We create tomorrow’s prosperous and connected places
"GL Hearn provided VSM with excellent, integrated advice in relation to planning, viability and affordable housing issues relating to our proposed mixed use development of New Covent Garden Market to include 3,000 homes and tall buildings (up to 54 storeys). GL Hearn worked closely with the consultant team and maintained excellent relationships with planning officers to maximise the development potential of the site within the required timescales, resulting in LB Wandsworth being minded to grant the largest development ever proposed within LB Wandsworth."

Colin Darby, Planning Manager
St. Modwen Properties PLC
INTRODUCTION

GL Hearn – part of Capita Real Estate & Infrastructure is one of the UK’s leading property and planning consultancies providing commercially driven advice to developers, investors, occupiers and public sector clients and partners.

London development is one of our core areas where we advise in all 33 boroughs in consultation, where necessary, with the GLA/TFL, across all commercial sectors.

We recognise that the opportunities, challenges and complexities in London are unique and offer strategic insights to shape development and deliver place-based strategies.

We are development enablers who provide innovative and enterprising advice by bringing together our specialist skills to enhance value reaching back into our wider capability and capacity provided by our multi-faceted Capita parent company.

Local knowledge is key to our approach and we pride ourselves on our extensive and effective relationships with key stakeholders across the capital. This is typified by our ground-breaking research on planning performance in London, undertaken with the private and public sectors, and our annual tall buildings research.

We offer a fresh approach to partnering and delivery.

Stewart Murray
Head of Development Group
“GL Hearn has been providing CLS Holdings with expert and reliable commercial planning advice for over four years across a number of our central London properties. The team at GL Hearn has delivered some key planning permissions across the portfolio. We were delighted to achieve planning permission in May 2012 for our Spring Mews development in Vauxhall, which is now completed, closely followed by our flagship Vauxhall Square development proposals in December 2012. GL Hearn worked hard to negotiate and steer these two complex schemes through a challenging planning environment to reach a successful conclusion in both cases. GL Hearn continue to advise us on the Vauxhall Square proposals and are bringing forward amendments to the scheme in response to changing commercial requirements. We are delighted with the service GL Hearn provide and I would not hesitate to use them on future projects.”

Simon Wigzell, Head of UK Property
CLS Holdings
As part of Capita Real Estate and Infrastructure, GL Hearn is uniquely placed to offer an unparalleled suite of services to support our clients’ business goals. Our consultancy services benefit from the insight of Deborah McLaughlin, Head of Housing Delivery and Strategy. Deborah joined GL Hearn from the Homes and Communities Agency where she was most recently Executive Director for the North West, and Stewart Murray who was formerly the Chief Planner at the GLA has extensive experience in the London Metropolitan area.

**Our defining principles are:**

- Understanding specific client goals and objectives
- Our teams of over 130 professionals within the Development Group provide an unparalleled integrated service
- Excellent value for money
- Powerful local insight with extensive national footprint
OUR SERVICES AT A GLANCE

DEVELOPMENT PLANNING
Securing planning permission is about understanding the complexity of planning in London and negotiating effectively. As well as being leading professionals in the field of development planning, we offer a “combined intelligence” approach to the delivery of complex development projects. We also have specific expertise in protecting and enhancing value by pro-active asset management. Services include:
- Planning appraisals
- Project management of planning applications and appeals
- Supporting assessments (retail, economic, regeneration, consultation)
- Development plan advice
- Planning obligations and Community Infrastructure Levy (CIL) advice
- Environmental impact and sustainability assessments

STRATEGIC COMMUNICATIONS
Our objective is to ensure the planning committee delivers the right result. We do this through focusing from the outset on the politics at the highest level and delivering community engagement exercises that demonstrate broad consensus. With a thorough understanding of how London politics works, combined with the know-how required to bring communities on board, we have delivered results across the capital. Services include:
- Political intelligence and liaison
- Community and stakeholder engagement
- Media relations
- Public consultation
- Community campaigning

RESIDENTIAL DEVELOPMENT
Our objective is to maximise the value of our clients’ assets by creating the optimum, market facing, viable product. Services include:
- Unit mix and size recommendation
- Rate of sale and values
- Unit optimisation / rationalism
- Specification development
- Value engineering

NEW HOMES AGENCY
Our team is built of professional individuals with client side experience who understand the importance of presenting your development to the target buyer group in the most appropriate form. Services include:
- Full sales and marketing service
- Pricing strategy and advice
- Site sales management and show house design
- Marketing materials and strategies
- Brand protection

HOUSING STRATEGY
Deborah McLaughlin heads the national approach to Housing Strategy and Delivery. Leading an experienced team of housing sector specialists, at GL Hearn together with Capita Real Estate and Infrastructure, Deborah is creating stronger collaborations and partnerships to achieve increased housing delivery across the UK.
- Driving change and innovation
- Building high performing collaborative teams
- Pro-active supportive development for housing
- Securing beneficial partnerships across sectors
“I found GL Hearn to be responsive and client focused with a keen eye for detail as well as having the ability to think and advise strategically through the planning process. Guinness Trust are delighted with the outcome.”

Raj Upadhyaya, (then) Group Investment Director
Guinness Trust

“GL Hearn’s Strategic Communications team has assisted us effectively on a number of sites in a range of London boroughs; the effective mix of strategic political advice and on the ground relationship building has resulted in our projects securing strong local support where we might not have expected it. They’re an excellent fit for our business and a team we will continue to use.”

Tom Pocock, Managing Director
Berkeley Homes (Urban Developments) Ltd

“GL Hearn’s integrated approach to planning and communications is proving invaluable; rather than treating officers and members separately, we engaged fully with both at the same time and have been able to develop strong relationships which have influenced the Council’s approach and ensured we have unified support across the organisation.”

Russell Bereford, (then) Development Manager
Hammerson
"The team at GL Hearn has provided a range of consultancy services for our Highams Green major mixed-use project - from its initial feasibility through strategy and guidance to delivery. Their professional and skilled approach has contributed significantly to the success of this project and the delivery of new homes and our store in 2012. GL Hearn has taken a commercial approach delivering implementable planning as well as contributing to good design. Their approach has added value to the return on capital.”

Steve Akeju (then)
Spenhill Developments

"We have worked with GL Hearn’s planning team since our inception and have been delighted with their commercial approach and insightful understanding of the retail planning market. We use GL Hearn for a wide range of planning services including advising us about policy opportunities and risks and getting planning permission for our development programme”

Nick Sewell, Director
NewRiver Retail

"I have worked closely with GL Hearn on the CPO strategy for the regeneration of Brent Cross Cricklewood and I found their approach to be engaging, thorough and professional in their dealings with the client team, Local Authority and landowners. On what is a complex project the advice provided has enabled us to progress on the basis of a clear and concise strategy which is a crucial step towards the successful delivery of the project”

Mike McGuinness, Development Director
Hammerson
OUR SERVICES AT A GLANCE

LAND ASSEMBLY
We act on behalf of developers and public bodies negotiating site assembly and where required advising at an early stage on preparing for the use of CPO. We can advise throughout the land assembly process, whether or not CPO powers are ultimately required. Services include:
• Preparing property costs and estimates
• Strategic advice
• Partnership agreements between developer/authority
• Managing the CPO process
• Negotiating land acquisitions and objections
• Assessing development viability
• Appearing as expert witness
• Settling compensation claims

ECONOMICS TEAM
GL Hearn has a specialist economic consulting team which provides strategic advice and evidence on the need for and delivery of residential, retail and commercial development; and assessment of economic impacts of development projects. We advise both public and private sector bodies. Services include:
• Strategic planning advice
• Evidence – retail, leisure, housing need, employment land studies
• Development plan advice including town centre and regeneration frameworks
• Market demand and financial viability advice
• Five year land supply assessment
• Economic impact assessment

DEVELOPMENT CONSULTANCY
Our Development Consulting team is highly experienced in advising housebuilders, investors, developers, retailers and the public sector, analysing and driving viability into projects and enabling landowners to take informed strategic decisions. Services include:
• Market demand and viability assessments
• Highest and best use appraisals
• Sensitivity analysis
• Affordable housing advice
• Red Book valuations, Green Book reporting
• Development management

DEVELOPMENT AGENCY
Our dedicated Agency team is active in the purchase and sale of development opportunities across London. Services include:
• Opportunity identification (within portfolios or site searches)
• Purchase and sale (unconditional and conditional contracts, land and affordable housing)
• Developer selection, joint venture partnering and procurement (open market and OJEU)
• Structure and negotiation of development documentation including section 106 agreements

NEIGHBOURLY MATTERS
Our Neighbourly Matters team provides a range of services to assist clients with property development. Services include:
• Rights to light
• Daylight and sunlight amenity
• Party wall
KEY FACTS

- **Development specialists** – ‘Top 10 Infrastructure Project In The World’ for The Royal London Hospital, officially opened by Her Majesty The Queen

- **Flagship projects** – advice given on some of the **largest projects in London**, including New Covent Garden Market, Brent Cross and Strand East

- **Residential** – advice given on over **£1bn of residential** in the last year alone in relation to development, planning and new homes

- **Infrastructure** – planning advice provided on **3.5m sq ft of infrastructure** projects in London

- **Retail** – we are the **principal advisors to food retailers** in London

- **Planning** – advice given on around **10% of London’s 436 towers** in the pipeline, including 15 in Vauxhall, Nine Elms and Battersea

- **Development consultancy** – development consultancy advice given on **12,000 residential units in the last 6 months**

- **Public sector and regeneration** – advised around **one third of all London boroughs**

- **Affordable housing** – advised on projects in **every London borough** bar the City

- **Strategic communications** – advice given in **three quarters of London boroughs**

- **Valuation** – advised on a substantial proportion of large scale regeneration schemes in London
We have excellent senior level contacts throughout the London Boroughs and within the Greater London Authority. Boosted by the arrival of Stewart Murray formerly Chief Planner at the GLA, now head of Development group who has extensive knowledge of the London Metropolitan area.
CENTRAL LONDON SELECTED PROJECTS

KEYBRIDGE HOUSE
British Telecommunications Plc (BT)
LB Lambeth

Advised BT on the redevelopment of Keybridge House, an international switching centre located within the Vauxhall Nine Elms Battersea opportunity area. Planning permission granted in 2014 for redevelopment of the site to provide 415 residential units, employment and retail space, new open spaces and land for a 2 form entry primary school.

SOUTHWARK TOWN HALL
Alumno Developments Ltd
LB Southwark

Provision of planning advice to the Council’s development partner Alumno Developments related to the reuse of a redundant town hall predominantly for purpose build student accommodation. The proposals will also include improvements to an adjacent community theatre as well as providing new workshop space.

ST. BARTHOLOMEW’S HOSPITAL, WEST SMITHFIELD
Skanska UK
City of London

Advice in respect to the detailed design of the latter phases of the 60,000 sq m Centre of Excellence for Cancer and Cardiac Treatment. Construction is in three phases to allow the hospital to remain operational throughout the works. The scheme will also provide enhancement to the setting of Henry VIII gate (Scheduled Ancient Monument), Grade I, II* and II listed buildings, the Historic Square and West Smithfield Conservation Area.

CANNON PLACE
City of London

An iconic landmark development of 389,000 square feet. We provided market-leading service delivery solutions and property management services for this world-class office space. Latest engineering designs are integrated into the building.

LOUGHBOROUGH PARK
Countryside Properties and the Guinness Trust
LB Lambeth

GL Hearn led a multi-disciplinary team to secure planning permission for the phased demolition of the existing 390 unit Estate and redevelopment to provide 487 units as an affordable housing-led scheme to re-provide homes for the original residents. The proposals also make provision for a brand new community centre and enhanced public open space. The first two phases have been built and occupied and the final phase is under construction.
100 CHALK FARM ROAD
One Housing Group
LB Camden

Demolition and redevelopment of existing building for a residential-led mixed use development including 63 residential units, office, retail and restaurant uses. The existing building is located within the Regent’s Canal Conservation Area and abuts the Grade II* listed Roundhouse which added an additional element of complexity to an already constrained site.

CLIFFORD’S INN, FETTER LANE
CLS Holdings Plc
City of London

Planning permission granted 2013, and ongoing advice, for part change of use from office to residential, and façade replacement of building within a Conservation Area. GL Hearn has worked closely with officers at the City of London and with residents to overcome initial concerns with the proposals.

KINGS HEALTH PARTNERS CANCER CENTRE AT GUYS
Guy’s & St. Thomas’ NHS Foundation Trust
LB Southwark

Advice in respect to 30,000 sq m Cancer Treatment Centre, Education Centre (for Kings College London) and Private Patient Unit at Guy’s Hospital. GL Hearn services include town planning, neighbourly matters and strategic communications.

NORTHAMPTON ROAD
The Rathbone Trust Company Ltd
LB Islington

Combined planning, viability and communications advice delivered planning permission for a 2,500 sq m office development on a vacant site adjacent to two conservation areas and a Grade 1 listed building. GL Hearn negotiated a significant reduction in section 106 liabilities in order to make the scheme financially viable.

02 CENTRE, WEST HAMPSTEAD
Land Securities
LB Camden

Advising Land Securities on its major leisure and retail asset at West Hampstead. GL Hearn’s instruction is twofold: protect and enhance the existing asset through monitoring development and policy activity and advise on the assets longer-term development potential.

VAUXHALL SQUARE
CLS Holdings Plc
LB Lambeth

GL Hearn obtained planning permission for CLS Holdings plc in 2012 for a mixed use redevelopment including 520 residential units in two 50 storey towers; over 22,000sq.m. office floorspace, two hotels, student accommodation, retail floorspace and a cinema. A number of S73 applications have been secured since and GL Hearn are assisting with the build out including discharge of conditions, S106 and CIL matters.
We are delighted with the decision to grant planning consent for this exceptional scheme. Our design team, including GL Hearn and ARC-ML, have worked hard in a complex planning arena to achieve the consent we desired and in a short space of time when you consider the challenges a scheme of this nature presented.

Andrew Cobden, Vastint UK B.V. Country Manager
Vastint UK B.V.
BRENT CROSS
Hammerson UK, Standard Life and LB Barnet
LB Barnet (RE)

Acting as compulsory purchase advisors on the comprehensive redevelopment of the Brent Cross shopping centre and Cricklewood area. The project consists of a 35,000 sq m extension of the existing shopping centre, together with 7,500 new homes, three new schools, 400,000 sq m of offices, a community hub, as well as major infrastructure work. We are advising Hammerson, Standard Life Investors and Barnet Council on land assembly and compulsory purchase for the initial development phase comprising the Shopping Centre and supporting infrastructure.

BRICK LANE
Endurance Land
LB Tower Hamlets

Redevelopment of a supermarket to provide a new 189 bedroom hotel with ground floor retail on Brick Lane. The site is constrained by its adjacency to neighbouring properties and is in a very sensitive location in terms of heritage given its location within a Conservation Area and proximity to Listed Buildings.

ROYAL LONDON HOSPITAL
Skanska UK
LB Tower Hamlets

Advice in respect to the detailed design of the latter phases of the 170,000 sq m acute hospital. The new hospital provides over 900 patient rooms, a Women & Children’s Hospital, Dental Institute, new square, refurbishment of Grade I, II* and II listed buildings, significant archaeological works plus a helipad for the London Air Ambulance. GL Hearn services include planning and neighbourly matters. The project has been named in the Top 10 Infrastructure Projects in the World and Best New Hospital in the World.

HIGHLAMS PARK
Spenhill Regeneration Limited
LB Waltham Forest

A mixed use regeneration scheme on a former industrial site providing 336 new homes, a supermarket, public amenity space, employment space, 10 small A1-A3 retail units and community space. Providing an integrated approach to planning, residential development, viability, affordable housing and new homes agency advice has seen the scheme successfully implemented and delivered.

STRAND EAST
Vastint UK B.V.
LB Newham

Secured hybrid planning permission (part outline, part full) and conservation area consent for development of new neighbourhood comprising 1,200 new homes, 58,000 sq m of business and commercial space including shops, cafes, restaurants, workshops and community facilities together with a 350 bed hotel.

BEAM PARK
Greater London Authority
LB Barking & Dagenham/LB Havering

Beam Park is a 30 ha GLA owned brownfield site, located in South Dagenham. Formerly part of Ford’s Dagenham manufacturing plant, the sites lies within the London Riverside Opportunity Area with identified potential for over 2,000 homes. We were appointed by the GLA to provide site development capacity testing, viability assessment and marketing and disposal advice. GL Hearn advised the GLA on the acquisition and development of additional sites adjacent to Beam Park.
GL Hearn has provided neighbourly matters on this scheme for over three years, from the initial architectural concept through to construction. Due to the constrained site the neighbourly matters have been extensive and complex. However GL Hearn’s experience and commercial advice meant that the right decisions were made to deliver a challenging programme.
SOUTH AND WEST LONDON SELECTED PROJECTS

NEW COVENT GARDEN MARKET, NINE ELMS
St. Modwen Properties PLC/Vinci (VSM)
LB Wandsworth

GL Hearn with St Modwen have been working on this site from initial concept through to securing planning permission for redevelopment of the Market site and over 3000 residential units including 12 tall buildings up to 54 storeys high; office, retail and community floorspace. We are now assisting with the build out of the development including discharge of conditions, S96a and S73 applications; S106 and CIL matters.

MIDDLESEX BUSINESS CENTRE SITE, SOUTHALL
Hovedean Properties
LB Ealing

GL Hearn co-ordinated the submission of a strategic planning application for a mixed use development within buildings up to 20 storeys in height incorporating 835 residential units, student accommodation, retail, community, commercial and hotel uses. The application is currently under consideration and GL Hearn also provided strategic communications and viability advice regarding the proposals.

TABERNER HOUSE
Croydon Council Urban Regeneration Vehicle (CCURV)
LB Croydon

GL Hearn achieved full planning permission for the redevelopment of Taberner House and The Queen’s Gardens, on behalf of CCURV - a Joint Venture between Croydon Council and John Laing. The proposals comprise the redevelopment of the old LB Croydon Council Offices to deliver a 420 unit residential led mixed use scheme comprising five blocks that range from 6 to 32 storeys.

ST. MARK’S SQUARE, BROMLEY
Cathedral (Bromley) Limited
LB Bromley

GL Hearn provided Daylight/Sunlight and Party Wall advice on this £90m mixed-use PPP scheme which will transform the southern end of Bromley Town Centre. St Mark’s Square will provide a nine screen multiplex cinema, 25,000 sq ft of cafes and restaurants, a 130-bedroom hotel, 200 private and affordable apartments and a new 400 space secure underground car park.

BOLINGBROKE HOSPITAL, WANDSWORTH COMMON
St George’s Hospital NHS Trust
LB Wandsworth

Instructed to maximise disposal value by gaining planning consent for a mixed use medical and residential scheme providing 48 apartments. GL Hearn provided development management, residential design advice, viability appraisals, disposal advice and secured planning and listed building consent within the statutory period. On receipt of planning and establishing the maximum development potential the site was sold to Wandsworth Council at Market Value. The site is now Bolingbroke Academy and is the first free school in South London.
ANNUAL PLANNING SURVEY

Speakers:
Ben Wrighton – Planning Director, GL Hearn
Adrian Penfold OBE – Head of Planning at British Land
Jules Pipe CBE – Deputy Mayor for Planning Regeneration and Skills, Greater London Authority
Simon Gallagher – Planning Director at Department for Communities and Local Government

GL Hearn undertakes the Annual Planning Survey and London-wide research which provides indicators as to how local authorities perform and behave from a planning and development perspective. In particular, the research looks at performance with regard to the certainty, speed and cost of their determination of major planning applications.

The survey is conducted in partnership with the British Property Federation (BPF). Research into Major Applications in London is now in its fifth year. The research also analyses the processing of major applications in Greater Manchester and the Bristol area.

If you believe your organisation would benefit from a more detailed analysis of the results then please do not hesitate to contact: ben.wrighton@glhearn.com

GL Hearn sponsors other industry research, most recently the NLA’s Housing Insight study, and Estates Regeneration Think Tank. Following the publication of the Government’s new national strategy for estates regeneration, Capita Real Estate and Infrastructure announced the formation of a new national Estates Regeneration unit. The unit is headed up by Guy Ingham, Director of Development Consultancy at GL Hearn.
Major Opportunity Search Tool (MOST)
MOST is our bespoke and highly effective search tool that identifies underdeveloped land in accessible locations.

Making the optimum use of land for new homes and jobs is a key challenge to manage London’s growth.

GL Hearn has developed a unique tool to identify major new opportunities for densification in accessible locations across Greater London and beyond.

The map based system is the first to combine data from several sources to locate major opportunities at an early stage.

The tool allows for bespoke searches ranging from individual locations to London-wide and can be utilised by both the private and public sectors.

Major Applications Research Tool
For the last few years, GL Hearn has gathered data on all major planning applications in London. This provides a unique database of all London Boroughs performance which we can customise to meet specific client requirements.

This provides an insight into how authorities have responded to applications. We are using this data to map decision making and interrogate decisions involving specific land uses, including industrial/employment sites.

Tall Buildings research
In partnership with the NLA, GL Hearn undertook research on tall buildings proposals in London, providing unique indicators of key growth areas.
CORE TEAM

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