



# PROPERTY & THE PUBLIC SECTOR.

**Knight Frank**





# INTRODUCTION

Current economic realities have brought public sector property into critical focus. Effective planning and maximising efficiencies are fundamental estate objectives.

Core services must continue to be delivered, towns and cities continually need regeneration and there is an ongoing need to enhance the quality of the working and physical environment for all.

Whether an asset or a liability, your property will generate different needs. At Knight Frank our role as your adviser is to appraise and present the appropriate options to enable you to determine the most effective strategy.

As a multidisciplinary practice we are able to deliver tailored solutions that meet the lasting needs of the public sector across the UK. Our reputation for uncompromising professionalism and integrity in everything we do has made Knight Frank the adviser of choice to the Public Sector for decades.

# UK OFFICE NETWORK

## UK OFFICES

Including:

### England

- ◆ Birmingham
- ◆ Bristol
- ◆ Exeter
- ◆ Leeds
- ◆ Liverpool
- ◆ London
- ◆ Manchester
- ◆ Milton Keynes
- ◆ Newcastle
- ◆ Sheffield

### Scotland

- ◆ Aberdeen
- ◆ Edinburgh
- ◆ Glasgow

### Wales

- ◆ Cardiff



# KNIGHT FRANK

Knight Frank is the leading independent property advisor in the UK and has provided comprehensive estates services to public sector clients for over 40 years.

Our dedicated public sector team is complemented by a network of experienced market specialists, who cover all areas of the Commercial, Residential and Rural property sectors.

Be it formulating estate strategies for more efficient service delivery, structuring innovative partnerships with the private sector, or assisting in steering a path through emerging policy in planning or procurement, Knight Frank's experience and spread of expertise makes us the consultant of choice to public sector bodies across the UK.

# ESTATE STRATEGY & ESTATE MANAGEMENT

Ensuring the best use of public sector property assets might seem simple in theory but in practice is not quite so straight forward.

Whilst recent government initiatives have brought this issue into much sharper focus, we have been addressing the principles of an effective estate strategy with our clients for a long time.

An ability to bring together seemingly disparate organisations and identify synergies is an important part of our approach. However, equally important is bringing analytical solutions to portfolios and individual properties, arriving at an appropriate strategy which can then be implemented effectively.

## **Our services**

- ◆ Utilisation and Performance Analysis
- ◆ Building Surveying
- ◆ Workplace Consultancy (advice on effective space planning, design and project management)
- ◆ Planning
- ◆ Valuation
- ◆ Treasury Green Book Appraisals
- ◆ Option Studies
- ◆ Financial Analysis



## Case Study

### Westminster City Council



### City of Westminster

Knight Frank holds a 5-year commission from Westminster City Council to provide Management, Valuation, Transactional and Advisory Services.

Aside from general day-to-day management, rent reviews, lease renewals and valuations, we have provided strategic advice on the Council's future office needs and ability to rationalise its estate, as well as development advice in respect of potential surplus assets.



# REGENERATION & DEVELOPMENT

Major redevelopment and area-wide regeneration is a long and complex process. Even at times when economic circumstances do not favour immediate development, there is still a need to identify and scope potential projects, to put appropriate policy in place and to assess delivery and procurement strategies.

Innovative partnerships with the private sector (e.g. JVs, LABVs) often need to be investigated, alongside more tried and tested partnership arrangements such as development agreements or straightforward disposal. The approach taken will depend on the body's specific needs, objectives and attitude to risk. More innovative funding arrangements, such as TIFs, Prudential borrowing or the delivery of infrastructure, may also be considered.

## **Our services**

Our regeneration and development services cover all aspects of the development lifecycle including:

- ◆ Research
- ◆ Masterplanning and Policy Formulation
- ◆ Viability Assessments
- ◆ Land Assembly and Compulsory Purchase
- ◆ Procurement
- ◆ Development Consultancy
- ◆ Partnership Agreements
- ◆ Section 106 Agreements and Affordable Housing



## Case Study

### Daventry District Council



Knight Frank is currently advising on a number of key strategic sites in and around Daventry town centre.

Our work there includes advising on development agreements for two related sites, which will deliver in excess of 20,000 sq m of food and non-food retail development.

Other services that we are providing include support with masterplanning and viability, as well as delivery advice on a major residential and employment scheme around a new canal basin.



# PROJECT IMPLEMENTATION

To ensure effective property and asset strategies result in a successful outcome, a rigorous approach to implementation is essential.

Be it buying or selling property at preferred or optimum prices, achieving maximum efficiencies from workplace design and space planning, procuring fit-outs at best price and on schedule, or steering legal advisors in appropriately commercial directions, Knight Frank's full service coverage enables us to ensure that theory turns into reality.

## **Our Services**

Areas where Knight Frank can consistently support and add value include:

- ◆ Business Cases
- ◆ Office Relocations
- ◆ Construction Surveys/Lifetime Cost
- ◆ Acquisition/Disposal
- ◆ Procurement Strategy
- ◆ PPP Consultancy
- ◆ Development Monitoring
- ◆ Best Value/S.123 reports



## Case Study

### London Borough of Newham



Knight Frank advised the Council on options to rationalise accommodation for back office staff who were occupying 21,000 sq m across 24 freehold and leasehold buildings.

Ultimately our advice led to the purchase of Building 1000 at The Royals Business Park, having worked closely with the Council and provided a number of services including strategic consultancy, office agency, valuation, planning and building consultancy.



Building 1000, The Royals Business Park

# WHY KNIGHT FRANK

## **Established Commercial & Residential heritage**

We appreciate that the range of services required by the public sector is by no means restricted to strategic advice in respect of its own property occupation or delivery of development. The public sector is a major owner of property and as such will require access to a full range of advisory skills.

Knight Frank is a market leader across both the Commercial and Residential property sectors and in addition to covering offices, retail and industrial assets, we also deal with more specialist property types such as affordable housing, healthcare, rural property, student housing, hotels and leisure.

## **Committed to the Public Sector**

With over 40 years experience of working alongside the public sector, Knight Frank was the first independent property adviser in the UK to establish a dedicated public sector team 20 years ago.

As a Partnership we are intrinsically linked to the success of our business and as such attach great importance to our partners taking a hands-on approach to service delivery. The breadth of knowledge and experience of the team means that we have a genuine understanding of the public sector which enables us to provide you with a truly comprehensive and tailored approach.



## Appointed to Government Frameworks



Homes &  
Communities  
Agency

MPA

Metropolitan Police Authority



Transport  
for London

At Knight Frank we understand that now more than ever efficient work practices and value for money are the principal priorities for all public sector clients, with the recruitment of external consultants being dependant on genuine added value and identification of visionary solutions.

We are appointed to the Estates Professional Services Framework administered by Buying Solutions, part of HM Treasury. We have also been selected onto a number of Public Sector panels including the Homes and Communities Agency, London Development Agency, Royal Mail, Transport for London and BiS.

With procurement of advisers becoming increasingly complex and time consuming when resources are tight, as panel members, we are able to work with you without the need for further tendering. This will enable you to demonstrate both quality of service and value for money.

### Market intelligence

Working with both the private and public sector, we benefit from up to the minute market information and the contacts to convert this into advantageous projects and guidance for our clients. Providing expert advice, practical support and with a proven track record, our reputation as a trusted adviser is earned in everything we do.

# CONTACTS

The Partners listed below all specialise in providing advice to the public sector and are integrally involved in all projects that we undertake. Together with their team, they co-ordinate and manage all projects, drawing on the full range of specialist skills that Knight Frank has to offer.



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More detailed coverage of our public sector services can be found at our website, along with articles on key issues affecting the sector today and details on a range of recent projects.

**[KnightFrank.com/Publicsector](https://www.knightfrank.com/Publicsector)**



## About Knight Frank

Knight Frank LLP is the leading independent global property consultancy. Headquartered in London, Knight Frank and its New York based global partner, Newmark Knight Frank, operate from 209 offices, in 47 countries, across six continents. More than 6,840 professionals handle in excess of US\$755 billion (£521 billion) worth of commercial, agricultural and residential real estate annually, advising clients ranging from individual owners and buyers to major developers, investors and corporate tenants.

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