

Appendix 5



DEVELOPMENT CONSULTANCY

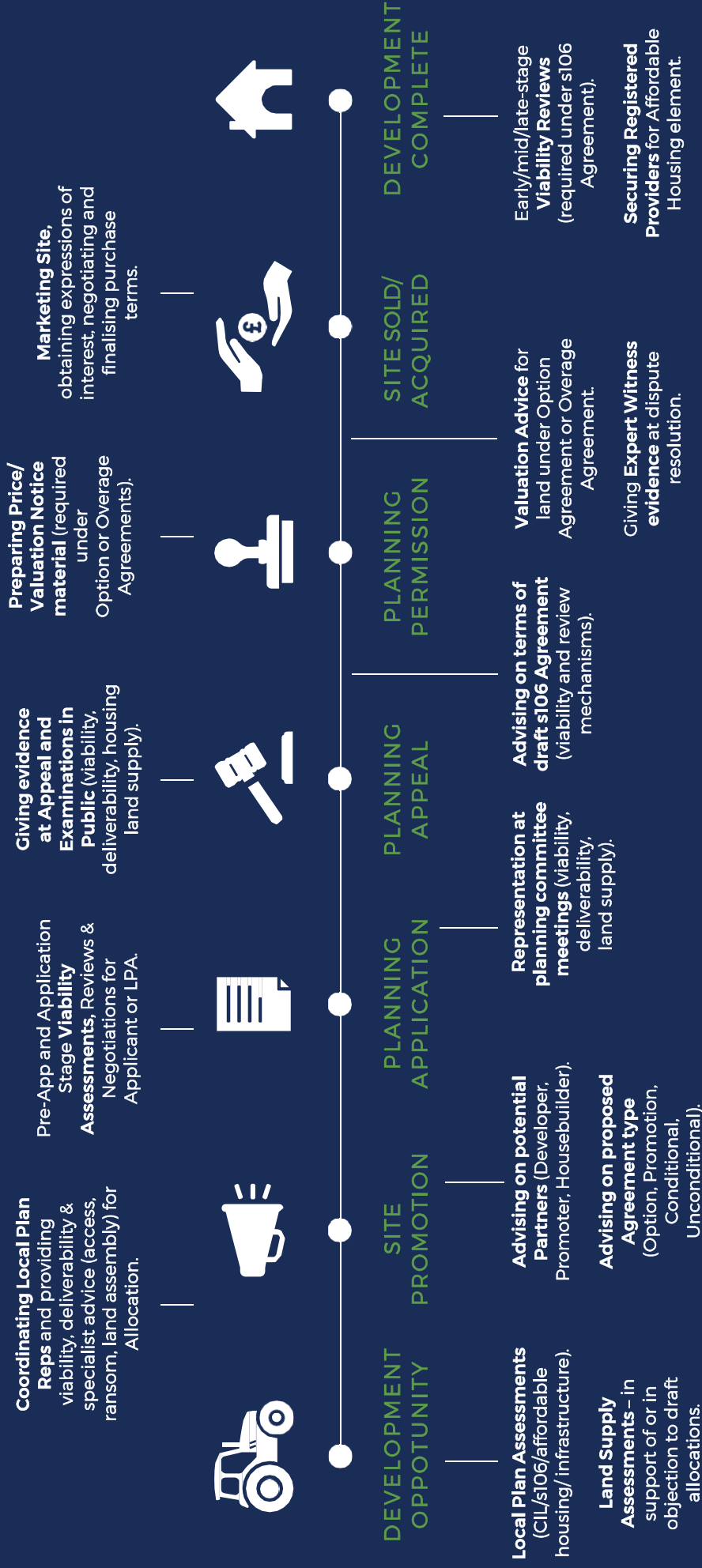
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DEVELOPMENT CONSULTANCY SERVICES

OVERVIEW OF SERVICES



DEVELOPMENT VIABILITY

NATIONAL VIABILITY ADVICE

We provide viability advice to a wide range of clients at all stages of the development process - from securing draft allocations to structuring and undertaking review mechanisms. A selection of case studies are summarised below:

Woolwell, South Hams Barwood

Viability advice on a 1640 unit application and Southwest Devon Councils adjoining 360 unit site, subsequent viability negotiations and s106 advice.

Guildford Train Centre, Guildford Solum

Viability advice provided to the applicant and agreed with the Council to deliver 438 dwellings including shared ownership and 45,000 sqft of commercial uses.

Melton North Sustainable Neighbourhood Barwood, Taylor Wimpey & William Davis

Viability advice agreed with the Council for 3 consortium members to deliver c.1230 units.

Lea Halls, Luton Valorem Investment Partners

Viability assessment & negotiation for a 132 unit conversion scheme with viability evidence provided at public enquiry.

North Horsham, Horsham Legal & General

Viability and s106 advice on a 2,750 unit scheme including viability review analysis and negotiations.

Brooklands College, Surrey CALA

A Facilitating Development of 320 dwellings, which cross-subsidised the existing college refurbishments, a listed building and various new facilities.

Baldock, North Hertfordshire Chalkdene Developments

Viability agreed on appeal which allowed the delivery of 52 residential dwellings.

Winnycroft, Gloucestershire Barwood Homes

Viability advice concerning a 420 unit scheme with viability evidence provided at appeal following refusal.

Cardington, Bedfordshire Gallagher Developments

Viability advice and assessment to support an application for a 592 unit scheme.

Long Lawford, Warwickshire Bloor Homes

Viability submission for a 149 unit scheme with evidence given at public inquiry in relation to viability and deliverability.

Norton Street, Nottingham Hyson Green Developments

Student housing development of 580 rooms where viability was agreed with the Council in the form of a commuted sum payment in-lieu.

Hawksley Bungalows, North Hertfordshire Lovell Partnership

Viability advice provided on an estate regeneration scheme consisting of 157 units.

GARDEN VILLAGE VIABILITY

VIABILITY / DELIVERABILITY ADVICE FOR LARGE, PHASED GARDEN VILLAGES

We advise across the full spectrum of development sites - from small brownfield sites to large strategic and garden village development. We have a comprehensive range of experience across the country on advising on some of the largest and most prominent applications.

Gillston Garden Village, Hertfordshire Places for People

Viability advice for an 8,500 unit garden village scheme comprising six villages, subsequent viability negotiations and advising on review mechanism structure.

Ipswich Garden Community Crest Nicholson & Mersea Homes

Viability advice and review mechanism negotiations for outline planning applications comprising 2,290 dwellings.

North Ashchurch Garden Community, Tewkesbury Bromford Housing Group

Viability advice for up to a 10,000 unit Garden Village scheme of six phases including various mixed uses and employment land.

Tending Colchester Garden Community Clarion

Viability advice for a 7,750 residential unit scheme comprising six phases and negotiations with Council.

Chilmington Green Hodson Developments South Ashford Garden Community

Viability advice and review mechanism structuring for a 5,750 unit scheme. Undertaking the first viability review.

Kingsnorth Green Malcom Jarvis Jones and Pentland Homes South Ashford Garden Community

Viability advice and review mechanism structuring for a 550 unit scheme, giving evidence at appeal.

Court Lodge Hallam Land South Ashford Garden Community

Viability advice for a 1,000 unit scheme and giving evidence at a public inquiry.

Chelmsford Garden Community Ptarmigan Land, Countryside & Halley Developments.

Providing viability and deliverability advice to secure allocation for 6,250 dwellings and coordination of the Infrastructure Delivery Plan.

LONDON VIABILITY

VIABILITY ADVICE WITHIN GREATER LONDON

We have provided viability advice all over London working on a wide range of sites, from single dwelling conversions to over 900 unit brownfield regeneration schemes and have an extensive understanding of dealing with the different London Boroughs as well as the Greater London Authority. See a sample of case studies below:

Manderson House, LB Brentford Blackoynx

Viability advice provided for a 111 unit flatted development.

Mayday Road, LB of Croydon Aitch Group

Viability advice regarding a 57 unit BTR scheme. Viability agreed on appeal through a S73 application.

College Towers, LB Croydon Croydon Council

Reviewing submission for a 937 unit scheme comprising a mixture of co-living and shared ownership dwellings.

New Malden, Royal Borough of Kingston- upon-Thames Redrow Homes

Initial viability assessment for 15 storey 456 unit scheme and advice for a review mechanism.

Homebase – North Finchley, LB Barnet Taylor Wimpey

Viability advice on 149 units with associated community and amenity uses.

Riverside Approach, Barnet Council & Buoygues UK

Viability advice regarding a large 359 unit home and community focused regeneration.

Woodcote Grove House, LB Sutton Sutton Council

Advice on the renovation of a Grade II listed building and the delivery of 69 additional assisted living units.

Oxgate Farm, London Borough of Brent JPD Corporation Ltd

Viability advice on enabling development and conservation deficit for a Grade II** listed house.

Sedgewick Street, LB Hackney Nudo Properties

Extensive viability advice provided for a 245 unit flatted development.

Dawlish Studios, LB Merton Goldcrest

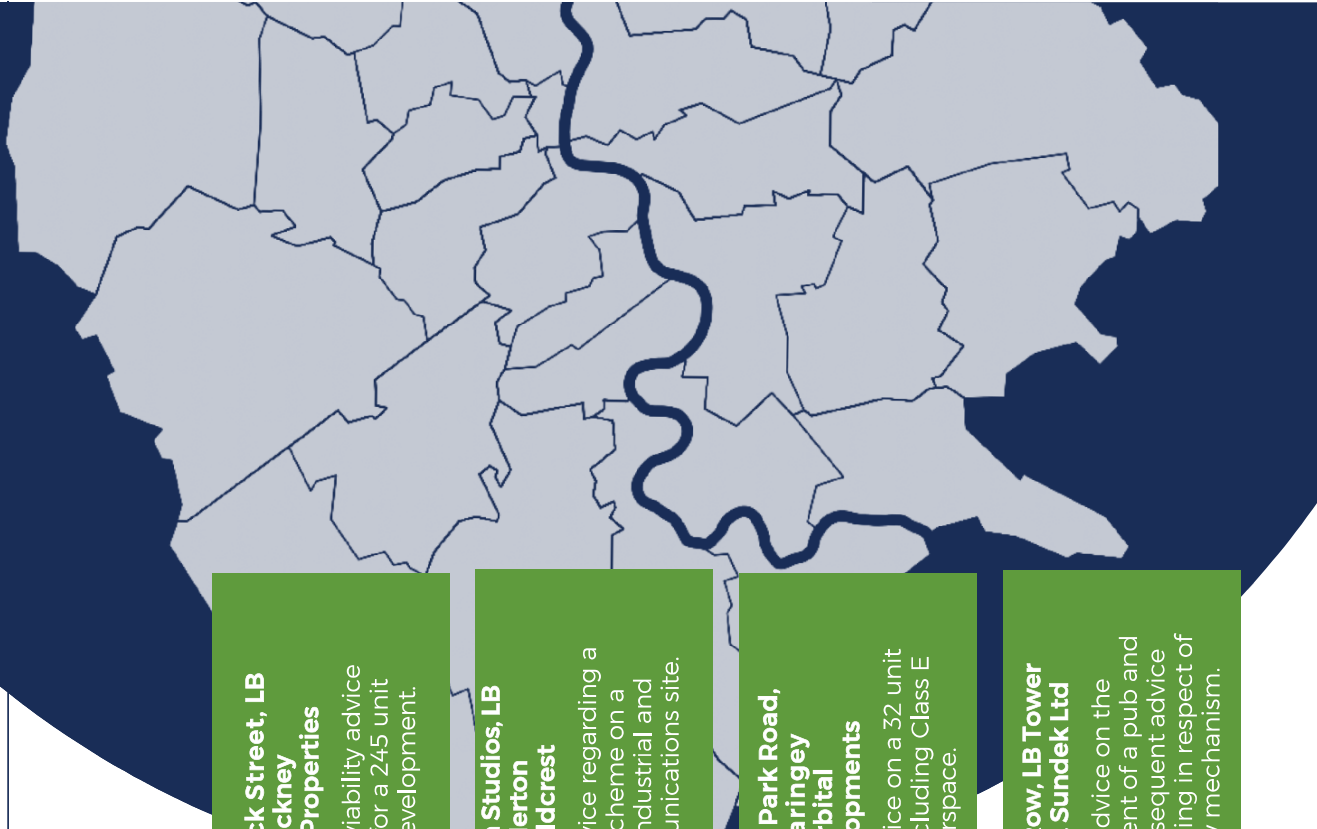
Viability advice regarding a 12 unit scheme on a formed industrial and telecommunications site.

Hornsey Park Road, LB Haringey Orbital Developments

Viability advice on a 32 unit scheme, including Class E floorspace.

24 Naval Row, LB Tower Hamlets, Sundek Ltd

Viability advice on the redevelopment of a pub and 8 units, subsequent advice on s106 drafting in respect of the review mechanism.



OPTION / OVERAGE ASSESSMENTS

VALUATION ADVICE FOR OPTIONED PROPERTY

We regularly provide valuation advice to landowners and developers on land controlled via option/overage agreements. Such advice is provided at different stages; when the agreements are being drafted, within price / valuation notice submissions or as Expert Witness evidence during dispute resolution proceedings.

Stratford-upon-Avon, Warwickshire L&Q Estates

Valuation advice and Expert Witness submissions relating to a 270 unit development.

Backwell, North Somerset Taylor Wimpey

Valuation advice on a 60-unit scheme on a c.6-acre site where the land was under an Option Agreement.

Romsey Avenue, Fareham Foreman Homes

Valuation advice on a 255 unit scheme, incorporating the deductions set out in the Option Agreement.

Swindon New Eastern Villages, Wiltshire Taylor Wimpey/Hallam/Hannick

Valuation advice and negotiations with multiple landowners for a 375-acre site delivering 2,380 units.

Tonbridge, Kent Hallam Land Management

Advice provided on a 125 unit scheme controlled under Option Agreement, prior to planning permission.

Keyworth, Nottinghamshire Bloor Homes

Preparing appraisals for Price Notices and producing Expert Witness reports, leading to a Negotiated settlement.

Maidstone, Kent Bellway Homes

Valuation advice relating to a 421 unit scheme where the land was controlled under Option Agreement.

Wavendon, Milton Keynes L&Q Estates

Detailed advice concerning value & cost equalisation mechanism relating to 327 acre "jigsaw" site.

Faygate, West Sussex Crest Nicholson

Advice in respect to Phase 1D of the 2,500 unit scheme and providing Expert Witness evidence to Overage.

Aylesbury, Buckinghamshire Ashfield Land

Advice to the landowner concerning a 2,450-unit scheme extending to 750 acres. Negotiated settlement reached during dispute resolution.

Bishops Stortford, Hertfordshire Developer Consortium

Detailed advice concerning a 2,065 unit scheme, relating to initial sale, Land Swap Arrangement and Overage.

Pease Pottage, West Sussex Thakeham Homes

Providing valuation advice in respect of a 600 unit scheme outside of the dispute resolution clauses within the agreement.

ADDITIONAL SERVICES

FURTHER DEVELOPMENT CONSULTANCY

We also provide advice to clients throughout the development process. This includes making local plan and CIL representations, undertaking land supply assessments, advising landowners throughout the planning process, bringing sites to the market, negotiating terms and identifying Registered Providers for affordable housing acquisitions.

Nuneaton and Bedworth North Warwickshire & South Leicestershire College

Analysing the Borough Council's 5-year housing land supply.
Assessing the deliverability of major pipeline sites exceeding 100 units.
Providing evidence relating to our land supply analysis, given at Appeal.

Wellingborough Redrow Homes & others.

Comprehensive review of the Borough Council of Wellingborough's 5 Year Housing Land Supply.
Reviewing delivery across major development sites delivering c.7,400 units.
Providing evidence in support of planning applications at several Appeals.

Shenfield, Brentwood Croudace Homes, Redrow Homes, Stonebond Properties & Countryside Properties

Representations in regard to the Brentwood CIL Examination for the Officer's Meadow Consortium.
Viability testing of the proposed CIL charges.

Toads Hole Valley, Hove Private Landowners

Marketing the site to a selected group of developers and promoters.
Assisting with the negotiation of the Heads of Terms with the selected bidder.
Providing development consultancy advice throughout the entire planning process.

Royal School, Hindhead United Learning

Marketing the site to a selected group of developers/promoters.
Shortlisting offers and advising our client on the best structure of purchase.
Negotiating the Heads of Terms and terms of a conditional contract.

Banky Field, Ticehurst Private Landowners

Marketing the site with Outline Planning Permission.
Approaching identified housebuilders and registered providers to request bids.
Advising on the structure of purchase and the Heads of Terms.

CLIENTS

A SELECTION OF OUR CLIENTS

Bellway

Places
for People

MAIDSTONE
Borough Council



Lands Improvement

miller homes



WELBECK LAND

BLOOR HOMES



Hallam Land
Management

Urban&Civic

Taylor Wimpey



Barratt
Redrow

CALA
HOMES



CLARION
HOUSING GROUP

CROYDON
www.croydon.gov.uk

BARWOOD
LAND



THAKEHAM
HOMES

Vistry Group



Persimmon
Together, we make your home



CREST
NICHOLSON

a2dominion
group



"Having worked very successfully with Turner Morum for over 10 years I would highly recommend them. They are highly experienced experts in large scale strategic sites and deliver their services in a very professional way, always meeting tight deadlines whilst offering very good value for money."

Martin Cumberworth Director, (Strategic Land and Development, Bloor

"Gallagher Developments have been working alongside Turner Morum's high professional team across a wide range of our strategic land developments for a number of years. The Team at Turner Morum have always produced an exceptional quality of work, in a timely manner, which has been an essential part of our success in progressing our sites through the planning process and securing the most optimal and deliverable consents to the market."

Chris McTague Technical Director, Gallagher Developments

Their understanding of valuation and viability matters is second to none, consistently balancing technical rigour with commercial pragmatism. Whether advising on strategic land, navigating complex planning scenarios, or delivering Expert Witness evidence, Turner Morum always operates with diligence and clarity. Their responsiveness and ability to meet tight deadlines make them an invaluable partner, and I would highly recommend their services to any organisation seeking trusted development consultancy."

Julian Rooney Chief Sales Officer, Thakeham

"We have instructed Turner Morum on a range of sizes and types of schemes over a 10-year period. All members of their team work to the same ethos of providing a diligent, professional and ultimately helpful service. We have always received good advice, presented in a coherent way."

Andy Birch Director, Hallam Land Management Limited

TEAM



**THOMAS HEGAN MRICS APAEWE
PARTNER**

th@tmllp.co.uk 020 7668 3414

Tom specialises in providing viability and valuation advice on key strategic sites. Tom regularly provides Expert Witness evidence at Planning Appeals and Inquiries, Arbitrations and court cases covering a wide range of sites all over the country. Tom is an accredited Expert Witness with the advanced award in Expert Witness Evidence and an RICS Registered Valuer.



**NICK BIGNALL MRICS
PARTNER**

nb@tmllp.co.uk 020 7668 3405

Nick is a specialist in residual valuations, cashflow appraisals, review mechanisms, land supply assessments and Infrastructure Delivery Plans. He has extensive viability experience in Greater London and provides Expert Witness evidence for Local Plans, Planning Appeals and valuation disputes.



**RAMSAY EVANS MRICS MCIArb
PARTNER**

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Ramsay advises a range of clients on the value and viability of development land across the country. He regularly provides Expert Witness evidence as a RICS Registered Expert Witness within planning appeals, independent expert determinations & arbitrations, and is also a Member of the Chartered Institute of Arbitrators.



**KAT SEAGER MRICS
ASSOCIATE**

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Kat specialises in development appraisals and financial modelling, advising a large range of clients for both viability and valuation exercises across the UK. She holds the RICS Expert Witness Certificate.



**BARNEY HUMPHREY
SURVEYOR**

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Barney primarily works on development appraisals and associated analysis for residential-led schemes, as well as valuation and market research.



**HANNAH VENNER
SURVEYOR**

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Hannah's role is assisting the Partners with development appraisals for viability and valuation exercises across the country.



**JOHN TURNER MRICS
CONSULTANT**

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John has extensive experience in providing an array of clients with valuation, viability & specialist advice and has advised on several of the country's largest sites.