

**MONTAGU EVANS
PRESENTS...**

PUBLIC SECTOR ASSETS AND LAND

R.E.S.C.U.E



WHAT ARE YOU FACING?

As long-term, trusted advisors to our public sector partners, we understand you face many challenges. Funding to Local Authorities has decreased almost 60% in real terms. Inflation and rising energy costs have added a significant extra cost burden, whilst demand for services continues to rise. Funding essential services is becoming ever more challenging. Post pandemic work patterns have changed the way space is used. Improved Minimum Energy Efficiency Standards will lead to obsolescence, stranded assets and further cost burdens.

REDUCING PROPERTY COSTS AND RAISING FUNDS CAN HELP BRIDGE THIS GAP.

R

REVIEW

Analyse holdings and 'Asset Sifting'. Determine surplus assets and advice on next steps.

E

ENHANCE

Consider value add options, business plan formulation and asset management prior to disposal or to improve revenue performance.

S

SAVINGS

Determine where potential savings can be made, including environmental impact savings review and business rates.

C

CAPITAL

Consider exiting assets on an existing use basis or formulate redevelopment options. Raise capital in the market to be recycled.

U

UNDERUSED

Post-Covid, many large public buildings are underused. We can help formulate and implement a service-led workplace strategy, identifying efficiencies and alternative use / exit options.

E

ESG

Environmental & Social Governance. Retrofit v Redevelop. We can help deliver long term, sustainable regeneration of these assets, and deal with any disposals sensitively.



OUR SOLUTION

We can help you at any stage of the process, from initial review of your estate and performance, through to value enhancement and disposal.

We formulate tailor-made teams, steered by our Public Sector advisors and driven by our Private Sector knowledge to ensure you receive the best combination of understanding, technical expertise and commercial acumen.

ASSESS YOUR RISK AND OPPORTUNITY AT PORTFOLIO LEVEL.

STRATEGIC PORTFOLIO REVIEW

RETAIN AND IMPROVE PERFORMANCE?

ASSET SURPLUS TO REQUIREMENTS?

EXISTING USE VIABLE?

ALTERNATIVE USES?



DEVELOP A DETAILED HOLISTIC BUSINESS PLAN.

INCREASE INCOME

REDUCE RENT / RATES LIABILITY

WORKPLACE STRATEGY EFFICIENCIES

ALTERNATIVE FUNDING OPPORTUNITIES

OPERATIONAL EFFICIENCIES

MARKET & STAKEHOLDER TESTING

HOUSING DELIVERY

PROTECT, CREATE OR REALISE VALUE.

ACTIVE ASSET MANAGEMENT

AGENCY (COMMERCIAL / LAND)

PROMOTE THROUGH PLANNING

PERMITTED DEVELOPMENT

REDEVELOPMENT ADVICE

SALE PREPARATION

PROCUREMENT OVERAGE / CONTRACT MONITORING

ASSET / SITE DISPOSAL



FILTER PORTFOLIOS






























REVIEW ASSET SPECIFIC



IMPLEMENT ASSET SPECIFIC



HOW CAN WE HELP?

STRATEGIC ASSET REVIEW STRATEGIC ADVISORY, DEVELOPMENT, ASSET & INVESTMENT ADVISORY	SURPLUS TO REQUIREMENTS? STRATEGIC ADVISORY, ASSET MANAGEMENT, REGENERATION, RATING	EXISTING USE VIABLE VS. REDEVELOP/REPURPOSE? AUV REVIEW	WHAT USES - PLANNING? RESIDENTIAL, COMMERCIAL, HERITAGE & PLANNING	 DEVELOPMENT ADVISORY, SUSTAINABILITY	SECTION 123 COMPLAINT DISPOSAL / CAPITAL RAISE PUBLIC/ PRIVATE SECTOR, OFFICE, INDUSTRIAL, RETAIL
 SAMUEL BLAKE DEVELOPMENT  KEVIN WHITE ASSET MANAGEMENT  LAURA STAMBOULIEH STRATEGIC ASSET REVIEW  JENNY RYDON OPERATIONAL TRANSFORMATION  JASMINE CECCARELLI-DREWRY SOCIAL VALUE	 KEVIN WHITE ASSET MANAGEMENT  JOSH MYERSON RATING  LAURA STAMBOULIEH STRATEGIC ASSET REVIEW  OLIVER MAURY REGENERATION  HOWARD WILLIAMS HEALTHCARE	 SIMON ROGERS AUV  RICHARD THOMAS LAND  SAMUEL BLAKE DEVELOPMENT	 JON BRADBURN HOUSING  JULIAN STEPHENSON COMMERCIAL  KATE FALCONER-HALL HISTORIC ENVIRONMENT & TOWNSCAPE  LUCY MARKHAM HISTORIC ENVIRONMENT & TOWNSCAPE	 OLI PYE SUSTAINABILITY  SAMUEL BLAKE DEVELOPMENT  OLIVER MAURY REGENERATION  SIMON ROGERS AUV	 RICHARD THOMAS LAND  HOWARD WILLIAMS HEALTHCARE  SAMUEL BLAKE DEVELOPMENT & S123  EDWARD GEORGE RETAIL & LEISURE  TOM PATON-SMITH INDUSTRIAL

[CLICK TO CONTACT](#)

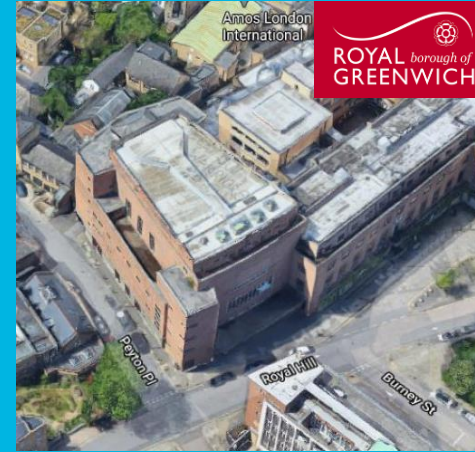
HELPING DELIVER FOR OUR CLIENTS...



DACORUM BOROUGH COUNCIL HEMEL HEMPSTEAD, HERTS

Workplace Strategy and Outline Business Case to identify a preferred VFM option for replacing the old, costly Civic Centre.

Led procurement to secure a delivery partner for 3 Council-owned sites. A new Public Service Hub (6,500 sq m) and c.3 acres of surplus land was unlocked for new homes.



THE BOROUGH HALL GREENWICH, LONDON

Abandoned Grade II listed former Theatre building with substantial issues around asbestos and condition. Appraisal of options for re-use as Theatre v Disposal.

Open marketing and sale to a developer for a Hotel led scheme. Substantial savings and capital receipt generated for RB Greenwich.



SESSIONS HOUSE, KENT CC MAIDSTONE EAST, KENT

Alternative Use Assessment to identify opportunities to unlock surplus space in the Council's Grade II Listed, HQ

All Enquiries Marketing campaign given the uniqueness of the property. The campaign has secured interest from residential developers and co-working operators. There will be substantial ongoing savings from divestment.

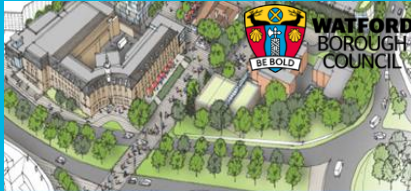


WALWORTH TOWN HALL & LIBRARY ELEPHANT & CASTLE, LONDON

Substantial Listed Civic complex damaged in a fire. Wide open marketing of sensitive asset. Secured General Projects as developer – commercial & community arts/culture led scheme with completion due in 2024.

Significant savings and Geared Ground Rent delivered for LB Southwark. £40M invested in Borough. Supported acquisition of new library facility nearby.

HELPING DELIVER FOR OUR CLIENTS...



CIVIC CENTRE, WATFORD BC WATFORD, HERTS

Masterplan Business Case for c.10 acre Civic Site including the Grade II listed Town Hall. We advised on the Council office requirement and led procurement for a JV partner.

New accommodation for all existing uses will be delivered, with major building efficiency savings, as well as proposals for a 150 key hotel and c.350 residential units.



GUILDHALL, RB KINGSTON KINGSTON, LONDON

Feasibility and Alternative Use Assessment to unlock opportunities for redevelopment at the Council's Civic Centre Complex.

Full range of options considered, before marketing of surplus office accommodation forming part of the complex.



CIVIC CENTRE, BROMLEY BC BROMLEY, LONDON

Accommodation review and masterplan to assess redevelopment of Civic Campus.

Cabinet approval for redevelopment strategy, and open marketing campaign to deliver disposal to unlock capital receipts and accommodation cost savings.



WEY COURT EAST, WAVERLY BC FARNHAM, SURREY

Council owned vacant office building, void for a significant period, with accumulating associated costs.

Our Asset Management team planned and facilitated redevelopment for healthcare usage, and successfully re-let the building to the NHS on a long-term agreement.

HELPING DELIVER FOR OUR CLIENTS...



CASTLE QUAYS, CHERWELL DC BANBURY, OXFORDSHIRE

Advised on the repositioning of Castle Quay shopping centre, following the closure of the town's three department stores. This has included the opening of the Lock-29 community hub which has revitalised the centre's offering. Our Rating team have saved in excess of £1.85m on business rates to date.



BROADMOOR HOSPITAL, NHS CROWTHORNE, BERKSHIRE

Montagu Evans marketed the surplus Broadmoor hospital site, which includes c. 150k sq. ft of Grade II listed buildings within 140 hectares of parks and gardens. We sought an employment usage for the existing buildings, and a residential developer for the wider parkland.



NEWBURY BUSINESS PARK, WBC NEWBURY, BERKSHIRE

Two office buildings in Newbury. Faced with challenging market conditions our Asset Management team successfully refurbished, futureproofed (EV charging) and let the vacant building, and completed regears of the existing tenancies. This extended the income security and increased building revenue.



ST BERNARD'S HOSPITAL, NHS SOUTHALL, WEST LONDON

A collection of surplus Grade II listed buildings, formerly an asylum hospital. Full valuation and business case support for housing redevelopment. Successfully marketed and disposed of the first two scheme phases, with associated overage agreements in place for the NHS to share in market and planning upside..

HELPING DELIVER FOR OUR CLIENTS...



BOW GOODS YARD **OLYMPIC PARK, STRATFORD E15**

Development agency and planning advice to support the future development of one of Network Rail's largest London holdings. Submitted a masterplan for a range of uses, including industrial, leisure, a new London rail freight terminal, as well as new office accommodation for Network Rail.



MILE & LANGLEY GREEN BELT SITE **WALTHAM ABBEY, ESSEX**

Acting on behalf of Lee Valley Regional Park Authority, disposed of a surplus 4-acre former plant Site in the green belt.

The Site was predominantly used for open storage and was sold with the benefit of planning for a residential conversion, raising important funds for Lee Valley Parks.



185 TOWER BRIDGE ROAD **BERMONDSEY, SE1**

Our team of development experts, planners and retail and office specialists produced a comprehensive report advising on development options. City decided that their preferred route was to sell to raise capital. We secured a positive pre-application response and openly marketed the property. We secured a sale at a level in excess of the City's expectations.



ISLINGTON ARTS FACTORY **HOLLOWAY, N7**

Assessed the development potential of this site, which comprises a substantial listed church alongside a redundant petrol station. Planning permission secured for residential led scheme, but City decided it was too expensive to directly deliver. We marketed and sold the site, generating a capital receipt and mitigating a significant repair liability.



TALK TO ONE OF THE
TEAM FOR MORE
 INFORMATION ON HOW
 WE CAN HELP YOU...



**SAMUEL
 BLAKE**
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**RICHARD
 THOMAS**
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**LAURA
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**KEVIN
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CLICK TO CONTACT

**IN ADDITION TO CONTACTING US DIRECT YOU CAN APPOINT US
 VIA THESE PUBLIC SECTOR FRAMEWORKS...**



Crown
 Commercial
 Service
Supplier



Homes
 England