

Buildings to have a floor to ceiling (slab to soffit) height of a minimum of 2.85 meters

We want to ensure that our finished products are light and airy so the best building configuration for us is a wide frontage and being shallow in depth rather than narrow frontage but deep building.

Where possible detached buildings are preferred over attached buildings.

Amenity:

Residents car parking on a ratio of 1:1, one dwelling to have one parking space as a minimum.

Buildings with more than 3 floors (ground/first and second) to ideally have a lift.

EQUASearch Criteria

Conditionality:

Ideally all purchases need to have full planning permission for the intended scheme, if not our offers to purchase will be made contingent upon planning permission being granted.

Exceptions:

We prefer to avoid listed or buildings older than 25 years due to the increased conversion costs, complexity and the local authority restrictions that may apply.

Our preference is to purchase the freehold of the property or land, but we may consider the purchase of 999-year leasehold (virtual freehold) if all the necessary freeholder consents and licenses to undertake the works are granted as part of the transaction.

End

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EQUA Portal

// Finding Deals

AGENT TRACKER

Find all parties who can serve you in your area

Name:	Company:	Email:	Contact:	Intro Call				
				WK1	WK2	WK3	WK4	WK15
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					
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[insert name]	[insert company]	[email@contact.com]	[contact]					
[insert name]	[insert company]	[email@contact.com]	[contact]					



Time to pick up the phone!

- Call the first person on **YOUR** list.
- Do your introduction.
- Use **YOUR** search criteria to guide the conversation - **don't read it!**
- Follow-up email of **THANKS**, attach your Search Criteria.
- Onto the next and the next.
- Follow-up **every 2-weeks**.
- Will you get sent an opportunity in your **first round of calls??**



// Finding Deals

Other complimentary methods

Commercial and sourcing agents



Direct Mailing



Direct Contact

Planning Portal



// Finding Deals

For Sale / To Let Boards

Keep your spider sensors on full alert for opportunity at all times!



Secured via **Commercial & Sourcing Agents**



Secured via **“To Let”** Market



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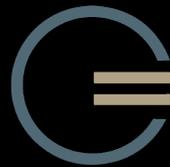


Secured via the use of **“Spider Sensors”**



THANKS & HAPPY HUNTING!





*Equa*Academy



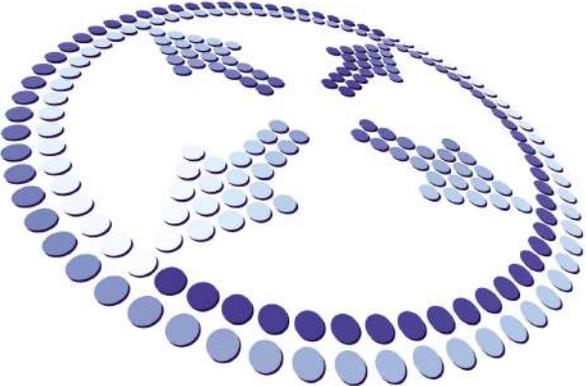
I demand more from myself
than anyone else can
humanly expect.
I am competing with what I
am capable of
Michael Jordan

// David Kemp

DRK Planning



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drk 
planning



A Multi-Disciplinary Planning
& Development Consultancy

Prior Approval & Planning Permission: Tips & Traps

David Kemp

16th November 2021

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Prior Approval & Planning Permission: Tips & Traps

1 About DRK
Planning Ltd

2 Our Experience

3 Managing Cost &
Risk

4 Prior Approval

5 Planning &
Adding Value



About DRK Planning Ltd

*Adding value to development
opportunity and delivery through
reputation, credibility and
experience.*

DRK Planning is a multi-disciplinary planning practice offering dedicated, personal, and highly responsive Town and Country Planning consultancy services to clients across all sectors in the UK.

- 20+ years experience in planning and development
- Residential, commercial, retail
- Legal background: Private and public practice
- London, South East (& beyond)
- From householder applications to High Court & Crossrail



Clients and Affiliations

Adding value to development opportunity and delivery through reputation, credibility and experience.



Our experience

*A broad range of experience in
Commercial, Conversion, External
Changes, New Build and
Residential.*

Somerford House, Christchurch

- Commercial conversion and new build
- Change of use to 27 flats & then increase units to 46 flats
 - Prior Approval & Full Planning Permission



Fountain House, Leatherhead

- Commercial conversion and external changes
 - Change of use of offices to 30 flats
- Prior Approval followed by Full Planning Permission



Our experience cont...

*A broad range of experience in
Commercial, Conversion, External
Changes, New Build and
Residential.*

Fishponds Road, London

- Redevelopment of 6 garages to 2 semi-detached houses
 - New build
 - Pre-application and Planning Application



Farnborough Road, Farnborough

- Town centre development for 113 new flats
 - Full planning application
- Part new build and part commercial conversion

Planning Strategy & Due Diligence



ASSESSING POTENTIAL: RESEARCH & INTELLIGENCE

- **MARKET:** Investigate Local and regional demand; Council priorities.
- **ACQUISITION:** Managing Planning risk through acquisition structure.
- **POLICY:** Review the principal planning constraints and define existing and proposed uses.

APPLY: ACTION & REVIEW WITH LPA

- **COMMUNICATION:** Engage & test schemes with officers.
- **ASK:** Test responses with team (scheme tweaks/reports) & with officers.
- **REVIEW:** Review development potential/strategy & action points.

APPROACH: STRATEGY & PLANNING

- **STRATEGY:** Fall-back/ PD and Prior Approval & Planning Risks.
- **INVESTMENT:** Investing some 'risk money' to test the development prospects.
- **TIMING:** Consider timescale through to planning & consent process.



Managing Cost & Risk: 3 Key Steps

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1. 'High Level' Planning Review

- Part 1: 'Light-touch' / High Level Review: The Principle of Development
- Part 2: 'Detailed' Initial Planning Review: Focus on 'the numbers'!

2. Permitted Development &/or 'Pre-Application'

- Might go for PD first if needed – 'fall back' position
- Report 'light' but include reports if issue CRITICAL to planning
- Not needed in some cases; e.g., very similar scheme but changes are clear
- Officer relationship & familiarity with the site
- 'Playing the game'

3. The Full/Outline Application

- More plans & more cost
- Consider need for community engagement / 'political' risk



Prior Approval

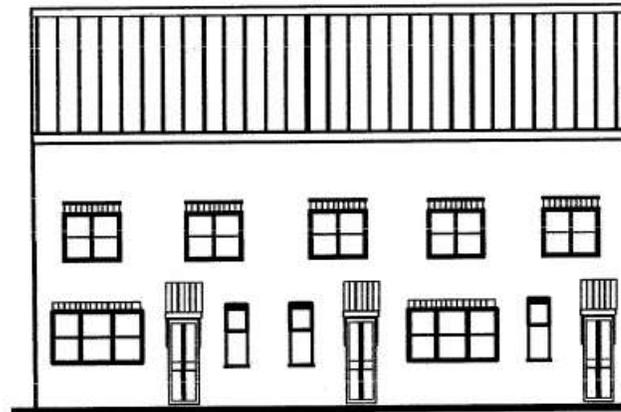
- **Building Works:**
 - 'Air Rights',
 - Extensions to houses
- **Change of Use:**
 - Commercial to Residential – Class MA
 - Sui Gen (takeaways, launderettes, betting) to Residential – Class M
 - 'Upper parts' – Class G

Prior Approval Example

**Schedule 2
Part 1
Class AA**

Enlargement of a dwelling by construction of additional storeys (Terraced)

Front Elevation



**Schedule 2
Part 20
Class AB or AC**

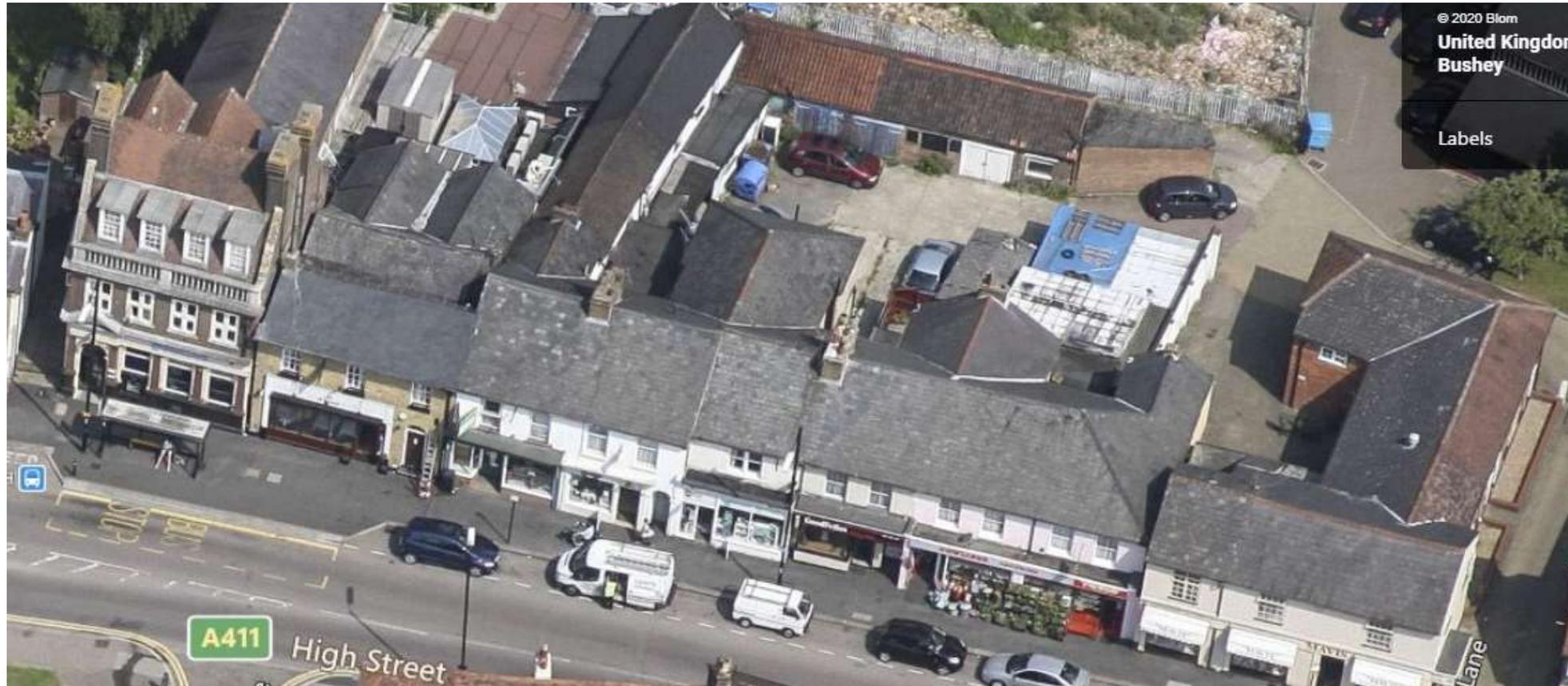
New dwelling on terrace buildings in commercial/mixed used (AB) or dwelling use (AC)

New Front Elevation



Example: Terraces and Storey Height

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Permitted Development No. 3 – Terraced Mixed-Use Buildings

Town and Country Planning (General Permitted Development) (England) (Amendment) (No.2) Order 2020; SI 2020/755

Part 20 Class AB GPDO (up to 2 new storeys (if 2+) or up to 1 storey on single storey building)

1. PD for enlargement and flats on TERRACED/SEMI-DETACHED mixed-use buildings
2. Shops, restaurants, betting shop, launderette, B1 office (N.B. Changes to UCO)
3. Not where already granted extra storey and enlarged
4. Not in Conservation Area & not listed buildings
5. Building constructed between 01.07.1948 & 05.03.2018
6. 18 metre height limit
7. Not within 3km of perimeter of an aerodrome
8. Would be more than 3.5m above the height of all buildings in rest of terrace
9. Prior Approval: Conditions SAME AS Pt20 Class AA GPDO
10. No 'Deemed PA' provision or Long-stop no. days to PA timescale!



Prior Approval: Air Rights

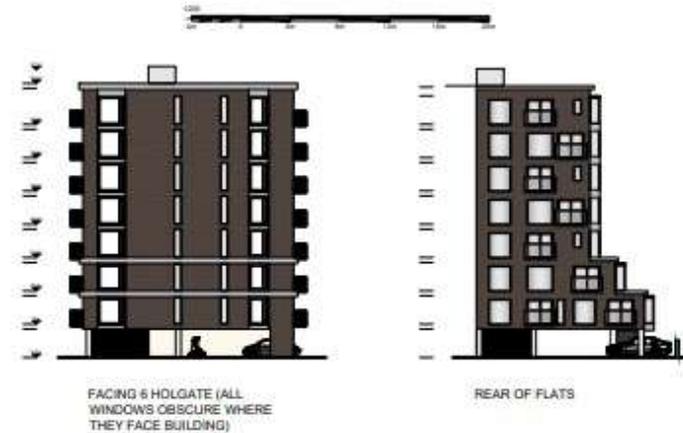
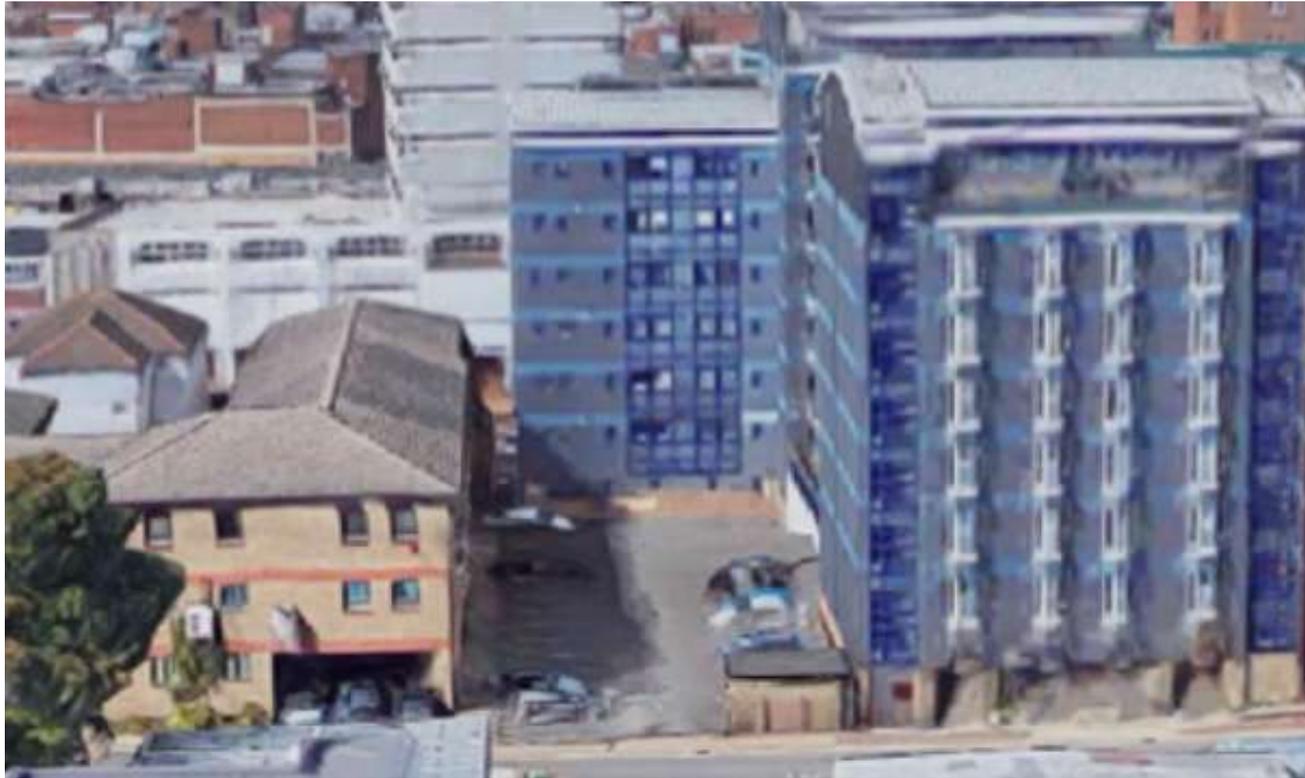
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- Romford (London Borough Havering)
- Commercial Conversion and New Build extra floors
- 6 Self contained flats
- 8 weeks
- Re-submission of previous refusal
- Daylight & sunlight
- 'External Appearance'
- Traffic and Highways (parking) → S106 'car free'
- N.B. Amendments and Revisions – Council approach on PD/PA



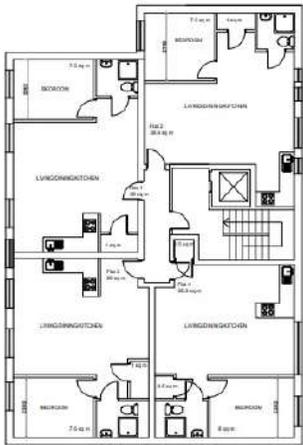
Air Rights: Daylight & Sunlight, Impact on Neighbours

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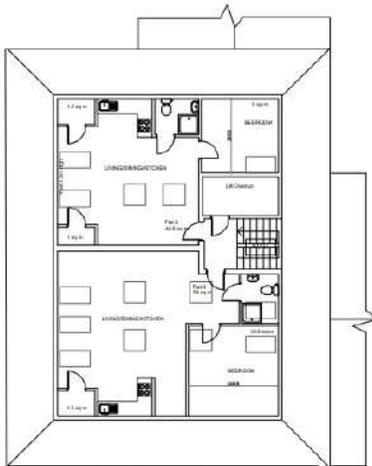


Air Rights: Daylight & Sunlight, Impact on Future Occupiers

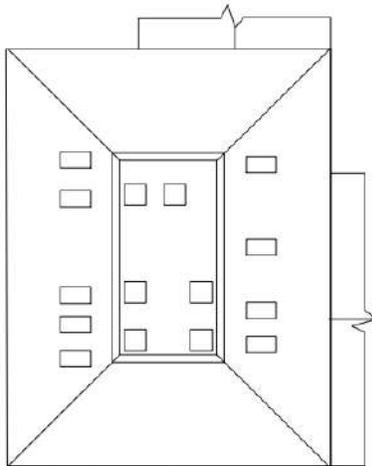
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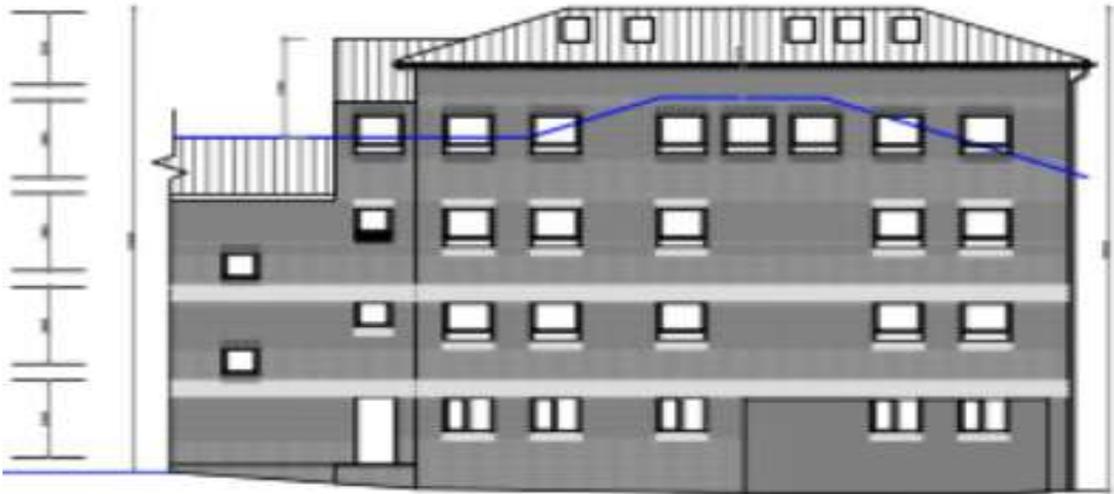
Proposed third floor
Flat 1 - 38 sq m 1b1p
Flat 2 - 38.6 sq m 1b1p
Flat 3 - 38 sq m 1b1p
Flat 4 - 38.3 sq m 1b1p



Proposed fourth floor
Flat 5 - 40.6 sq m 1b1p
Flat 6 - 54 sq m 1b2p



Proposed roof plan



Elevation Rear 1 - Approved



Highways & Parking

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- Parking Ratios – possibility of adding more units
- Public transport? Cycling?
- Bins, collection and highway safety
- Car-free? S106 Agreement or Planning Conditions?
- Timing & constraints on s106 preparation!!



Adding Value: Highways & Parking 2

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WebCAT

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By continuing to access this website, you acknowledge that you have read and agreed to the Google Maps terms and conditions of use

Address or co-ordinates

IG2 7QX

Access level (PTAL) Time mapping (TIM)

PTAL: a measure which rates locations by distance from frequent public transport services.

Map key - PTAL

0 (Worst)	1a
1b	2
3	4
5	6a
6b (Best)	

Map layers

PTAL (cell size: 100m)

Website: 'WEBCAT PTAL'

London Transport Accessibility

Initial guide to off-street parking need

Needs checking: Highways Consultant

Guide as to density/ dwelling numbers and sizes

Planning Strategy & Due Diligence



ASSESSING POTENTIAL: RESEARCH & INTELLIGENCE

- **MARKET:** Investigate Local and regional demand; Council priorities.
- **ACQUISITION:** Managing Planning risk through acquisition structure.
- **POLICY:** Review the principal planning constraints and define existing and proposed uses.

APPLY: ACTION & REVIEW WITH LPA

- **COMMUNICATION:** Engage & test schemes with officers.
- **ASK:** Test responses with team (scheme tweaks/reports) & with officers.
- **REVIEW:** Review development potential/ strategy & action points.

APPROACH: STRATEGY & PLANNING

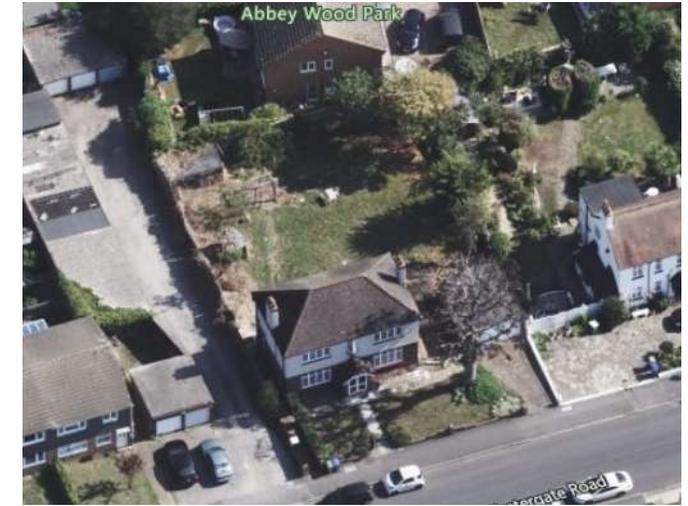
- **STRATEGY:** Fall-back/ PD and Prior Approval & Planning Risks.
- **INVESTMENT:** Investing some 'risk money' to test the development prospects.
- **TIMING:** Consider timescale through to planning & consent process.



New Build & Full Planning: Example – Abbey Wood (London Borough Bexley)

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- New Build and Residential Conversion
- 5 self contained flats
- 5 months (includes committee)
- Re-submission of previous refusal
- Impact on external character
- Privacy and overlooking
- Traffic and Highways
- Landscaping/ 'urban greening'/ sustainability



New Build & Full Planning: Character & Visual Impact



Planning Objectives & Vision

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- **Helps to Unlock Challenging Sites**

- 'Heritage restoration' projects
- Town centre 'renewal'
- 'Top-down approach': from Head of Planning level

- **Using Slope and Topography**

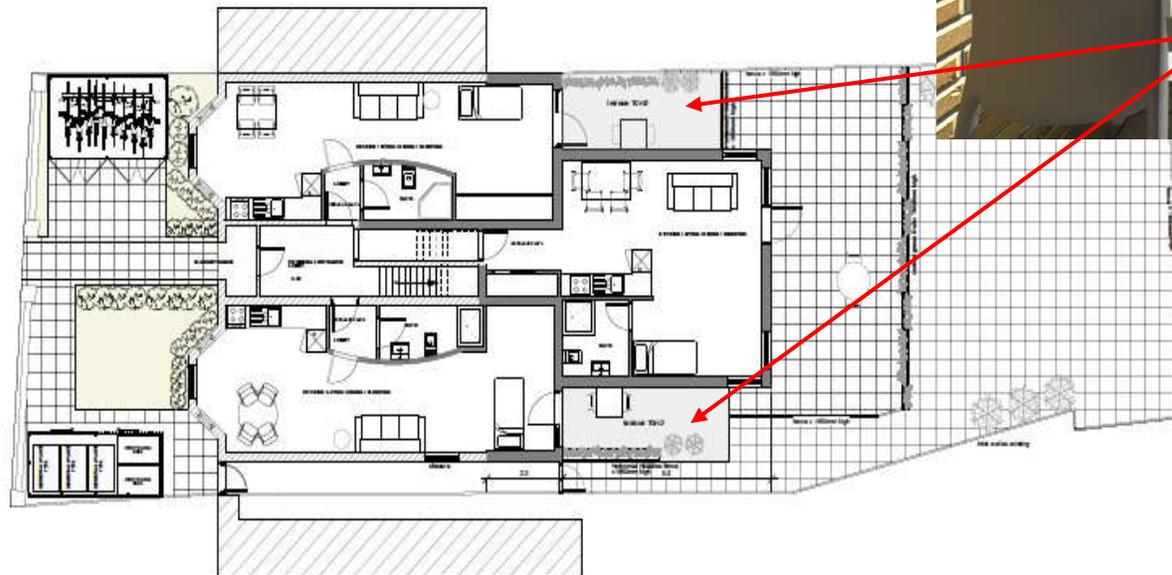
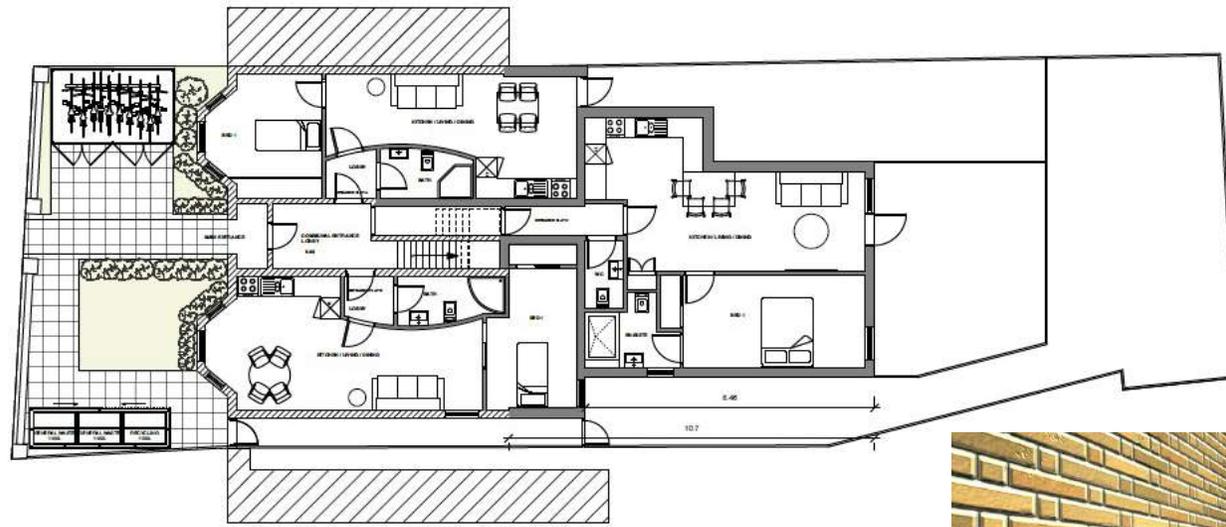
- Creating new basements/lower floors or 'revealing' former ground levels
- Differences in height → roof space and mezzanine levels

- **Consensus & Common Ground**

- Iterative process
- Need patience
- Avoid 'political' involvement/committee or appeal
- Case should already be 'won' before committee!



Resubmission: Nunhead Lane, Southwark



National Space Standards

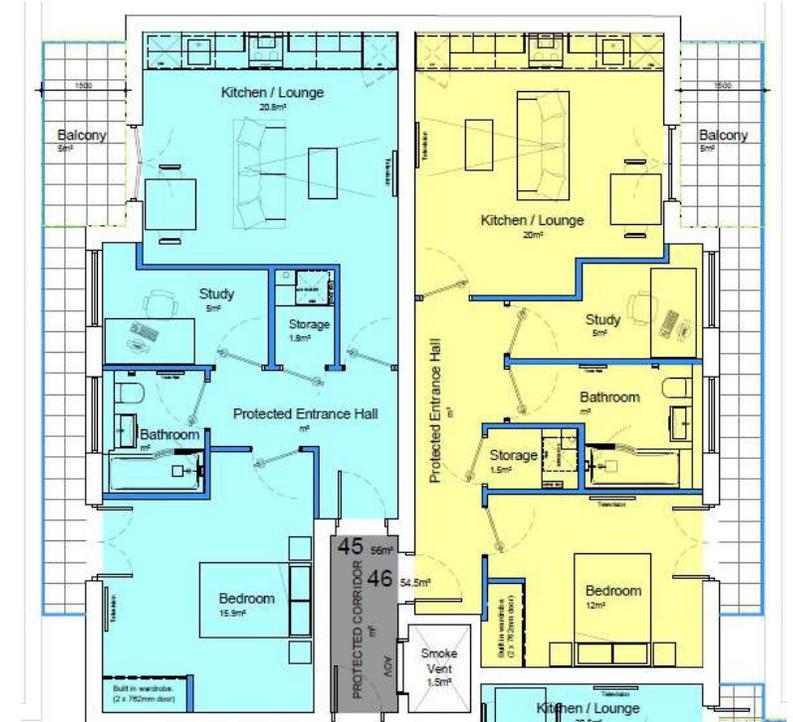
Table 1 - Minimum gross internal floor areas and storage (m²)

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4.0
	8p	125	132	138	

Gaining & Protecting Value: Home Office

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- 'Work from home' / 'Working Local' Post-Pandemic
- Prior Approval = 44 flats (Crawley Borough Council)
- 9 x new units on roof (6 x 1-bedroom new units 3 x 2-bedroom)
- 1-bedroom units included 2nd room/study room
- Each study added £15,000 to GDV
- 5 rooms x £15,000 = £75,000



Planning Strategy & Due Diligence



ASSESSING POTENTIAL: RESEARCH & INTELLIGENCE

- **MARKET:** Investigate Local and regional demand; Council priorities.
- **ACQUISITION:** Managing Planning risk through acquisition structure.
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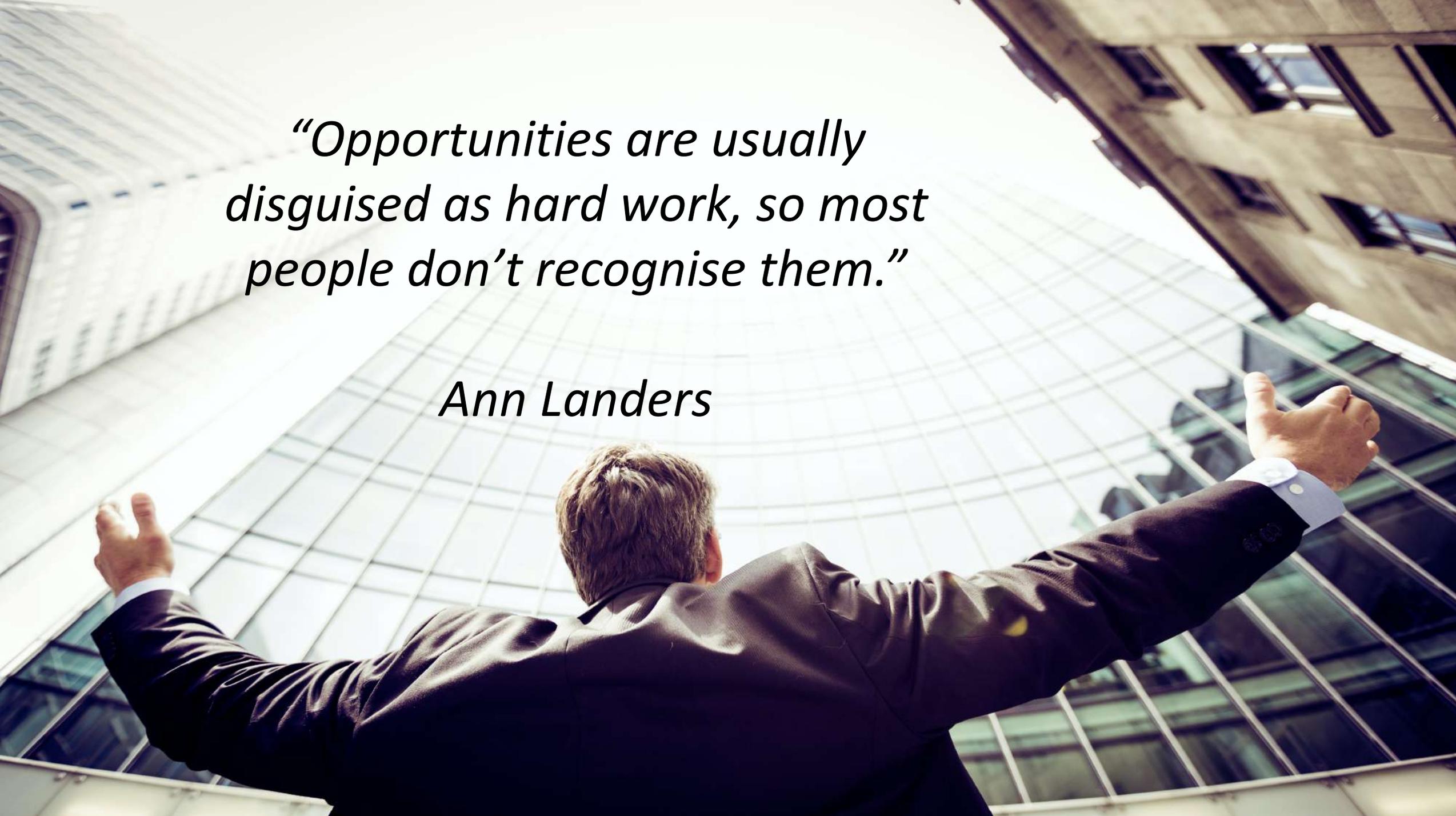


Permitted Development Requirements – Change of Use

- Class E commercial buildings with potential for residential or residential-led mixed use development and extra floor space
- Ground floor retail (especially corner plots) with ancillary or residential uppers
- Offices, light industrial, gyms, clinics, creches
- Major town centres (except central London) – or town centre
- Within 1 hour access to London/ major city by train and up to 15 mins walk from public transport [n.b. HS2 may widen search!]
- Located close to shops and with on-site car parking or good public transport
- Purchase price up to £???
- Not in article 4 areas
- With or without planning permission

Permitted Development Requirements – Extra Floors

- **Detached buildings:**
 - Mixed use commercial &/or flats
 - Houses
 - Existing three storeys (mixed use only) or any existing height
 - Offices/flats (4 storeys max) vacant for 6 months, (built pre-1990)
- **Terraced or semi-detached or end-of-terrace buildings:**
 - Mixed use commercial &/or flats
 - Houses
 - No more than existing four storeys
 - No more than one storey above lowest building in terrace
- **All buildings:**
 - Not in conservation area
 - Not listed
 - Good local public transport (or spare on-site parking)
 - Built 1948-2018

A man in a dark suit is seen from behind, standing on a balcony or ledge. His arms are outstretched horizontally, and he is looking upwards towards a tall, modern glass skyscraper. The building's facade is a grid of windows, and the sky is bright. The overall mood is one of aspiration and achievement.

“Opportunities are usually disguised as hard work, so most people don’t recognise them.”

Ann Landers

How to get in contact



07711 672185



info@drkplanning.co.uk

www.drkplanning.co.uk



[linkedin.com/company/drk-planning-ltd](https://www.linkedin.com/company/drk-planning-ltd)

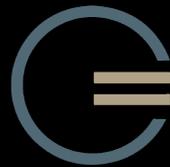
[linkedin.com/in/dkemp](https://www.linkedin.com/in/dkemp)



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PITSTOP TEA AND COFFEE



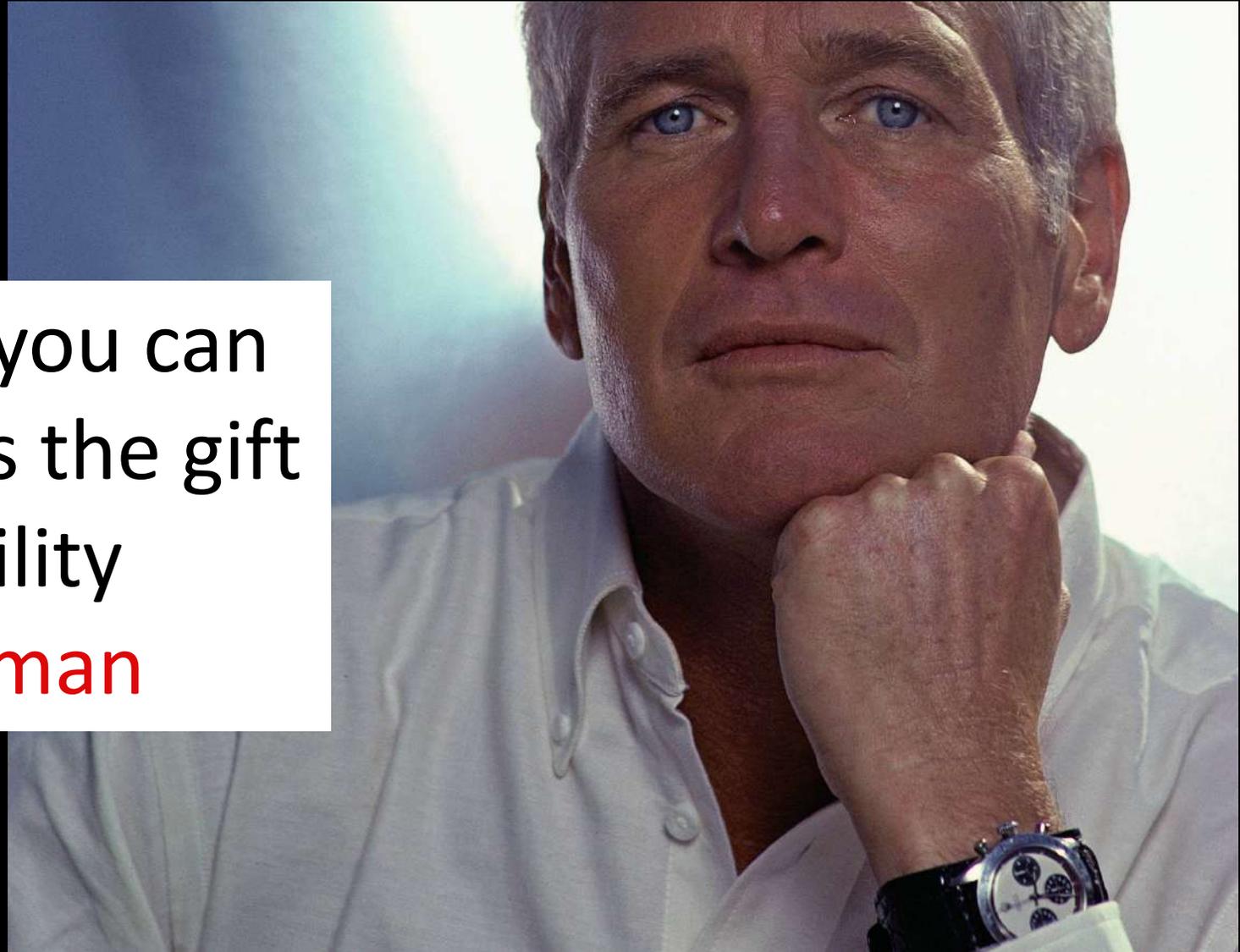
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The best gift you can
give yourself is the gift
of possibility

Paul Newman



It is useless to put on
your brakes when
you're upside down

Paul Newman



// Michael Primrose

The Property Finance Collective



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THE PROPERTY FINANCE COLLECTIVE



THE PROPERTY FINANCE COLLECTIVE

PRESENTS

Making Development Finance Accessible

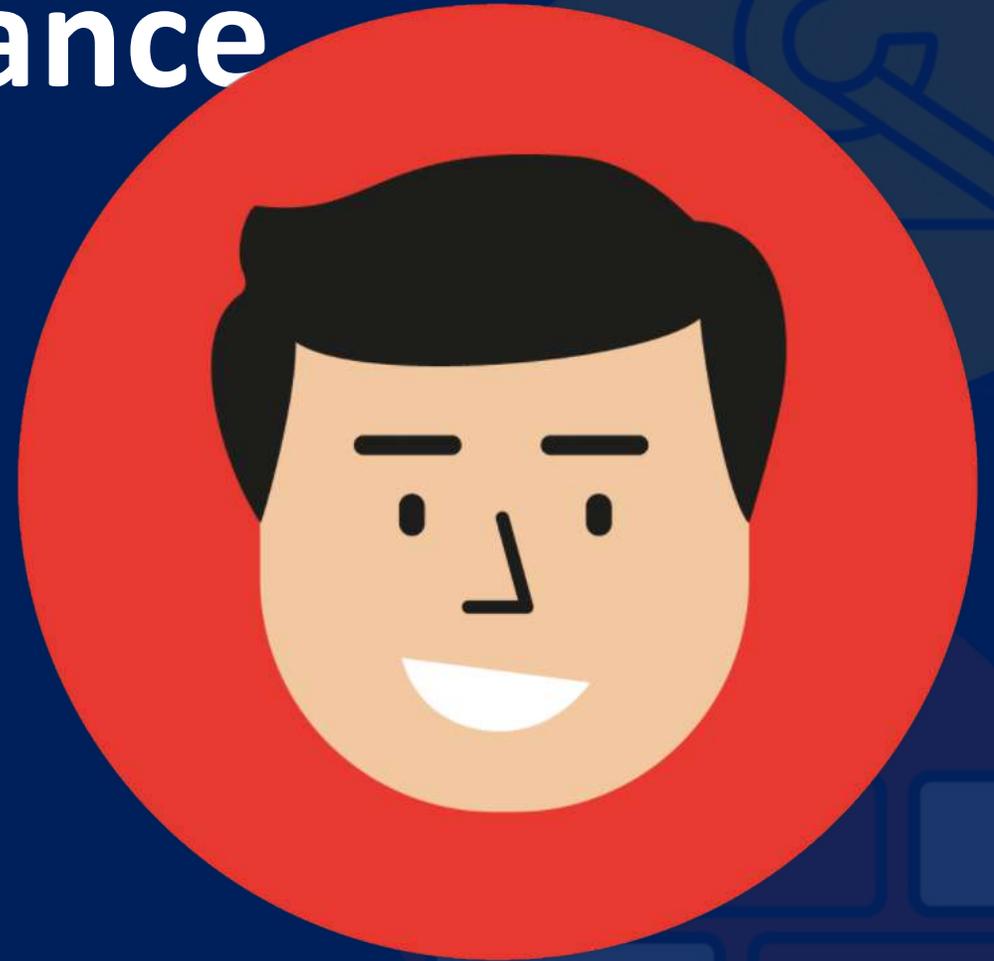


**NOTHING IN THIS
PRESENTATION SHOULD BE
TAKEN AS FINANCIAL ADVICE**

The Property Finance Guy

Michael Primrose

- Ex-Conveyancer
- Ex-Estate Agent
- Commercial Finance Broker
- Host of PPN Monument



THE PROPERTY FINANCE PODCAST

THE PROPERTY
FINANCE
COLLECTIVE



Podcast

Available on:-

-Google Podcasts

-Apple Podcasts

-Spotify

-Podbean

-Breaker

-PocketCasts

-RadioPublic

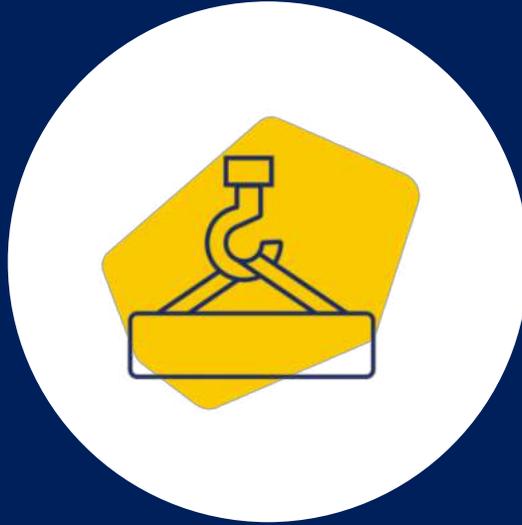
-Stitcher

-Overcast

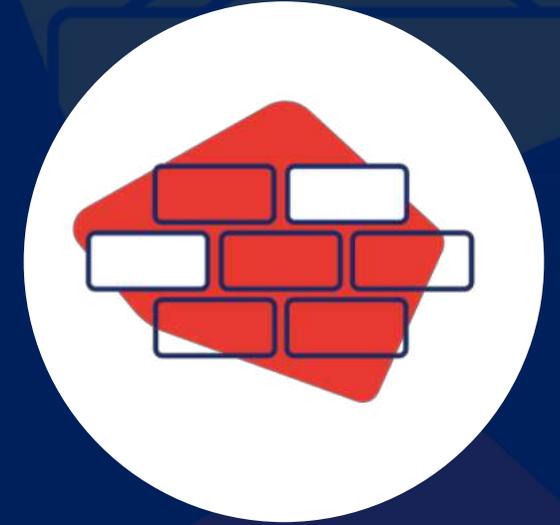
Services



Bridging Finance



**Development
Finance**



**Commercial
Mortgages**

DEVELOPMENT FINANCE



CONTINGENCY

Always ensure that you have a contingency built into your Build Costs. It is also good to take a few extra months on the loan to be safe!

EXIT

Always make sure your exit is lined up when going for Development Finance. It can be a very expensive product for you to be stuck on

FEES

Usually Lenders will charge a 2% Arrangement Fee, a 1% Exit Fee, approximately £1,000 for legals and £1,500-£2,500 for the valuation

TEAM

Your team is very important here. Make sure you have a good Contractor and a good Project Manager. The Lenders will want to see CVs all round

DEVELOPMENT FINANCE



SENIOR DEBT

This is the standard level of development finance. Usually it caps at 65% LTGDV or 80% LTC.

It is the easiest level of Development Finance to get

STRETCHED SENIOR

The next level from Senior Debt. The cap raises to 70% LTGDV and 90% LTC. It is intended for more experienced Developers

MEZZANINE FINANCE

Second Charge Development Finance that goes up to 75% LTGDV or 90% LTC. Also intended for more experienced Developers

TRANCHES

Remember that Development Finance is released in tranches. These tranches are released in arrears against invoices

FINDING THE RIGHT LENDER

COMPARE

Make sure to use a good Broker so that you can compare all of the options available. There are too many options out there to find them all yourself

COST

Always make sure that you understand the total cost of the finance. Don't get drawn to the headline rate. Check all the fees and associated costs

FEES

Usually Lenders will charge a 2% Arrangement Fee, a 1% Exit Fee. They may also charge an application fee. There are also valuation/QS fees

RELATIONSHIP

Go for a Lender that you can work with in the future and build a relationship with. The more you work with a Lender, the easier it should be



MANAGE



THE CASH

QS

Always keep in touch with the QS. Work with them and the Lender to make sure you have a clear drawdown plan and you know when funds are coming

TRANCHES

Remember that the funds are released in arrears. You will always need to have some cashflow or credit available in order to cash flow the works. Make sure you know the drawdown timescales

CONTRACTOR

Make sure the Contractor has funds to keep the build afloat. As well as keeping themselves afloat. If they go bust, it can have a huge effect on the development

LACK OF MONEY

If the money runs out. Speak to the Lender. Don't panic and look for additional borrowing. You could end up in spiraling debt. Speak to the current Lender

WHEN IT ALL GOES WRONG

CONTINGENCY

Always ensure that you have a contingency built into your Build Costs. It is also good to take a few extra months on the loan to be safe!

COMMUNICATE

Communicate to the Lender and Broker. Make sure they know early on if anything goes wrong on the deal. Burying your head doesn't help!

EXITS

Get exits lined up. Development Exit, BTL Mortgages and Sales are the three main exits. You could talk to guaranteed sales companies

QS

Utilise your QS as they may be able to assist with bringing costs down or helping to get the project back on track. Utilise the team!

THE DEVELOPMENT POT

Interest for
the Term of
the Loan



Arrangement
Fees, Broker
Fees and QS
Fees

Build Costs -
These go into
a separate
facility that is
released in
tranches

THE PROPERTY
FINANCE **GUY**

Security

First Charge

Second Charge

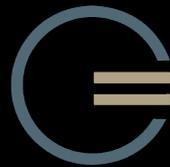
Personal Guarantees

Debenture

Collateral Warranties



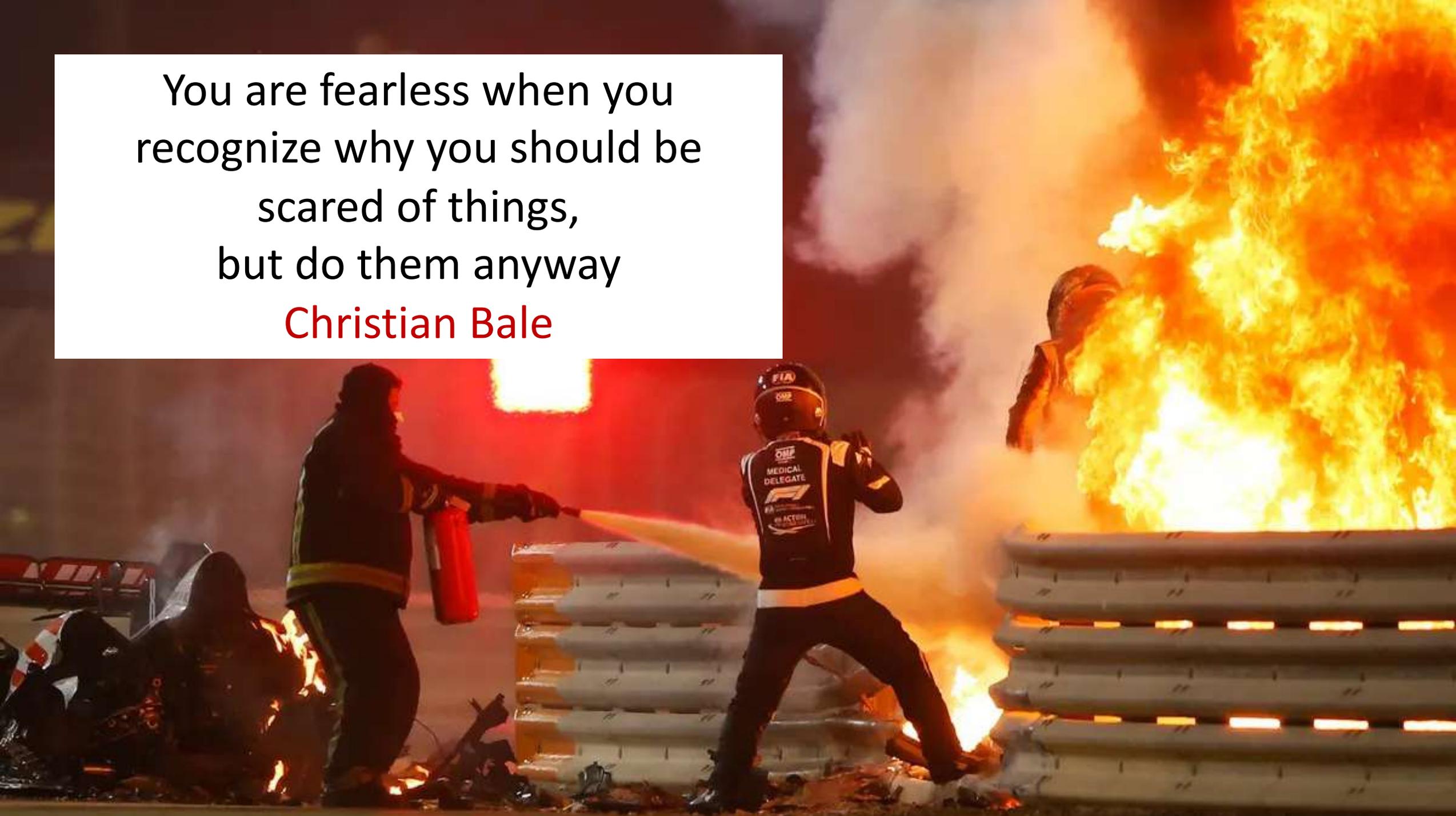
Q&A



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You are fearless when you
recognize why you should be
scared of things,
but do them anyway

Christian Bale



**// Richard Kennedy
David Ball**

CORNERSTONE PLACE



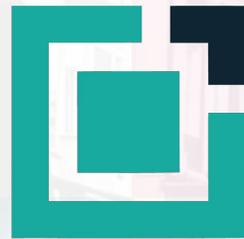
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**Social Impact
Investing in the
Homelessness Sector**



Social Enterprise UK
Certified Member



16th November 2021

Accreditations and Memberships



Partnered with sector and industry leaders

Our Vision

Is to support charities to
alleviate street homelessness
in the UK **by 2030**



Our Mission

Improve the provision of **high quality accommodation** for those in need while helping **charities to build assets and unrestricted income**

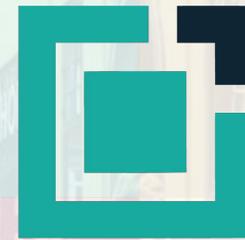


*Our mission
is enshrined
in our
company
articles of
association*

OUR UNIQUE APPROACH



SHAREDUPSIDES



CORNERSTONE
— PLACE —

Our Objectives

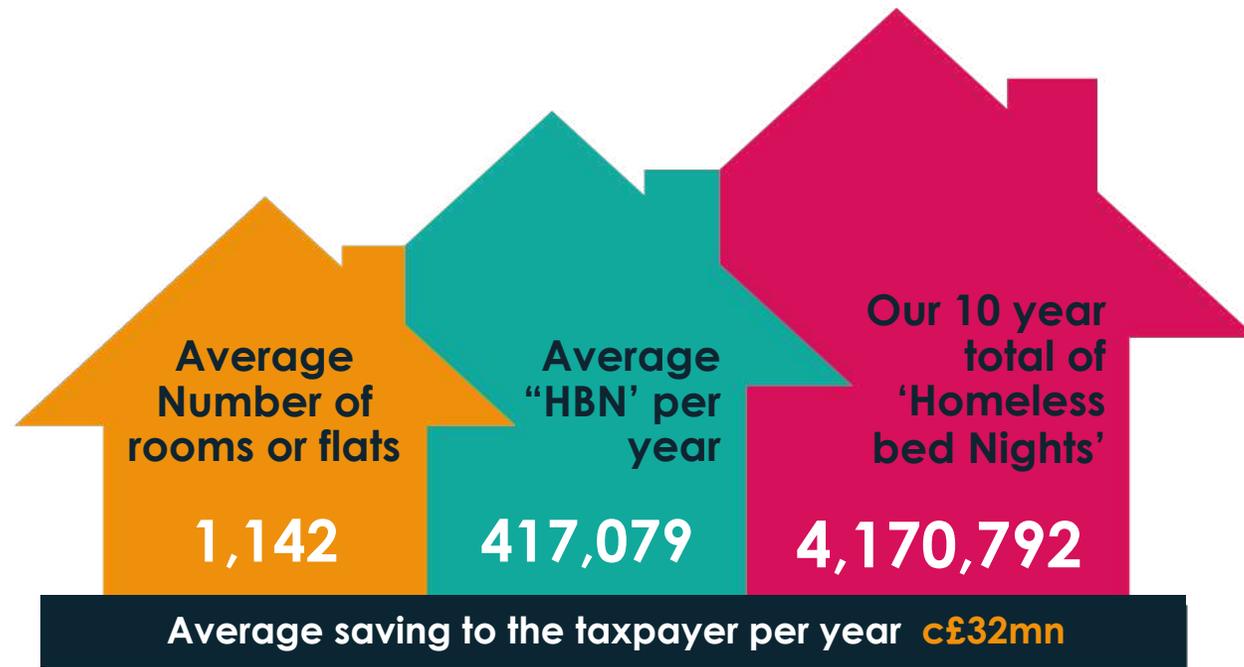
Creating

- ❑ 500,000 homeless bed nights in the next 5 years
- ❑ 5 million+ homeless bed nights through 5,000+ bespoke rooms **creating £70mn+ in financial value for the charities we work with**
- ❑ **Over £300mn in value** to wider society and in saved costs*

*Based of figures from a 2018 PWC report for Crisis

Creating
over
£70mn in
charitable
value

Our forecasted overall Impact on Society



COVID-19

Fallout Likely to Increase Homelessness

Increasing unemployment

End of furlough support

Social distancing therefore less sofa surfing

Increasing evictions

Click [HERE](#) for a more detailed LinkedIn article

Stamford Villa, Audenshaw, Manchester



Stamford Villa - Progress



Stamford Villa - Press



Charity Today
THE NATION'S LEADING CHARITY NEWS PUBLICATION

Monday, 18 October 2021

New homes in Audenshaw for people facing homelessness

1,448 Fans
2,819 Foll
7,887 Foll
30,754 Foll
1,296 Subsc

16: The Charity Today - SERIES 6 Brief summary of the we hear about this about the [...]

Dave Smith, Chief Executive of Stepping Stone Projects



Manchester Evening News
BLACK HISTORY IS OUR HISTORY

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NEWS IN YOUR AREA MAN UTD MAN CITY WHAT'S ON SPORT CELEBS BUSINESS LIVE PROPERTY SPECIAL FEAT

Dilapidated Victorian 'villa' to be transformed into flats for people facing homelessness

The apartments in Tameside are being made available later this year



OLDHAM EVENING Chronicle

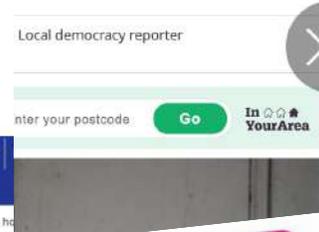
NEWS SPORT EDUCATION BUSINESS LIFESTYLE NOTICES MOTORING COMMUNITY

MY ACCOUNT

You are Here: Home > News > Main News > Dilapidated Victorian 'villa' to be transformed into flats for people facing homelessness

Dilapidated Victorian 'villa' to be transformed into flats for people facing homelessness

Reporter: Charlotte Green, Local Democracy Reporter
Date published: 15 August 2021



Local democracy reporter

Enter your postcode In YourArea



Housing Digital

SENTRY DOORS Timber doors + screens tested to the extreme

NEWS FEATURES OPINION APPOINTMENTS JOBS STAKEHOLDERS MEMBERS EVENTS

Over a dozen new homes provided for people facing homelessness in Audenshaw

written by Liam Turner

unity trust bank

Products Services Your Accounts

Case studies



THE HOUSING EXECUTIVE

Home Places People Insight Tech Developments Events Partners Contact

Charity partnership to deliver 13 new homes for Manchester's homeless

New homes will be made available thanks to a partnership between Stepping Stone Projects and social enterprise Cornerstone Place.

Home > COMMUNITY > Charity partnership to deliver 13 new homes for Manchester's homeless



RGR

ON AIR NOW Mark Alston 3:00pm - 7:00pm

New homes in Audenshaw for people facing homelessness

Tuesday, August 30th, 2021 11:56am
By Charlotte Green, Local Democracy Reporter @CharGreenLDR

A former Victorian 'villa' in Tameside is to be transformed into new flats for people facing homelessness.

Charity Stepping Stone Projects is working with the council to make 13 self-contained apartments available in Audenshaw later this year.

A large dilapidated Victorian property is to be refurbished to provide the accommodation, however the charity said it could not confirm the location of the property at the current time.



Cornerstone Place

Published: 17 August 2021

Organisation Name: Cornerstone Place Region: North West

Two entrepreneurs who joined forces to find a new way of addressing homelessness in the UK are turning a Victorian villa in Tameside into 13 self-contained apartments, thanks to a six-figure funding package from [Unity Trust Bank](#).

Richard Kennedy and David Ball, co-founders of social enterprise [Cornerstone Place](#), will oversee the 40,000 development in Audenshaw before handing it over to homeless charity [Stepping Stone Projects](#) to manage.

Richard, whose background is in social enterprise and David, who worked in property development, set up Cornerstone Place in 2019 to source properties for charities, secure funding and develop them, and then share the net revenue so that the charity can eventually buy the building outright.

Andy Ledger, relationship manager at Unity Trust Bank, said: "We only lend

Stamford Villa

Impact on Society



19 units, Rossendale, Lancs - Exchanged



Fenland – 9 units for complex needs



Greater Manchester Site – 14 units new build



Impact Investing & ESG*

- Direct impact on 4 of the Sustainable Development Goals defined by the [United Nations](#)
- Every £1 invested returns £12 in saved costs to society over the life of the lease
- Underpinned by solid sustainable financial return



* Environmental, Societal, Governance



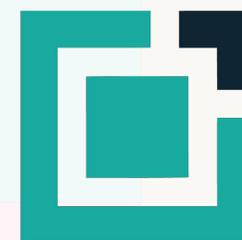
Thank
you!

For further information please
contact

David Ball

07845 394377

david@cornerstoneplace.co.uk



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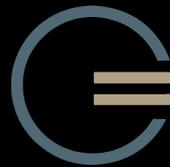
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All of our projects carry risk and their performance will depend on macroeconomic conditions (e.g. the housing market, inflation, interest rates and political factors) as well as the specific circumstances of each project. To the fullest extent permitted by law, Cornerstone Place accepts no responsibility for your decision to joint venture with us, which is a matter for your judgement.

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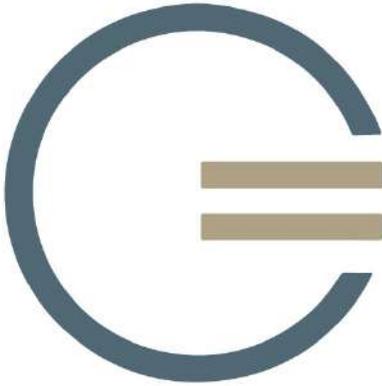
// The Essentials of Raising Private Capital



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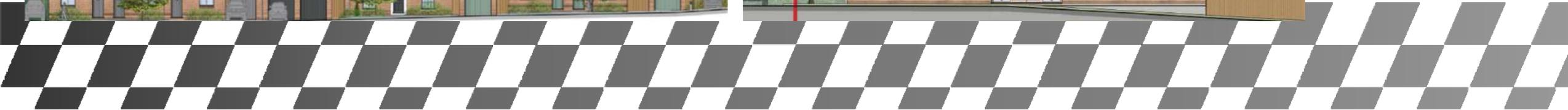




 £28m+




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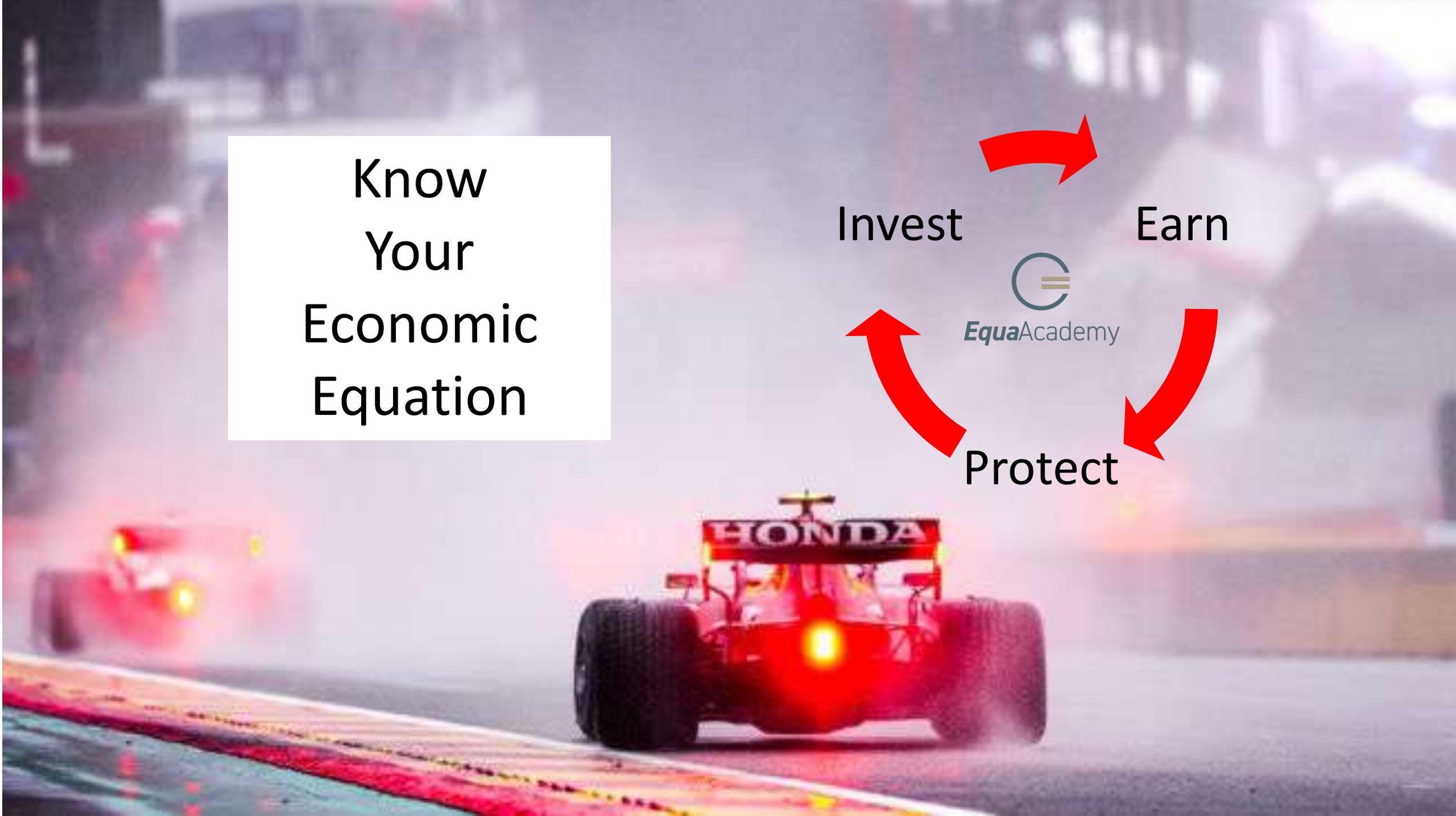
Know
Your
Economic
Equation

Invest

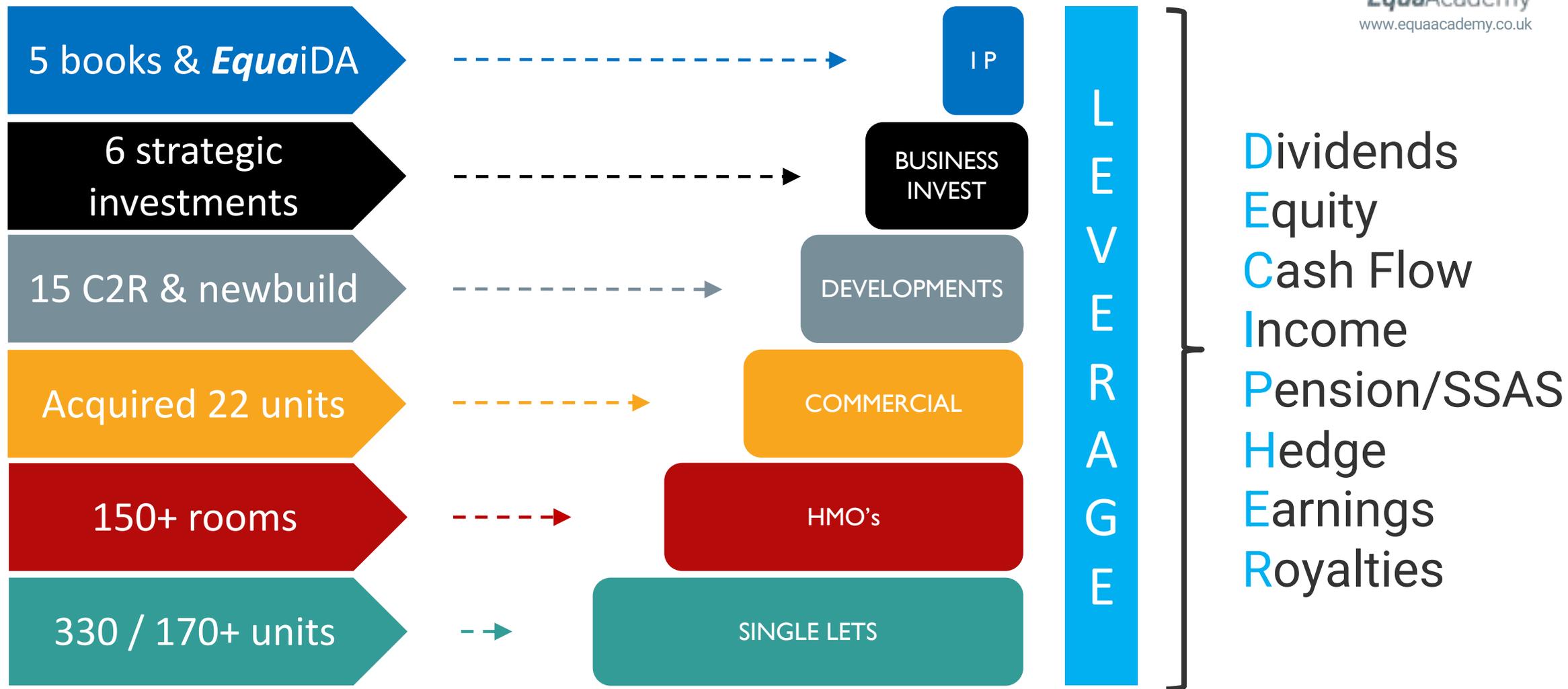
Earn



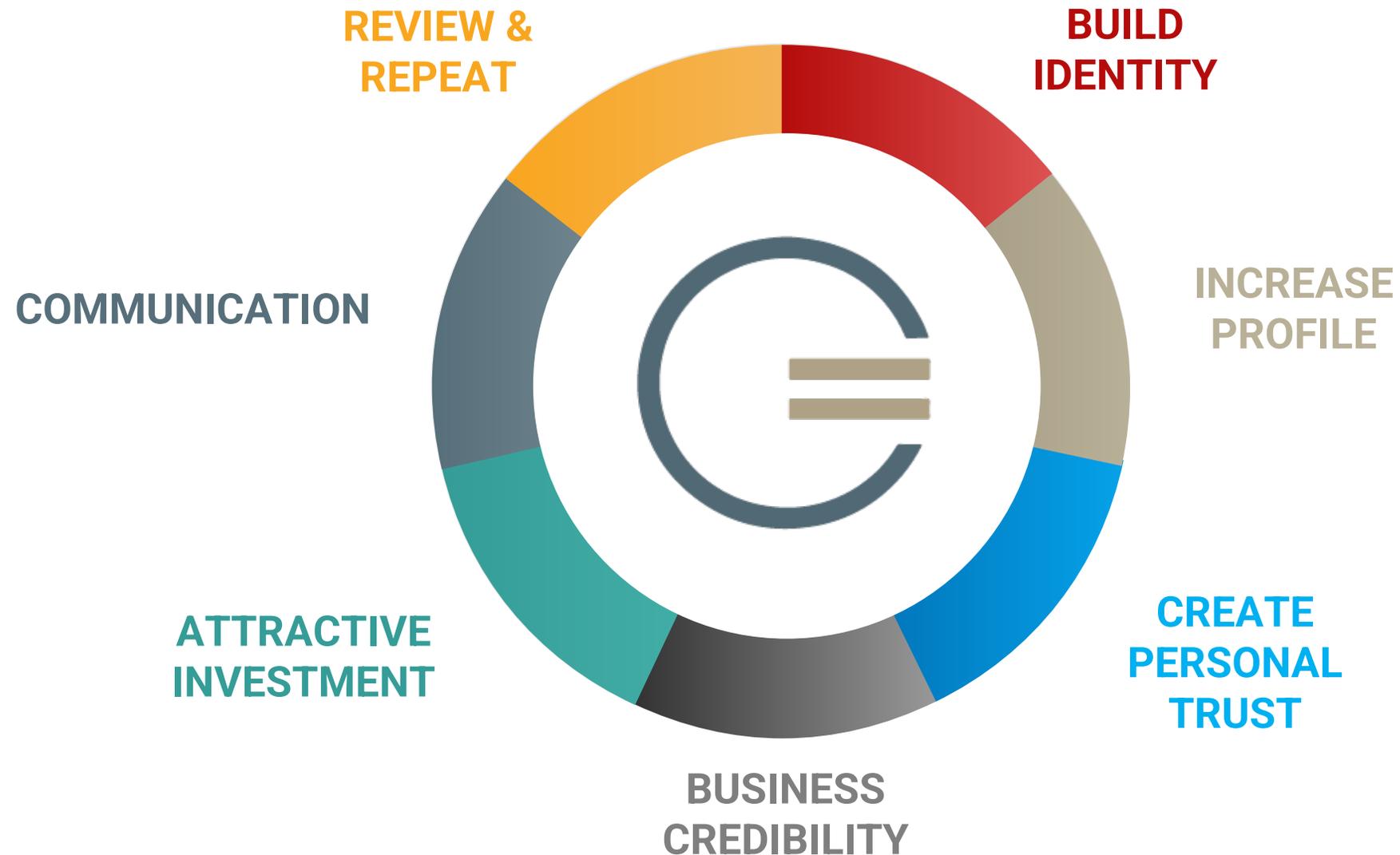
Protect



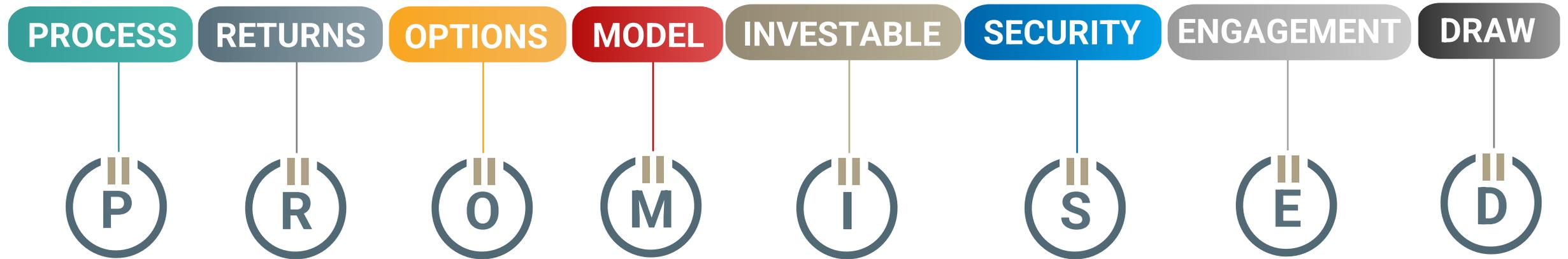
// Equa Resilient EcoSystem (ERE) literary: before this time



// 7 Steps to Investability



// The PROMISED Model



There is no heavier
burden than an
unfulfilled potential
Charles Schulz



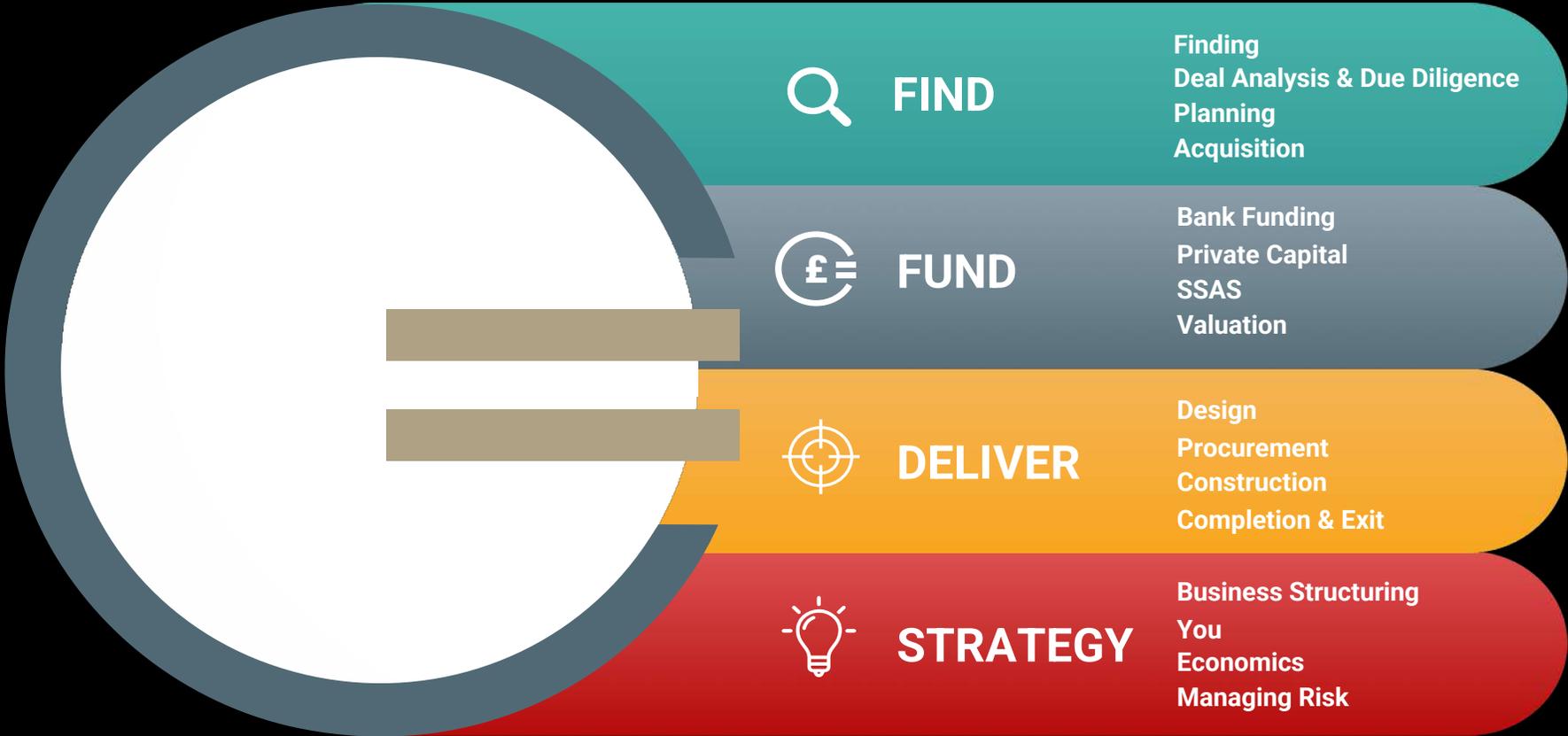
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