



# Hotel and Hospitality Services

# About Us

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At GL Hearn we are seeing continuous growth in the hotel investment and development markets. We act for investors, developers and occupiers across the UK undertaking the following broad services:

- **Pre-acquisition due diligence advice** – establishing the lawful planning position with assets before purchase and using this information to identify opportunities;
- **Financial appraisals and feasibility studies** – providing early advice on asset management and development opportunities;
- **Asset management**– using our expert knowledge of the planning process to advise clients on asset enhancement strategies, then preparing and submitting planning applications; and
- **Planning Consultancy** – leading clients and project teams through the planning process to secure planning permission for development. This role includes negotiation with planning authorities to secure the optimum planning permission for our clients, including negotiation of CIL and Section 106 Agreements.

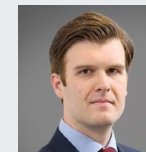
As part of Capita Real Estate and Infrastructure GL Hearn is able to draw upon the full range of property consultancy services to meet business needs. Our aim is to provide the services required throughout a property's life cycle. Examples of the services we can provide are:

- Architecture and design
- Project and Construction Management
- Development consultancy
- Engineering services
- Financial Viability
- Investment advice
- Development Funding
- Asset Management

For more please do take a look at the following examples of our projects



**Ben Wrighton**  
Head of Commercial Planning  
M +44 (0)7557 430670  
[ben.wrighton@glhearn.com](mailto:ben.wrighton@glhearn.com)



**Chris Benham**  
Associate Director, Commercial Planning  
M +44 (0)7834 534536  
[chris.benham@glhearn.com](mailto:chris.benham@glhearn.com)

# Case Studies

## Union Hanover Securities, London

Within the International Quarter, Stratford, planning advice was provided for a 249 bedroom boutique hotel and a 137 room Adagio aparthotel. The scheme comprises a 27 storey tower. The team project managed the application and design process; negotiating with London Legacy Development Corporation, London Borough of Newham, and neighbouring key stakeholders.

The team subsequently achieved planning permission for a different hotel brand on the same site which is to be delivered from 2017.



## SACO, London

The team is currently advising SACO on the redevelopment of an existing office building to create an aparthotel (circa 104 rooms). The site is tightly constrained by Listed Buildings (including Grade II\*) and due to its dense urban location, daylight and sunlight and other residential amenity aspects have been addressed fully. Determination is expected in Spring 2017.



## NewRiver REIT, Burgess Hill

The team has secured full planning permission for the redevelopment of the Martlets Shopping Centre. The proposal will deliver 142 residential units, a 10 screen cinema, 63 bed Travel Lodge hotel, 14,500sqm of retail floorspace and a replacement library. Phasing of the Shopping Centre's redevelopment and the necessity to limit the disruption to existing trade within the Centre was a key consideration in developing the planning strategy for the proposal.





## Case Studies

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### NewRiver REIT, Cowley

A planning application was submitted in late 2016 to regenerate the Cowley District Centre, Oxford. The proposals include mixed-use and phased development comprising: 225 residential units; 71 bed hotel; and retail with associated parking and extensive public realm and highways improvements.



### Rivington Land, Chester

The team has secured planning permission on behalf of the Council in late 2016 for a major redevelopment project in central Chester known as Chester Northgate. The consented scheme contains circa 80,000 sq m of retail-led mixed use development, including up to 120 new homes in the heart of the historic city centre. The scheme includes the relocation of an existing 167-bed Crowne Plaza hotel as a first phase of development.



# Case Studies

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## SACO – General

The team is currently advising SACO on a number of aparthotel opportunities across the UK. Typically these projects include the loss of employment space and negotiation with planning authorities to agree an appropriate and viable mix of uses including restaurants, retail and workspace.

## Idé Real Estate, Central London

The team is currently advising on several hotel development opportunities for Idé Real Estate in central London. One of the schemes is to be a 130 bed boutique hotel, incorporating a high quality restaurant, and reinstating the original use of a Grade II Listed Building to create a unique hospitality experience.

## One Housing Group, Central London

Planning permission was secured (in part retrospectively) in 2016 for SoHostel on Dean Street for One Housing Group Use of part basement to fourth floors as a backpackers' hostel with ancillary coffee shop, and the creation of a roof terrace on fifth floor level.



# Case Studies

## John Laing Investments, Cambridge

In 2014, the team secured planning permission at Cambridge Biomedical Campus for a mixed use scheme comprising 198 bed executive hotel for Crowne Plaza with 900 delegate Conference Centre, education centre for Cambridge University, and a private hospital.



## Vastint, East London

The team secured outline planning permission for a major mixed use scheme at Sugar House Lane. The proposals include a new 350 bed hotel as part of proposals in a historically sensitive location. The process of reserved matters for the phased scheme is ongoing.



## Park Plaza, Waterloo - London

ESA have recently completed a back-to-frame and extended redevelopment of a former 1960s office building which sees it transformed into a vibrant full-service hotel with restaurant, bar conference and spa facilities. Hercules House has been designed to form its own distinctive character and feel, and whilst being recognizable as a Park Plaza Hotel it will have an identity that relates, integrates and invigorates the local area. The project was completed in 2016.





## Case Studies

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### **Park Plaza, Millbank - London**

ESA has delivered the extension and re-cladding of Park Plaza's Riverside Hotel.

The proposal re-clads the existing hotel to better reflect the riverside setting and the sites historic links with Royal Doulton. In parallel with the facade replacement the hotel has also been extended by six floors - delivering around 150 additional rooms and a series of roof top pocket gardens. The building was completed in 2016.



### **Park Plaza, Western Avenue Hotel, London**

ESA commissioned by Park Plaza to develop and deliver a new hotel concept which would allow Park Plaza to continue its commitment to delivering contemporary hotels of high quality designs but on challenging sites outside urban centres.

The Park Plaza ethos is to provide its guests with exceptional rooms and public spaces within excellent buildings for an extremely reasonable cost and our concept has enabled the company to successfully implement this approach on this demanding arterial gateway site.

The project is intended to be the first of a number of complementary schemes which will adopt a similar approach to construction and delivery. The development was completed in 2016.





**GL Hearn**  
Part of Capita Real Estate

280 High Holborn  
LONDON WC1V 7EE

T +44 (0)20 7851 4900  
[glhearn.com](http://glhearn.com)