

Theme: Delivery Mechanisms

BBP Regeneration is a specialist property and regeneration consultancy providing advice to public and private sector clients at all stages of the redevelopment process. Our experience in property development and understanding of its economic, social and political context helps clients

This newsletter profiles our recent work on delivery structures:

- A rolling **investment vehicle** which funds utilities infrastructure to unlock development in East Kent
- An **Action Plan** to deliver regeneration in an area plagued by socio-economic problems and divergent interests
- A **property development strategy** renews interest in a derelict part of Manchester

Rolling out funds to boost East Kent economy

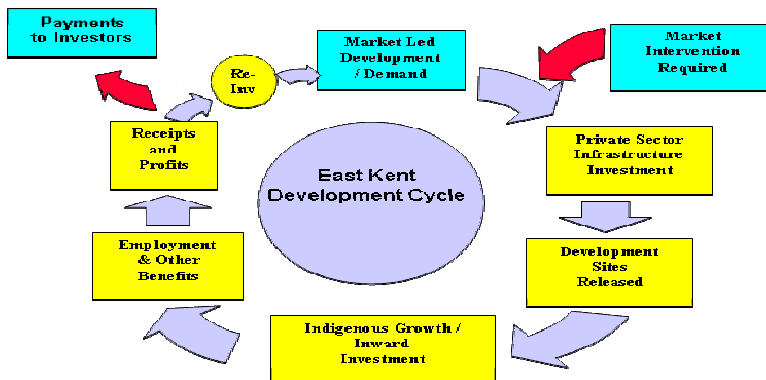
A unique new initiative developed by BBP is promoting development, employment and economic growth across East Kent.

We led a small team that has devised a 'rolling mechanism' which supplies upfront finance for utilities infrastructure – a move that will help to overcome the common problem of finding the significant levels of up-front investment often necessary to open up and service new development areas - currently all too familiar across the UK and Europe.

Our work, undertaken for a consortium of public sector clients, has resulted in a new vehicle – the East Kent Spatial Development Company – which funds these initial investments in new infrastructure. The simple idea is that this intervention, breaks the normal development



EuroKent Business Park, East Kent



“Our approach, based on a thorough understanding of private sector investment criteria and public sector objectives, enables us to take a pivotal role in brokering deals and structuring partnerships to implement regeneration projects.”

Stephen Pritchard,
Director

Funding is therefore available for the public sector to take a long term view on either further investment in utility services / other economic development measures - or repaying the original funders.

Our team has been fully involved at every stage of setting up the new company, from the initial concept to the securing of £11m in funding grants from sources including the European Regional Development Fund and the Single Regeneration Budget. This has involved agreeing the principles of the legal agreements between the public sector organisations and utility companies, establishing the corporate structure of the new company, tendering the work to utility companies, negotiating the legal terms of the contracts with the utility suppliers, and preparing the business plan for the company.

Over the long term, the company aims to release more than 500 hectares of undeveloped land to provide much-needed additional employment sites in East Kent.

For more details contact Rob Bennett, Director
RBennett@bbpregeneration.co.uk



Margate Town Centre

Promoting a sea-change in Margate's fortunes

We have recently devised an action plan and partnership structure that are stimulating a renaissance in the fortunes of Margate, Kent. Our input has identified a number of priority development initiatives, which has given the area a momentum that is, crucially, inspiring confidence among potential investors.

We have worked with local partners to devise a comprehensive action plan that consolidates both new opportunities and existing regeneration initiatives in the town and identifies the essential ingredients necessary for the area to achieve sustainability in the long term.

The plan identifies and prioritises both the required hard and soft initiatives, and is helping to drive forward development and regeneration in an area that has long suffered from the combined effects of socio-economic problems, fragmented land ownership, poor accessibility, and diverging objectives.

By identifying and rapidly assembling a diverse range of key stakeholders under the initiative, we have helped to ensure a coordinated approach to the town's regeneration, and opened up numerous opportunities for enhanced funding which would otherwise not have been achieved.

The initiative has been fully supported by Kent County Council, Thanet District Council, English Partnerships and SEEDA, whose Chief Executive chairs the partnership.

For more details contact Niti Sidpra, Senior Surveyor
NSidpra@bbpregeneration.co.uk

"We have established ourselves as one of the market leaders in appraising major regeneration projects on behalf of clients such as English Partnerships and SEEDA. In the last 3 years alone, our work has helped secure grant funding and ODPM endorsements for over £250 million public sector investment."

Alison Hayward,
Associate Director

Development plugs gap in Manchester property market

A new development approach developed by BBP and its sub consultants Arup, LDA Design and Lambert Smith Hampton is spearheading renewed interest in an area of Manchester which has suffered from under use and dereliction for decades.

The 34 hectare site in Holt Town, which lies between Manchester's city centre and the Commonwealth Games complex, remains undeveloped despite numerous surrounding initiatives and the successful reinvention of the city centre during the 1990s.

The development model we have devised for private developers, Cibitas Investments Ltd, is specifically aimed at newly identified gaps in the Manchester housing market, and has allowed Cibitas to come together in a Development Partnership with Manchester City Council and urban regeneration company, New East Manchester.

We approached the task by analysing the physical and economic constraints on the development of the area and then weighed these against the particular features of the Manchester property market. This enabled us to identify the opportunities and gaps which could be addressed by the Holt Town initiative. The development of new housing styles, will help to raise property values and encourage growth, whilst ensuring that the scheme will appeal to a range of house buyers including a special focus on family accommodation.

We have recently helped Cibitas and their partners to select a design team and are currently assisting discussions with a number of major funders to bring the regeneration of this area to fruition.

Our experience in working for both the public and private sectors (individually and within joint venture arrangements) across the regeneration process has given us an in depth understanding of the particular objectives, constraints and opportunities which will influence the development approach - and the outputs required to stimulate both growth in values and ongoing development activity in areas like Holt Town.

For more details contact Colin Ross, Associate Director
CRoss@bbpregeneration.co.uk



Bradford Triangle, East Manchester

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enquiries@bbpregeneration.co.uk