

# TOP MARKS

EDUCATION ESTATES  
FOR A CHANGING WORLD

# WHAT WE DO

## AGENCY

ACQUISITIONS & DISPOSALS | SALE & LEASEBACK

## BUILDING CONSULTANCY

BUILDING REINSTATEMENT COST ASSESSMENTS |

CDM COMPLIANCE | CIF BID PREPARATION |

CONDITION SURVEYS | CONTRACT ADMINISTRATION |

DESIGN & SPECIFICATION | DEVELOPMENT

MONITORING | DILAPIDATIONS | MEASURED SURVEYS |

PARTY WALL ADVICE | PLANNED PREVENTATIVE

MAINTENANCE | PROJECT MONITORING |

SPATIAL STRATEGIES | STRUCTURAL SURVEYS

## PROFESSIONAL SERVICES

BUSINESS RATES | COMPULSORY PURCHASE |

LEASE RENEWALS | RENT REVIEWS | VALUATIONS

## PLANNING & DEVELOPMENT CONSULTANCY

FEASIBILITY & VIABILITY STUDIES |

PLANNING ADVICE | REGENERATION ADVICE

## ESTATE & ASSET MANAGEMENT

FACILITIES MANAGEMENT | PROPERTY MANAGEMENT

# LEARNING TO ADAPT

The UK's education sector continues to change at pace, driven by increasing financial and regulatory pressures. Government funding from 2017/18 to 2019/20 remains lower than 2015 levels<sup>1</sup> while costs continue to rise.

But change is coming from within, too. Technological advancements, greater competition and a growing culture of choice are creating opportunities for new teaching methods and fuelling a desire for enhanced learning experiences.

The need for professional advice has never been greater.

## HOW WE CAN HELP

Our dedicated team of experts advises on all types of educational property; from nurseries, independent schools and maintained schools, including academies and sixth forms, to colleges and universities.

This breadth of expertise gives us a deep understanding of the unique challenges and opportunities faced by this niche sector. Our embedded position allows us to give the very best advice to our clients, which range from local authorities, governing bodies and academy trusts, to charities and financial institutions.

Whether you need to maximise efficiencies and minimise risk, enhance student experience with a stimulating learning environment, access vital government funding, or unlock latent value through long-term strategic planning, our experts will provide the tailored advice you're looking for.

# 11%

THE INCREASE IN THE AMOUNT OF SPACE OCCUPIED BY UK UNIVERSITIES IN THE LAST 7 YEARS<sup>2</sup>

# 4%

THE PROJECTED INCREASE IN THE UK'S SCHOOL-AGE POPULATION BY 2022<sup>3</sup>

# 35%

REPAIRS AND MAINTENANCE AS A PROPORTION OF PROPERTY COSTS<sup>4</sup>

<sup>1</sup> SOURCE: FULLFACT.ORG

<sup>2</sup> SOURCE: HESA

<sup>3</sup> SOURCE: EMSI

<sup>4</sup> SOURCE: AUDE HIGHER EDUCATION ESTATES MANAGEMENT REPORT 2018

## DAY NURSERIES

Increasing demand, rising cost pressures and insufficient government funding is a major cause of concern for many independent childcare providers.

### BRIGHT HORIZONS FAMILY SOLUTIONS

Bright Horizons appointed us to undertake appeals against the 2010 Rating List on its 300-strong UK wide property portfolio. After close analysis, we identified 65 assessments with scope for a potential reduction in liability.

Following detailed negotiations with the Valuation Office Agency, we were successful in securing 38 of the appeals, which resulted in a total saving of £520,000.

### MONKEY PUZZLE DAY NURSERIES

We're appointed to advise on rent reviews across Monkey Puzzle's network of 64 nurseries, where the landlord is seeking substantial increases.

By utilising our in-depth sector knowledge to research comparable evidence, combined with our ability to extract value from lease covenants, we've secured significant savings for our client. One recent instruction on a prominent nursery site in St Albans resulted in a 20% reduction on the landlord's original rental aspirations, coupled with a successful lease re-structure that better suited our client's operational requirements.

## INDEPENDENT SCHOOLS

Independent schools are not immune to the challenges faced by maintained schools, with some forced to make difficult decisions regarding their future sustainability.

### SUNDERLAND HIGH SCHOOL

Following a significant decline in student numbers and having made several attempts to reduce costs, the school's owners – United Learning – took the difficult decision that it should close.

We were appointed to provide our opinion as to the current market value of the land and buildings contained within the estate. Given their historic nature and the increasing demand for housing in the local area, our view was that they would realise greater value being sold for redevelopment. We were subsequently retained to dispose of the assets, supported by advice from our Planning team who then monitored the application submitted by one of the purchasers on behalf of United Learning. The resulting sales generated more than £3.45m over a three-year period.

### KINGSMEAD SCHOOL, WIRRAL

We provided RICS Red Book compliant valuation advice for secured lending purposes to facilitate the refinancing of this 115-year old independent day school.

The school, which still occupies the original site, is located in a popular residential area and, as such, our valuation approach included a review of its future redevelopment potential.

## MAINTAINED SCHOOLS & ACADEMIES

Improving and expanding facilities to accommodate rising pupil numbers, deliver a modern curriculum and combat an ageing estate is becoming progressively more important, yet the process is often far from straightforward.

### MONKWEARMOUTH ACADEMY, SUNDERLAND

We were appointed to assist our client in preparing and submitting multiple bids to win a share of the Government's Condition Improvement Fund to address a number of large-scale issues across the school, including the curtain walling and main kitchen.

With our assistance, the school was successful in securing £950,000 in funding. We were then subsequently appointed to carry out a fast-track design and procurement process and undertake a Contract Administration role to enable the works to be delivered on time, within budget and with minimal disruption to the school.

### NEW CITY COLLEGE, LONDON

We provided consultancy advice on the redevelopment of the Tower Hamlets Campus to provide a new 200,000 sq ft college and enabling development of 320 residential units in two towers above.

We assessed the feasibility of redeveloping the campus to provide a new facility designed to meet the College's long-term academic requirements, that will be funded by value created from other uses on the site.

## UNIVERSITIES

Universities are increasingly a catalyst for urban regeneration, driven by a desire to generate additional income streams and support and incubate local businesses, while creating first-class teaching facilities.

### SHEFFIELD HALLAM UNIVERSITY

We've worked with Sheffield Hallam University on the 0.645 acre site of the former Nelson Mandela building in Sheffield city centre, as part of its £800m campus masterplan.

We continue to work with the University in connection with the masterplan and its property portfolio.

### LOUGHBOROUGH UNIVERSITY

We're retained as leasing agents on a new 20-acre phase of development at Loughborough University Science and Enterprise Park (LUSEP).

Upholding the site's tenant policy specifically targeting knowledge-based industries, we recently completed a 100,000 sq ft pre-let to leading recruitment software developer, Access Group, in what is believed to be the largest, single-occupier office letting in the county this century.

# YOU'RE IN GOOD COMPANY



We represent a number of leading organisations across the education sector, both private and public. No size fits LSH; it's our client and their objectives that are most important to us.

# MAKE IT HAPPEN

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#LSHKNOWS  
EDUCATION

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