TEESIDE

THE SUCCESS STORY CONTINUES...

FULL STORY, PAGES 12 & 13

HARTLEPOOL MARINA, A FLAGSHIP SCHEME OF TEESIDE DEVELOPMENT CORPORATION
The ultimate location for a progressive technological business is in the immediate vicinity of a major University. Durham University has a world class reputation and the new Science Park now offers 236,000 sq ft of the highest quality accommodation for science and technology based businesses.

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LAUNCH OF MAJOR ACQUISITION DRIVE

Leading pub retailer, Scottish & Newcastle Retail has launched a major acquisition drive to find sites for its rapidly growing Clay & Hook free house beverage business. The company’s search is focused on sites in attractive suburban and semi-rural locations. The range of options include individual public and old character buildings which can be converted to Clay & Hook traditional pub restaurants. The current portfolio of Clay & Hook pub restaurants are located on the outskirts of Northampton, Cinderford, Tiverton and Southampton. All are supplied by an old whistle charm and following refurbishment boast real log fires and oak beams. S&N Retail’s existing estate of over 2,600 sites throughout the country and old company has an excellent knowledge of local communities and so can provide a quick response to new sites.

III MILLION CONTRACT

The Coal Authority and computer services company Cap Gemini have recently signed an eight-year contract which will improve the quality, efficiency and speed of service in providing mining information. In total contractual terms the Private Finance Initiative (PFI) information technology project is valued at some £11 million. Cap Gemini will design, build and operate a new Mining Reports and Surface Damage System (MRS2). The system will be central to ensuring that the Authority provides its customers with even higher standards of service. Over 250,000 mining reports are provided to people buying property every year. Such reports are normally generated by Cap Gemini’s team of experts located at coal sites where coal is currently being mined, but also in other parts of the country where collieries have long since closed. The system will have over 90 users. Running on Sun hardware, Cap Gemini will include Oracle database software, the APE geological information system and Cap Gemini’s own workflow software.

KEEPING IN PERIOD

It completing an extensive refurbishment of a Victorian property at Frederick Road, Edgbaston, Catharine Estates have succeeded in retaining the original period features whilst ensuring that the interior provides high quality office accommodation. Agents Grimsey confirm that at around £12.00 per sq ft, the property represents excellent value with a total of 2.673 sq ft. Four area available on three floors together with several storage spaces available on the basement.

Whilst the office marketplace has plenty of availability, notably in the City Centre, there is nonetheless a steady demand for space in period buildings, particularly from the smaller company seeking offices which have distinctive appearance as well as modern facilities,” commented Timmavent Smith at Catharine Estates.

MESSAGING ON A BOTTLE

Wine Promotions is offering a competition to its customers in which they are being asked to design a bottle label for a unique wine. The winner will be announced in the next issue of the magazine. The competition is open to anyone over the age of 18. The winning label will be entered into a raffle and the winner will receive a bottle of wine.

CENTENARY PAINTING COMPETITION

A painting competition organised by chartered surveyors DM Hall in association with the School of Drawing & Painting at Edinburgh University College of Art - held as part of DM Hall’s centenary celebrations - and which was open to all first year students of the School of Drawing & Painting and all first year students of Edinburgh University College of Art. The brief was to reflect some aspect of the firm’s history of activities residential and commercial property valuation and the work of its internationally renowned surveying and architectural division.

On site car parking is available at Frederick Road and Grimsey’s are offering the property on flexible lease terms as part of an attractive package.

COMMERCIAL PROPERTY MONTHLY 1997
COMMERCIAL PROPERTY MONTHLY 1997

DEAL STRUCK AT CLOVER NOOK

A deal on behalf of Polygamy, Soville, Greenhill Office, have concluded a five year lease to ITT in limited, relating to Clover Nook Industrial Estates, Somersets, Delph. The building provides extremely good quality office/warehouse facilities providing a total internal area of 27,285 sq ft. (2,567.2 sq m). On offer are units 2 and 3 (one of 1,809 sq ft).

Craig Newell of Soville commented that, “there was a large amount of interest in the property, illustrating the continued improvement in the property market.”

The property is offered by Fisher Hargreaves Proctor, Surveyors, and Shackleton Solicitors.
SWELLING THE RANKS

Grenville Smith & Duivan of Birmingham has swelled its ranks with two new appointments this year: Julie Forth, BS (Hons)MBA, takes up the position of Assistant Management Surveyor - the third member of GSD's management team. A graduate of Oxford Brookes University, Julie joins the firm from Berkeley Property Holdings, where she spent two years as a Graduate Surveyor.

Caroline Sarah Bower BS (Hons), a graduate of the University of Central England, has been appointed as Agency Surveyor. Says Richard Smith, “With the improving market, bringing two further members of staff on stream will enable us to meet the needs of our growing client base.” In addition, Sarah McClyes has been promoted to Associate Director.

NEW DISTRICT HQ

One of Maidstone town centre’s most speculative developments, Sovereign Court, a 21.700 sq ft office building which has recently undergone a £1 million refurbishment by Magnus Development has been chosen by the Cooperative Insurance Society Ltd for their headquarter district base. The joint agents Lambert Smith Hampton and Chesters Commercial report that CIS has taken a fifteen year lease on an 11,100 sq ft at a rental of £9 per sq ft with a national rent free period. Officially opened by the MP for Maidstone, Nicholas Winterton, Sovereign Court provides high quality accommodation on four floors with 41 in site parking spaces. Mike Hawkins of Lambert Smith Hampton comments, “Sovereign Court is the best example of refurbished office space in South Manchester and Cheshire.” Steve Widdowson of Magnus says, “We are delighted that CIS has chosen Sovereign Court for their district headquarters.”

MAJOR LETTINGS AT SALTLEY

A just eight weeks, landlord A&J McIlwrick has let off a total of over 1,500 sq ft to meet the demands of eight different local businesses in search of conveniently located premises throughout high quality High Stone Business Park in Birmingham’s Heartlands area. An estatelocks, which has undergone several phases of refurbishment and redevelopment over the last few years, the warehouse production and office premises have continued to appeal to both local and foreign companies alike.

The most recent letting at Saltley, which total on area of 75,000 sq ft, include Netmmer Security Packaging from Canada, a manufacturer of plastic legs for the security troly, who have agreed a 10 year lease with McIlwrick on a 14,000 sq ft unit. Germany’s VDO Instruments Ltd, specialists in the storage and distribution of marine and automotive products, has moved into new door with UK-based plastic mouldings company, Benjamin Frits Ltd, an existing McIlwrick tenant, which has taken additional space in order to cope with continued expansion.

Machinists time new tenants move their P2P page to celebrate the move to Saltley Business Park. Commerical PROPERTY MONTHLY 1997

ROYAL INITIATIVE

BAA McArthur/Glen has lent its support to a Business in the Community’s new business campaign, Regeneration Through Heritage. The company was among those recognised at the recent launch by HRH The Prince of Wales, president of the Community, of St James’s Palace.

J.W. Kasper, chief executive of BAA McArthur/Glen, expressed his willingness to lend continued support to a programme preserving England’s history for future generations. The launch, attended by members of Parliament, as well as leaders of industry and commerce active in the property, investment and economic regeneration fields, outlined the guidelines upon which the new initiative is based. In essence, Regeneration Through Heritage will promote physical, social and economicstimulation in the community through the successful preservation and economically viable redevelopment of historic buildings.

FACTORY SHOPPING AT FESTIVAL PARK

The first factory shopping village to be built in Wales, Festival Park, is being taken shape. Work is being carried out on the 90,000 square foot shopping mall by developers Rakegole Ltd and is on schedule for completion in June. The structure, which will contain 260 tonnes of steel, 80 tonnes of reinforcement and 4,000 tonnes of concrete, is being erected by contractors Tradecorp House on the former Garden Festival site in Ely Vale. The Festival Park Village will offer shoppers the best in factory shopping outlets and well leisure facilities, 80 acres of landscaped parkland to enjoy, as well as these magnificent views of the Ely Vale.

MAKE THE MOST OF YOUR TIME

With a little help from the One 2 One mobile phone service, estate agency Marsh & Parsons has been able to improve sales and lettings performance by making better use of the valuable time between appointments.

“We negotiators have a few minutes between appointments. It often isn’t worthwhile for them to return to the office,” says Marsh & Parsons Administration Manager, Roger La Clarice. “However, since acquiring 22 mobile phones on the One 2 One service, our agents can spend this time making follow up calls to clients, scheduling viewings and closing deals.”

Established 155 years ago, Marsh & Parsons is a full service estate agency with seven offices serving the Kensington, Chelsea and West London areas. In addition to residential property letting and sales, Marsh & Parsons are also Chartered Surveyors and offer commercial property services, structural surveys, mortgage valuations and a complete management service.

With 30 full-time sales and letting staff spending much of their time away from the office, Le Clarice recognised that the business stood to benefit from the convenience of the One 2 One service.

Knightbridge-based Estate Agent Victoria Clarke is out and about every day for appointments.

“I am pleased to say that the One 2 One service has proved invaluable for us. Because I’m out of the office looking at properties for most of the day, it’s essential that my team can contact me easily and I need to be able to call the office no matter where I am. The One 2 One service is excellent, I use my phone to talk people up if I’m running late, or alternatively my clients can contact me.”

On many occasions her One 2 One has proved to be invaluable. Victoria continues, “Last one evening, I was showing two applicants around a house. We came to leave the building and the door handle broke off in my hand – we were trapped! However because I had my One 2 One I was able to call my office and they came and let us out.”

One 2 One’s silver service is ideal for Victoria. “You can call them any time they can make lots of calls without running up huge bills and with free weekend calls her social life benefits as well. Victoria also finds her voicemail service is invaluable.”
GOLDEN SQUARE

Legal & General has given further details of its development proposals for Golden Square Shopping Centre, following its application for planning consent to Warrington Borough Council. The extension to the centre, which includes a refurbishment of the town’s bus station, could start as early as 1998 and will take approximately 15 months to complete.

Legal & General’s plans to enhance Golden Square’s status as the region’s shopping centre are designed to meet the needs of both Warrington’s shoppers and retailers and have the potential to attract more major national retailers to the town. The creation of an additional 67,000 sq ft of retail accommodation at main mall and first floor levels will also enable present retailers to trade up in size and improve their stores. Pedestrian facilities will be improved and security, lighting and ventilation improvements to the bus station will ensure a user friendly environment at all times of the day.

DRAMATIC NEW SKYLINE FOR VICTORIA

Chastefield Properties plc has recently launched 1 Northgate Place, Victoria, a development of 8710 sq ft (93,760 sq ft) on 11 floors with an underground garage for 54 cars and a unique address. 1 Northgate Place is a spectacular addition to the West End skyline immediately adjacent to Victoria Station. The building has been designed by Bryan Avery of Avery Associates Architects. The district’s excellent transport infrastructure is well-known. Shopping, dining and leisure facilities are legion - and the building itself is both breathtakingly and technologically superb. The internal layout can accommodate open plan or cellular office formats with good light. The standard floor plate exceeds 6849 sq ft (9,000 sq ft) and extra ceiling height is approached by a striking glazed atrium entrance hall.

A 12-storey ‘podium-and-tower’ office block, 1 Northgate Place was built originally as a gateway structure spanning one of the busiest traffic routes into central London. The regeneration programme has relied on four key initiatives: relocating the main entrance to face Victoria Station and dramatising it with a new suspended glass structure; increasing the usable floor area by extending the floorplates, relocating the staircases to the outside and upgrading the services.

The former structure was over-designed, facilitating a far higher standard of floor loadings. Therefore, cable management has been readily accommodated by replacing the redundant dead load of the original floor screeds with a raised floor.

After extensive research, a system of small Carrier air-treatment modules has been developed which, with four plant rooms to each floor, allows the ducts to remain extremely small and offers greater flexibility of use. Air-conditioning demand has been reduced by the use of a frameless, raked glazing, solar-control system on the southwest side of the building. The result is a ceiling height of 2.45 metres, enhanced by the use of full-height glazing and highly reflective, perforated metal ceiling panels.

On the northeast side of the building, the facade has been faced with a 15.7mm partitioning module, to emphasise the vertical dimensions and afford panoramic views.

One concern with the old building was the wind-tunnel effect generated under certain conditions where the building spans Northgate Place. Six stainless-steel cowlings have therefore been provided to channel the air safely away. Each cowl is 20.5 metres long and 4.93 metres wide, and the outer cover will be floodlit at night to dramatise the gateway.

In recent years, Victoria has emerged as a vibrant commercial district with an unpassed transport infrastructure. Main line, underground and bus services are probably the best in London. Victoria Street is a well-known shopping destination with many of the country’s major retailers in well-established premises. Rehoused the elegant shops of Knightsbridge are only a walk away and the major London ports are close by. Victoria Street is a well-known shopping destination with many of the country’s major retailers in well-established premises. Rehoused the elegant shops of Knightsbridge are only a walk away and the major London ports are close by.

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**LEEDS WATERSIDE DEVELOPMENT PLANS**

Outline planning is being sought for a unique waterside development on 10 acres of land around Clarence Dock adjacent to the £42m Royal Armories Museum in Leeds. The application has been submitted by the site owners British Waterways Board with Royal Armories (International) plc and Royal Armories. The proposal envisages the creation of a mixed use development which will provide a visitor centre ‘destination point’ of the highest quality around a waterside setting and is aiming to improve the area of the City. Indeed it was the City Council’s commitment to develop the area around the museum site that was a major factor in attracting the Royal Armories’ Board of Trustees to Leeds when they bid for the museum in 1991. The proposals envisage a mixed use scheme with a strong bias towards the leisure, tourism and entertainment sectors. A new hotel, an extensive range of restaurants and bars, an office villa, further museum accommodation, car parking are some of the facilities being considered. This multi-million pound scheme which incorporates access by the proposed Supertram and Waterbus services is expected to provide over 1,200 new jobs.

The partnership intend to take the scheme to the market in early 1997 and its agents, Westminster Green and Smith, and Abbey Hanson Rowe, already report strong interest from potential developers.

**FLYING START FOR FESTIVAL PARK**

With just seven units remaining for lease, the Award-winning Festival Park Shopping Village, Festival Park, developers Rockebrook Limited are urging interested retailers, and in particular those in the fashion industry, to reserve their space without delay. The Festival Park Factory Outlet-Centre is now being built on the site of the 1992 National Garden Festival in Beale Water. Gwent, and is due to open in June 1997. £30 million has been invested in the site by Rockebrook, which will comprise 90,000 sq ft of shopping, as well as a purpose built leisure complex for shoppers. The many top names who have already confirmed that they will be opening units include: Tammy Sayer, Mistletoe, Top 12, Pilot, Leisure Labels. Bodywear and Easy Jeans and Windermere, Planet and Ciro Citterio are under solicitors instruction. There will be a choice of restaurants and cafes, as well as a creche for shoppers’ children. Ian Brohure of letting agents Membere Vaughan Gillingham believes that this has been the quickest take-up of units at any UK shopping village. “This is great news for South Wales,” he said.

**BACK TO SCHOOL FOR WIMPEY**

Iain Bowden has secured the first event for its Dominant Court development in Solihull with a 1,185 sq.m (12,775 sq ft) letting at 39 Station Road Wimpey Homes Holdings Ltd.

Wimpey has taken all three floors on a 20 year lease with 5 year negotiations for the former head office which is stepped to allow sunlight to penetrate and to provide showrooms and garden meeting spaces. The result is a building which uses rich natural materials, that requires large amounts of natural light and ventilation, and is designed to appeal to a wide range of potential occupiers.

**QUEEN OF HEARTS**

The principal beneficiary of the National Lottery was in Bristol yesterday, when she took time off from her duties to perform some regal duties and also to add a good cause close to the hearts of local people. Lisa Povone, nee Threepwood, helped to raise much needed funds for the Cardiac Surgery Unit of the Bristol Children’s Hospital, when she visited the Whitehills Centre in Leeds. There she also gave the Royal Seal of Approval to what will be Bristol’s most ‘worker friendly’ offices when £2 million on furnishings, furniture and fittings works in for a new week. “The aim of the Whitehills Centre is to create the city’s first total working environment where staff can ‘work out, dine out and chill out’ between desks at their office.”

**THE SKY’S THE LIMIT**

Burtens Promotional Partnership Launch

The event, held at Brompton and Country Club, was attended by well over 100 guests, many of whom took advantage of the helicopter trips, which ran throughout the day, to provide interested parties with an onerous view of the sites available for development. The guests were welcomed to the event by the owner of the Country Club, Mr Peter Colmer, Program Manager of the vast distribution depot currently under construction, appeared on behalf of Littlewoods. After the official presentation the occasion was marked by the launch of the BPI Bolano Roof, and the presentation of a first prize of a weekend for two in a Holiday Inn to the winning guest. The BPI is the brainchild of the Economic Development Service of the East Staffordshire Borough Council. It is designed to cultivate inward investment to Burtens Upon Trent and comprises of both public and private sector organisations working as one cohesive force to attractively market the town.

**UTILISING PROPERTY MANAGEMENT EXPERTISE**

Bridge CNC Properties plc have announced a 36.8% increase in profits to £2.36 million for the year ending December 1997.

The company acquired Birmingham based Deakin Brandling Franklin in July 1997, which together with national expertise to increase Net Asset Value to £26 million, from £15.1 million. Determined to increase critical mass in the publicly quoted property sector, CNC has recently announced a recommended offer for Milburn Estates Ltd, valuing it at £13.31 million. The geographical location of Milburn’s property portfolio to the North East of England will complement CNC’s existing property portfolio. The existing property management based in Newcastle will take over management of CNC Properties in the North East.

CNC intends to continue to utilise its extensive property management expertise to maximise benefits to shareholders within the enlarged group. It remains CNC’s policy to retain a balance between office, retail and industrial property and to seek further high yielding, management intensive properties to complement its desire to the non-essential new development opportunities which will result in cost savings and improved management efficiency. With the recent acquisitions under its belt, CNC has shown that it is capable of achieving the critical mass it desires. Richard Upton, Chairman of CNC, said of the future of the company in a recent interview: “With the key factors will help move our company forward; the solid base of investment being coupled with wealth creating opportunities. The continued renewal of our development programme, enhanced by the proposed Milburn acquisition, will provide the impetus of our share price growth. Additionally, if we are to appeal to a wider market we must make acquisitions to increase our critical mass. This remains on objective and is high on my list of priorities.”
HAS THE TDC MADE A DIFFERENCE?

Through Durham University's presence on Teesside which, until the 1990s, was the largest contribution in Europe without a university.

"Perhaps the most dramatic way in which life has changed will be seen by those looking for jobs," says Duncan Hall.

"In the context of the private sector, white collar work and tourism will be the natural job opportunities for them to consider and this is the most stunning change on Teesside - achieved in half a generation.

"Just look at the companies here now, such as Abbey National, Barclays, Babcock, Faithful & Gould. This is the future of Teesside and it is inevitable that the A66 will form an employment corridor between Teeside and Darlington - on a bedrock established by the TDC.

"So far as tourism is concerned, Teeside will be an international venue for water sport and tourism activity and will see an influx of 8 million tourists each year, producing new hotels and support services which will be by then part of a way of life.

In the more traditional areas of work, Duncan Hall says that the river, as an employment centre, will continue to expand and will be the major influence of the next ten years, with bigger and better port facilities and a concentration on the gas and oil industries.

"I am all for looking back at the role of the TDC where it will clearly show how the path has developed which has so profoundly affected how people in Teesside live, work and play." So far the TDC has seen £1 billion plus invested by the private sector, over 500 companies and 26,000 jobs attracted of protected income produced worth over £100 million - all figures independently verified by Price Waterhouse - making it arguably the most successful Development Corporation in the United Kingdom.

...for example where to shop, eat or be entertained on a major scale will be then be taken for granted. Even to live in a waterside apartment will be perfectly natural.

by being blissfully unaware of just how much his or her life had been affected by the efforts of the TDC.

"On analysis," says the TDC's chief executive, Duncan Hall, "any student would find that the impact had been profound. In day-to-day life, for example where to shop, eat or be entertained on a major scale will by then be taken for granted. Even to live in a waterside apartment will be perfectly natural. None of this would have been available without the efforts of the TDC.

"Even leisure in safe, secure and attractive surroundings, be it on the banks of the Tees or in Hartlepool, would not have been possible without our efforts. In 10 years time a student would look back at facilities and a style of life which would not have been imaginable for his parents and grandparents. It is the ultimate testament to the role of the TDC.

Expectations in terms of further education will be greatly expanded.

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TEESIDE

CLEVELAND MARKET

According to Chartered Surveyors Storey Sons & Parker, the retail market in Teesside in 1996 has remained buoyant, characterised by the lack of prime units in Teeside.

They also report that the Cleveland Centre in Middlesbrough continues to be the prime shopping centre with no prime units available. Hill Street Centre has undergone refurbishment and the former Food Giant store has been split into four, attracting new occupiers Westgate Centre, Sweethearts and Pizzazz.

Teeside Development Corporation has granted planning permission for an ASDA store of 95,000 sq ft, and a further 70,000 sq ft of non-food retail at Middlesbrough, near the Football Club’s Orrell Stadium.

Hartlepool’s Middleton Grange Centre

EARLY DELIVERY

Allen Commercial Developments, the property development arm of construction group Allen plc, has completed the £3 million redevelopment scheme of the Hartlepool Mall site over a week ahead of schedule.

Work on the 42,000 sq ft scheme was carried out in two phases. Phase one saw the redevelopment of a 22,000 sq ft area of the site to provide five trade floors, pharmacy and offices for Northeast Press Limited, which publishes the Hartlepool Mail. The transformation of this space into the new 8,000 sq ft Press Hall was completed in 15 weeks working along with the new three storey 14,000 sq ft office facility. The development is within the Hartlepool City Challenge boundaries and is seen as one of the flagship schemes for the proposed comprehensive regeneration of the area. Allen Commercial Developments secured a City Challenge Grant worth over £870,000 to aid the redevelopment of the site.

TEESIDE PORTS

As the largest in the North-East, Teeside’s deep water port complex handles 5,500 ships each year, and has an annual cargo throughput in excess of 44 million tonnes. A number of facilities operate along both banks of the River Tees and at Hartlepool. THIPL is a substantial landowner and currently has several industrial sites available for development along the southern and northern sides of the river. Other companies operating major wharves and terminals include Bowater’s at Thornaby, and Philip’s and Usher’s at Hartlepool. Both Teesport and Hartlepool have good road and rail links and a new rail freight terminal under development at Middlesbrough, a new bonded distribution centre is currently being set up close to Teeside Airport by Cairnparc.

ENGLISH PARTNERSHIPS INVESTS

The Doveton Arts Centre in Stockton has reached another stage of its exciting redevelopment plan with the news that it is to receive £256,000 from English Partnerships, the first art project in the North-East to receive financial support from English Partnerships. The investment is towards the costs of demolishing the existing centre and replacing it with a modern new arts complex. Over the years the Doveton has established itself as one of the most popular performing arts venues in the North East. The new centre, scheduled to open next Autumn, will build on these solid foundations.

The stunning glass-fronted building, designed by award-winning architects, will incorporate two theatres, a multi-purpose ‘cabaret’ stage for audiences of up to 300, a 120 seat cinema plus a restaurant, health club and other facilities.

NO WATER RESTRICTIONS IN TEESSIDE

Teeside’s water is provided by Northumbrian Water, which bootstrap one of the most modern distribution systems in the UK. They also claim to possess a strong record in providing customers with uninterrupted water supplies to industry. Northumbrian Water also own Kielder, the largest man-made lake in Europe; Kielder is one of twenty-seven reservoirs operated by Northumbrian Water which together extract useable water for whom bore-holed derived water is often too hard for industrial purposes.

Emergency Kielder itself is the hub of a unique regional water grid which interconnects the rivers Derwent, Tees, Tyne and Wear via a pipeline system built in 1929. This system has meant that Northumbrian Water has never had to impose restrictions on water use on an industrial basis, nor does it expect to. Most of the water supplied is from surface sources, and there is a constant environment of lakes, watercourses, trees and shrubs. Into this newly created landscape over 220,000 ft² of offices and laboratories have been built in units ranging from 200 ft² to 20,000 ft². The business area occupies the lowest ‘footprint’ – proportion of the total area – of any similar park in the North-East. All are built to a very high standard, not only of design and appearance, but also of construction, finish and energy efficiency. Flexibility is the keynote of Belasis Hall. Currently developers are being offered the opportunity to create new ‘villages’ on sites where the infrastructure and landscaping is already in place. Developers at Belasis are fully supported by the Park’s on-going marketing programme aimed at filling new property fast. Already 108 companies employ over 1200 people directly at Belasis, and it now occupies a significant place on the regional property map.

Most of the tenants are in high tech businesses or in service businesses and one of the strengths of Belasis is that tenants can take advantage of an A-Z of ICC resources which they could not hope to provide themselves. This ability, coupled with the prestige of

INDUSTRIAL REVOLUTION MARK II FOR THE NORTH EAST

T

Bank of North East England and what do you regard as the difference between what is happening at Middlesbrough, the Teeside office dispositional 48,000 sq ft space, former James Graham premises, and sold the former Surtees Ironworks premises Oakway Estate, 62,000 sq ft for receivers EPMG.

Units B1 and B2, Sovereign Park in Hartlepool were let early in the year, totalling 35,000 sq ft, to the Zoone Corporation. In December, the third unit on Sovereign Business Park, 40,000 sq ft was completed. The single largest scheme at Skippers Lane at Stockton-on-Wear, 46,000 sq ft, in six units, a final phase completed last Autumn.

Stockton’s Preston Farm Business Park is now virtually fully occupied.

A £10 million development in Middlesbrough where 123 houses are to be built and up to 200 jobs created was launched on 24th January by TEESIDE Development Corporation and local community to celebrate the official start of construction work on the St John’s Gate scheme of houses and offices is being developed on the site of the former Rivers area in Middlesbrough. The site, one of the few remaining for housing development in Middlesbrough town centre, was acquired and cleared by the Council in 1993. The masterplan for the redevelopment of the land is now being put into action thanks to a partnership of public and private sector organisations, English Partnerships in investing £2.1 million in the scheme.

IS LACK OF SPACE STUNTING YOUR GROWTH?

Business growing? Sales increasing? Thinking of taking on more staff, but being held back by lack of space? If you’re a knowledgeable based company, it’s time to consider a move to Belasis Hall Technology Park. This prime location at Billingham, Teeside, offers an attractive, landscaped environment with on-site business services and a host of benefits, including access to the facilities, services and resources of ICC on Teeside. You can rent, lease, buy or build your own property, with a choice of fully serviced greenfield sites or quality premises from 500 to 20,000 sq ft. In addition to the UK’s most attractive financial support package we can offer practical advice, guidance and assistance at every stage of the relocation process.

FOR MORE INFORMATION, CALL CAROL LEE ON 01642 370576.

A general view of Belasis Hall Technology Park

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DON'T FORGET THE ENVIRONMENTAL CONSIDERATIONS

Montgomery Watson is reporting a substantial increase in due diligence activity in the North East, but mainly in relation to industrial sites. As many areas have historically been reclaimed with ash or waste fill, potential buyers are being more careful about considering the potential environmental liabilities a purchase can bring. These concerns with pressures from lenders are leading to a need for an environmental survey prior to any funding being made available. Pauline Cowey from Montgomery Watson’s Newcastle office advises developers not to be caught at the last minute, as scheduling pressures from the transaction activities can make a proper survey almost impossible to complete in the allowed time. She also recommends that buyers make themselves understood in their needs when speaking to consultants, particularly in asking that reports be written with the non-technical person in mind. Environmental issues are often complex, and remediation costs can substantially influence a buying decision, so she makes a big effort to help her clients understand the meaning of a survey’s findings.

TEESIDE

MILLENNIUM FUNDING FOR DURHAM CITY

The Countdown to the Millennium has now begun and there are a number of projects supported by the Millennium Commission already underway in the region – notably in Newcastle and North Tyneside. Other cities in the area are still waiting the outcome of their bids, notably Durham, where a bidding process has been planned by the City Council with the help of master planners MacCormac Pollichard. Durham looks to build a festival hall and library adjoining a Millennium square in the middle of the city centre with a walkway down to the river. It is hoped that the eyesore that Durham Ice Rink can be demolished and the area landscaped to create a pleasant riverside view from the proposed square. The difficulty all local authorities are facing in achieving these schemes is to obtain matched funding from the private sector. Millennium funding, aid for that matter lottery funding, both require private sector capital supporting commercial development within the proposed scheme. This laudable objective is causing much new thinking and a learning curve in operational experience for ahteroic restricted council officers.

In practice council officers are now having to acquire the skills previously only experienced in development corporatems as the style required to release Millennium funding means a proactive rather than a reactive approach is necessary. The initiative to gain funding support from the Commission not only involves producing an imaginative scheme, but also proving at the time of the application the more difficult requirement that a viable commercial input can enhance the overall scheme. As every planning officer knows, dealing with developers who promise one thing and often deliver another is not easy, and the credibility of funding and the industry will be subject to the inflationary pressures last experienced in the late 80’s.

The outcome of Durham’s bid should be public knowledge in May and hopefully the city will be successful. As a major tourist attraction in this region Durham deserves support for the imaginative scheme being proposed.

By Mr Kenneth Hunt, Senior Partner at Newcastle Solicitors Hunt Kidd and a Director of Newcastle’s Cophorne Hotel.

STOCKTON-ON-TEES BOROUGH COUNCIL

Local services for local people

DEVELOPMENT SITES


PRESTON FARM BUSINESS PARK, STOCKTON – 1.5 hectare site at prominent location on Concorde way.

BOWESFIELD RIVERSIDE, STOCKTON – Sites from 0.2 to 2.25 hectare.

PRIMROSE HILL INDUSTRIAL ESTATE, STOCKTON – Sites from 0.2 to 1 hectare.

COWPEN LANE INDUSTRIAL ESTATE – Billingham. Sites from 0.5 to 1.8 hectare.

STILLINGTON INDUSTRIAL ESTATE – Rural location off Durham road. Sites from 0.2 to 1.9 Hectare.

For further details contact the Land and Property Manager Property Development Division, Technical Services Dept. P.O.Box 229, Billingham TS23 2YL, Tel 01642 397796.

For advice on grants available, contact the Enterprise Development Officer on 01642 391235.

Commercial PROPERTY MONTHLY 1997

HUNT KIDD SOLICITORS

Hunt Kidd is a city-centre law firm offering experienced advice covering a wide range of legal services, specialising in Commercial and Property work.

We can help expanding businesses as well as new ventures, with advice on Company Law, Partnerships, Employment, Property Transactions and Commercial Funding.

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Commercial PROPERTY MONTHLY 1997
OCCUNITIES FOR NEW INVESTMENT IN REDCAR & CLEVELAND

The Borough of Redcar & Cleveland enjoys an advantageous position on the North East coast of England and offers superb opportunities for new investment. With its excellent road, rail, sea and air communications, the area is a prime location for trade with the rest of the UK and mainland Europe.

The following sites and premises are currently available for new developments:

- Kirkleatham Business Park is a new prestige 68 ha greenfield development providing full serviced sites for B1, B2 & B8 uses. The location offers a comprehensive property development package to suit individual requirements.
- Tees Offshore Base, a multi-purpose support and service centre with scope for additional sites and premises for offshore-related businesses.
- Teesside Industrial Estate, a strategic location with excellent road links, has 26 ha of land allocated for expansion.

- South Tees Industrial Park and Imperial Park, 11 ha and 5 ha respectively, are located in the heart of the borough, with immediate access to the A66 dual carriageway and close to Teesport. Both locations are available for light industrial uses.
- Stephenson Court, a new high quality 92,600 sq.ft development at the well-established Skippers Lane Industrial Estate has units ranging from 5,000 sq.ft to 10,000 sq.ft available immediately.

- For new business start-ups, South Bank and Redcar Station Business Centres provide low-cost, sheltered accommodation for new businesses, together with on-site business advice and administrative support.

Financial Assistance

A comprehensive package of financial assistance is available to businesses in Redcar & Cleveland:

- As a designated 'Objective 2' area, European Regional Development Fund and European Social Fund assistance are both available.
- Development Area status means that the Borough qualifies for Central Government support in the form of Regional Selective Assistance.
- Teeside Training and Enterprise Council offers assistance with training needs.
- The Borough has two comprehensive regeneration programmes supported by the Government’s Single Regeneration Budget. Special financial assistance is available for businesses in these areas.

Major Developments in 1997

Within the first three months of 1997 the following companies have all started major developments within the area:

- US company, Caterpillar, is creating a new £8m manufacturing facility at Skimmingbrough in the east of the Borough.
- Chinese company which specialises in the production of electronic control boxes and cabling, manufacturer of electronic display equipment.

Financial assistance has been provided to establish new facilities at Stephenson Court.

Looking to relocate?

Before you decide, take a look at a piece of substantial UK and EC financial business support. Consider an assistance package with the power to attract major international companies as well as smaller business enterprises.

Now add a choice of premises, low-cost locations, plus unique access to the EC and beyond with rapid communications by road, rail, sea and air. Plus a workforce readily skilled to meet your needs.

It has to be Redcar & Cleveland. So tell us now, you'll be amazed how we can help you make it here.

For further information please contact:
The Industrial Development Office on 01642 444745

Commercial PROPERTY MONTHLY 1997

MAJOR NEW STORES AT MIDDLETOWN GRANGE

Just before Christmas, Uptons became the first new tenant in Phase 2 of the development programme at Middleton Grange Shopping Centre by Hartlepool Ltd., who have spent £5.5 million on redeveloping the old Astra site, part of which is now occupied by Uptons, and creating 7 other units, as well as extending the mall to a new entrance in Park Road. This brings their total investment in the Hartlepool scheme to just over £13 million.

Uptons’ huge 30,000 sq.ft. department store is their biggest to date and is the first outlet they have launched in 20 years. Since it’s opening, this branch has been consistently the best performing store of the group, exceeding targets and expectations.

Their latest success has been followed swiftly by considerable interest in the remaining units, of which the next major unit of some 7,279 sq.ft. has been let to Prunella’s, a family fashion outlet. The store is one of the biggest in the group’s 88 UK outlets. Clitheroe Card is also to open a new superstore in the town centre before Easter. Waxy have received many enquiries about the remaining units. They hope to be able to announce the arrival of other quality retail names to the shopping centre, to complement the mix of existing tenants.

Middleton Grange Shopping Centre now has over 180 units and at 55,000 sq.ft. of floor space, it is one of the biggest shopping centres in the North East. It has been attracting more and more shoppers across the region due to its excellent choice of shops. Waxy has demonstrated its faith in the scheme, and finds its investment rewarded, as more and more visitors choose Hartlepool for their destination shopping trip.

Some £600 million has now been spent in creating the new marina and historic quay at Hartlepool, and nearby Samsung are creating over 6,000 new jobs. House building is booming, and tourism is buoyant. Middleton Grange now has up to 1,000 shops every month, rising to a record 1,717 shoppers in the lead up to Christmas.

Charity Hennon, Centre Manager at Middleton Grange, said: “We are delighted to welcome Uptons and Prunella to the centre. We have found that many more people are coming to shop at Hartlepool from across the region, who are invariably impressed by the excellent choice on offer here. It’s easy to park and people are amazed at the site and the number of shops and eating places we have at Middleton Grange. We hope shortly to announce several more exciting and well-known names who are opening in the scheme.”

HARTLEPOOL CITY CHALLENGE – THE FINAL YEAR

As Hartlepool’s City Challenge programme approaches its final year, the transformation of the central area of town continues to attract favourable comment from residents, visitors and business investors alike. The concentration of public and private sector finance in a tightly defined area has had a marked effect on changing perceptions of the town and creating new investment opportunities.

The final year of the programme will feature a number of private sector development projects for which funding negotiations are already well advanced. Major building landmarks are undergoing refurbishment for a range of new uses, including recording studios, a live music venue, hotel, restaurants and other licensed premises; whilst the completion of infrastructure projects is opening up new build opportunities on the fringes of the town centre, in the dock area and on industrial estates.

This progress reflects the overall development approach of the City Challenge Partnership, which has invested heavily in the early years of the programme to upgrade infrastructure, assemble and clear redevelopment sites, improve the environment and bring new uses to vacant buildings such as an art gallery in a grade one listed church – all serving as catalysts for further investment. With the backing of a pragmatic local authority, a well-developed business support network and a flexible labour force, the City Challenge Partnership has every confidence that its vision of a sustainable economic base and a transformed image will be achieved by its 31 March, 1998 end date.

Commercial PROPERTY MONTHLY 1997
**FLEXIBLE APPROACH TO PROCUREMENT**

The Bowey Construction Group now claims to be one of the leading Construction Groups in the North East of England. Since its foundation in 1967 they have built up a bank of expertise in most aspects of the Construction Industry, and their continued expansion sees the Group with a turnover in excess of £45m.

**TRADITIONAL INDUSTRIES ADAPTING FOR THE FUTURE**

The demise of the traditional ship building industries on the Tyne and the Tees some years ago gave rise to the thought that the North East of England was finished as a major industrial area. Developments in the last three or four years have completely disproved that opinion with the reopening of the Swan Hunter yards at Wallsend and Heaburn on the Tyne, the redevelopment of Smith Dock on the Tees and the recent purchase of the former Greythorp and Laing offshore yard, writes Nick Cram of Crass & Co.

The Swan Hunter site was purchase from the Receivers in June 1995 by T.H.C. Ltd, a Dutch company. Since then it has been transformed into a major offshore conversion facility and the yard has been adapted to accommodate demand from the gas and oil offshore industries. T.H.C’s old premises in Hartlepool, which comprised three major construction facilities were acquired by Hermon, another Dutch giant, who successfully continued the offshore conversion work initially generated by T.H.C. Ltd.

Also at Hartlepool the former Laing Offshore Yard was recently acquired by Abel U.K. Ltd who are currently converting the yard to what will ultimately be the largest abandoned facility in northern Europe. On the Tees the former Smiths Dock ship building yard was acquired by the Tees Development Corporation some time ago and has been developed and redeveloped into what is now known as Teess Offshore Base. A significant part of the Teess Offshore Base has been acquired on a long lease by Tees Dockyard Ltd who have access to three dry docks for ship repair work.

Far from the North East degenerating into an industrial wasteland, the traditional industries have adapted to modern day technological requirements and once again the area is a dominant and thriving major industrial location not only within the U.K. but within Europe and the EEC.

**EXPANDING LEISURE IN THE NORTH EAST**

The MWB Leisure Fund was launched in 1996 and has established to satisfy the requirement for an investment vehicle within the expanding leisure sector. It was designed to capitalise on the rapid growth potential of the MWB Retail Park Fund, which has in excess of £120m to invest, continues to make a number of strategic leisure property investments by acquisition, development projects, joint ventures.

Expanding forward requirements as well as purchasing creating standing leisure park investments.

Recognising the growth potential within the north eastern sector of the country we recently purchased two leisure parks at a price of £25.7m – Teesside Leisure Park, Stockton-on-Tees and Bolson Leisure Park, Tyne and Wear.

Teesside Leisure Park, comprises a ground and first floor scheme totalling approximately 96,400 sq ft and is fully let to strong covenants including First Leisure Bingo and Night Club, Allied Lincoln Sports Bar and Bass Public House. It produces an annual rent of £953,625. Completed in December 1996, the scheme forms Phase II of the existing leisure complex which is anchored by Showcase Multiplex Cinema, Stock Retail Park, considered to be one of the foremost retail warehouses in the country is adjacent to the scheme.

Bolton Leisure Park is situated south east of Newcastle-upon-Tyne, and when completed will comprise a 44,357 sq ft cinema let to Virgin and two restaurants let to City Centre Restaurants and McDonalds. These lettings will produce an approximate annual rental of £272,200. The Park is due for completion in August 1997.

**PORTTRACK RETAIL PARK, PHASE II**

Port Town Centre Securities plc have purchased Phase I of the newly built Porttrack Retail Park in Stockton. Phase I was developed in 1995 by Yorkshire based Grandele Developments (Portrack) Limited and comprises three retail warehouse totalling 60,300 sq ft let on 25 year leases to Staples, Cantons and Pet City at an average rent of £8.80 per sq ft. The price paid was £4.025m representing a net initial yield of 8.6% to the purchaser.

Commenting on the purchase, Town Centre’s Managing Director, Edward Ziff said that the purchase was in line with the Company’s strategy of buying well let retail investments with demonstrable signs of both rental and capital growth. “In this instance we see the rents rising as a result of occupier demand for the Teeside Retail Park where traditional retail good operators are being squeezed out by the upward pressure in rents. This is evidenced by Phase II of the Porttrack Retail Park which is now under construction; already 10,000 sq ft has been pre-let to Whitfield’s and another unit of 9,000 sq ft is considered one of 10,000 sq ft currently available”, said Mr Ziff.

Phase II of the development is being undertaken by Grandele Developments (Portrack) Limited and is due for completion prior to Easter 1997.
**COUNTY DURHAM**

**DARLINGTON – A TIME FOR CHANGE**

Time for change. From the 1 April 1997 the borough of Darlington left the jurisdiction of County Durham and took on the mantle of a unitary authority within the Tees Valley region.

With this new identity is promised a new Darlington, a district with the freedom to create and retain opportunities for industrial and commercial success both for itself and as part of the Tees Valley partnership, say Darlington Borough Council. Darlington is now a district in its own right but, as an equal partner in a sub region, is also working with the four other Unitary authorities in the Tees Valley – Stockton, Middlesbrough, Hartlepool and Redcar & Cleveland, on a strategic plan which addresses the economic issues in complementary ways. The Tees Valley Partnership now has an even stronger case for inward investment when it includes Darlington’s assets – Teeside International Airport, the A1 motorway and a number of prestigious industrial sites, including the strategic 390 acre Faverdale site, as well as the town’s existing position as a major service centre.

Many sites are available for economic regeneration within the district. As well as Faverdale, a site at Yarm Road, closely located to Cummins Engines, and Darlington Building Society’s national headquarters, has outline permission for a further regional office headquarters. Other sites include 60 acres adjacent to the A66 bypass for office and mixed use with other major locations also available in the area. As the main route between Teeside and Darlington, the A66 is an important strategic corridor. Further details can be obtained from the Economic Development Unit which has been re-launched as the Economic Regeneration Unit from the 1 April 1997.

The new Darlington council will be continuing to offer a comprehensive package of help and advice for its existing businesses and development opportunities. The borough already boasts the FAHCL Fund, a low interest loan fund available to new and existing small businesses in the district employing 25 people or less. The Borough Council can also offer direct financial support to businesses, providing assistance towards business rates, equipment expenses or site preparation costs. Development and inward investment within the new Darlington Borough may also benefit from the provision of sub regional packages.

The Borough Council can offer direct financial support to business, providing assistance towards business rates, equipment expenses or site preparation costs.

It has taken a year to set up the changes, but with the enthusiasm and commitment being displayed by the borough council, the new Unitary Authority of Darlington will be free to progress and develop naturally into a thriving commercial and industrial centre.

**DURHAM CONTINUES TO BE A STRONG REGIONAL CENTRE**

According to Bradly Hall, Chartered Surveyors in Durham, Durham City still has a major role to play in the historic retailing centre in the North East, particularly since work has now commenced on the Boots Market Place/Sudder Street expansion scheme.

There is still a great number of retail requirements in the city of Durham, some of which have been satisfied by the new completed development at 1-3 North Road. Even several prime shop units ranging from a kiosk of 14.39m² to a unit of 84.7m² (914.5sq. ft), Shop fitting has already begun on three of the pre-let units – the Halifax Building Society, Burger King and Spec Savers. Zone A rentals of about £65 per m² (£60 per sq ft) have been achieved. Peter Bartley, of Bradly Hall, agents for the scheme says, “Notwithstanding the boom in conjunction with New Market Developments, there has been great looking scheme and interest in the remaining units has been very good with

“...the popularity of the scheme is due to the fact that purpose built larger units in a prime position have seldom been available in the City itself”

negotiations well under way with other retailers wishing for representation within the City. The popularity of the scheme is due to the fact that purpose built larger units in a prime position have seldom been available in the City itself.”

Office rents in the city centre of

Durham have remained static at around £40 to £70 per m² (£10 to £17 per sq. ft) and some instances are showing signs of falling due to lack of parking and difficult site configurations. Many occupiers are now out of town office developments, such as Aykroyd Heads and Abbey Woods business park to the north of the City. Have been attracted by the pleasurable car parking. Peter Bartley says, “a number of requirements still exist from office users both on a large and small scale, although lack of parking does cause a major restriction to City centre office accommodation.” Within the City centre itself planning has now been obtained for a mixed lease, office and health centre on the former police station premises at Court Lane. Three buildings provide 1,081m² (11,632 sq. ft) of gross internal accommodation on a site of about 0.17 hectares. Negotiations are well under way in the sale and letting of the whole scheme.

The industrial market within Durham is still predominantly second hand space, which in turn is restricted rental growth. A limited number of new build has been created through the local authority English Partnership to owner occupiers, and where this has occurred demand has been brisk. Close to the City itself, Belmont and Daragonville Industrial Estates continue to be popular with rents ranging from £24.21 per m² (£2.25 per sq. ft) to £37.86 per m² (£3.59 per sq. ft). Other industrial estates around the

Durham area are also popular, although the Enterprise City, on the outskirts of Durham, has seen a real growth in tenancies taken due to its 24 hour security and tidy surroundings. Units within the Estate range from 84.11m² (905 sq. ft) up to 3956m² (42,000 sq. ft). Joint agents Bradly Hall and JTT Debenham Thorpe have agreed a number of new lettings on the Estate; although Peter Bartley, from Bradly Hall admitted, “the letting of units has proved difficult, although there are now signs that the difficult industrial market has turned a corner, with a marked interest in enquiries and lettings.”

With rentals beginning at £24.21 per m² (£2.25 per sq. ft) the units are one of the most competitive in the Durham Market.”

Overall, Durham will continue to be a regional centre on its own due to its strong regional position at the axis of Tyneside, Teesside and Wearside and with the continued growth within all sectors.

"...there are now signs that the difficult industrial market has turned a corner, with a marked interest in enquiries and lettings"
One of the UK's newest Enterprise Zones is currently taking shape in County Durham, helping to drive the major conurbations of Tyneside and Teesside.

Designated in 1995, the East Durham Zone is divided into six areas, five of which are designated specifically to attract manufacturing.

The sixth, Bracken Hill Business Park, is located in Peterlee - a town which is home to major international companies such as STX, TRW, Caterpillar and Mattel/Fisher Price.

This 20-hectare Enterprise Zone park, with 13 hectares of developable land, is designated for B1 use, ideal for back office operations, call centres and research and development.

Companies moving onto the park will enjoy a business rate holiday until December 2005 as well as other Enterprise Zone benefits. Generous rent free periods can also be negotiated with developers.

The first developer on site is York-based Grantside Developments. The company has already completed the first building - a 10,000 sq ft two-storey office - in the first of a phased development of high quality accommodation.

A proportion of the remainder is subject to an arrangement between Durham County Council and London-based pension fund Sandringham Investments who plan to develop a series of customised call centres.

"Bracken Hill is a quality development and has received a tremendous amount of interest from a number of companies," says Ken Frankish, managing director of County Durham Development Company, the inward investment and business support arm of Durham County Council.

"County Durham has an established reputation in manufacturing, but we are keen to diversify the local economy and increase the presence of service industries. There is a significant pool of labour available to sustain office type investments. The North of England has been successful in attracting several call centre developments over the past 10 years including companies like British Airways, the AA, Orange and London Electricity. This experience of a committed, flexible and loyal workforce in the region has been underpinned by the perceived attractiveness of the local Durham accent."

Durham County Council has invested nearly £2 million on landscaping and providing roads and services at Bracken Hill, underlining the importance it attaches to the business park. The ambience of Bracken Hill is further enhanced by its southern boundary being Castle Eden Dene, an Area of Great Landscape Value, which provides an attractive well wooded fringe to the site.

Communications are also excellent. Bracken Hill has good access to the A19 trunk road which connects Tyneside, Wearside and Teesside and is within easy reach of main East Coast railway stations (Durham, Darlington and Newcastle) and the airports of Newcastle and Teesside, which both have international connections.

"Durham County Council is working closely with developers and potential occupiers of premises in all parts of the Enterprise Zone to ensure successful development and support job-creating investment," says Ken Frankish. "We can help potential investors to link in to the local support network of County Durham including training and recruitment. We look forward to welcoming potential occupiers while there are still many years of Enterprise Zone benefits to be had."

**A Word of Advice**

If you’re **paying** business rates...

** MOVE ...**

**TO BRACKEN HILL BUSINESS PARK**

The Place To Be for business, judged by the success of the local council's factory units. Last year Eastington District Council decided to actively promote its 101 factory units on nine industrial estates scattered across the district. It commissioned a distinctive radio and poster campaign with the slogan 'Place To Be'. The authority's pro-active efforts to attract business has certainly paid off - 72 of the units are now occupied and a further ten are under offer.

The units range from 400 sq ft workshops to 15,000 sq ft multi-purpose industrial buildings, and they are home to a wide variety of businesses, from a small firm specialising in customising cars to large double glazing manufacturers.

Many of the firms began life in one unit and have expanded into neighbouring workshops to accommodate healthy under books and growing workforces. Cold Hesledon and the Kingfisher estates at Seaham have proved to be the most popular sites with industrialists, and the 'full' signs are about to go up on both estates.

The council has just one 15,000 sq ft factory unit left to rent on the Seaview estate in Hartlepool - typical of all the authority's industrial sites, where there are a total of just 19 units currently available to let.

The council's other industrial estates can be found at Blackhall, Shotton Colliery, South Hetton, Thornley, Wheatley Hill and Wingate.

Eastington District Council believes the success of its units owes much to the active support the authority offers to businesses, including easy in easy out terms for start-up firms. Businesses are also attracted to the district's industrial estates by their excellent location close to the A19 road, competitive rents, and the adaptable skilled local workforce.

Councillor Tom Crowley, chairman of Eastington's Economic Development Committee, said: "We are heartily encouraged by the fact that the number of industrial units the council currently has available is coming down. This means more business people are being attracted to Eastington, and there is more economic activity."

For further information contact John Elliott or Greg Johnson at the County Durham Development Company on 0191 383 2000.

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**Commercial PROPERTY MONTHLY 1997**

Commercial PROPERTY MONTHLY 1997
RELOCATION IN THE NORTH EAST

The North East's success in attracting major international investors in the last few years suggests that the area looks set to become one of the UK's relocation capitals, say BEP Relocation.

BEP, a prominent North East relocation management company, has been very much involved with this influx of inward investment. From its head office in Darlington, Co Durham, BEP has managed a succession of new projects. The company also operates in Kensington, London, enabling the company to maintain contact with the capital's relocation market.

Upon return to her native North East five years ago, BEP's founder and owner Deanna Musgrave recognised the potential of the region. Last year BEP managed the relocation of over 100 key personnel and their families for electronics giant Siemens – just one of a portfolio of blue chip clients that has encouraged BEP's expansion.

But even as the company moves into the multi-national league, it remains faithful to the regional business market.

Musgrave explains the reasons behind BEP's success. "The services offered by BEP match those of the national relocation companies, traditionally only offered by larger organisations. In addition, unlike our competitors, BEP operates without the involvement of agents or middle men, providing a personal service from start to finish. This depth of family support is perceived by many of my clients as of increasing value. Furthermore, it's a unique experience of relocating whilst working for multi-national companies that has proved invaluable."

BEP Relocation reckons that, together with its strong overseas interest and the region's increased profile, 1997 is set to see a further increase in business.

QUALITY ENVIRONMENT

Through Teesdale District covers the largest area in County Durham, it has the smallest population and the lowest economic base. It also has the heaviest dependence on agriculture and on one main company in Gisburn. However, which supports many other businesses in the area. Teesdale's greatest assets is its outstanding environment and its people – a recent survey carried out as part of the Teesdale Economic Development Strategy, confirms the importance given to quality environment among local businesses.

One of the most dynamic local companies is the Ca Group in Evenwood, which it is planned to encourage further investment through the development of new workshops on the Radolph Site in 1998. This will be a partnership scheme with Durham County Council and the Rural Development Commission.

Barnard Castle is the main business and commercial centre in Teesdale, with strong retail and tourist sectors. It is also the base for a number of growth companies, including high-tech businesses on the attractive Hamble Enterprise Park which has superb development sites available. All of the District Council's units at Stainton Grove are fully occupied and there is also pressure for new space. Work development at Middleton-in-Teesdale. In addition to new-build, the District Council is keen to encourage conversion of properties for economic use – a redundant building survey has recently been carried out which will be used to increase take-up of the Redundant Building Grant scheme in Teesdale.

A successful Capital Challenge project for a "one-stop shop" Business and Training Centre is to be developed in partnership with Bishop Auckland College, Staithes College and Yattendon Enterprise and Rural Development Commission. This project will provide a modern facility which will greatly improve the standard of services offered to existing and new businesses.

In addition to the existing business support services, Teesdale is also benefiting from new schemes to improve viability of farming businesses and encourage farm tourism in the region, with the support of the European Union Objective 5 funding. The District Council is also supporting the Rural Development Commission's village store grant scheme to help maintain jobs and services in the rural area.

CHESTER-LE-STREET

Following a comprehensive restructuring exercise, Chester-le-Street District Council has established a dedicated economic Development Services Team with the key role of bringing together the local business and residential community so as to genuinely enhance and sustain the local economy. Located in the heart of the North East and bounded by the A1 (M), Chester-le-Street is an excellent location to do business. Chester-le-Street Town itself can boast a thriving retail community supported by the North East's largest open market as well as the regionally important Riverside Sports Complex, the home of Durham County Cricket Club. The District also hosts Beamish, the North of England Open Air Museum and incorporates part of the Coast to Coast (C2C) cycle route and the Great North Forest. The challenge for the new team is to develop a series of policies and programmes which support this partnership approach and which draw together all of these key assets to provide the business and prospective relocating businesses with the support they need to prosper.

SET YOUR SIGHTS ON TEESDALE

Developed Sites

Teesdale Enterprise Park – the number one site in Teesdale, on the A68 road. Barnard Castle. 12 acres of attractive Hamble Enterprise Park with Gisburn Welcome with 18 hole golf course in the residential area.

Other Sites

Middle Cave – 1 acre

Teesside District Council

Economic Development

Working in partnership to deliver quality services

* Estates Management
* Business Support
* Tourism
* Property Management
* Town Centre Regeneration

CHESTER-LE-STREET DISTRICT COUNCIL

ECONOMIC DEVELOPMENT

working in partnership to deliver quality services

* Estates Management
* Business Support
* Tourism
* Property Management
* Town Centre Regeneration
BRACKEN HILL BUSINESS PARK

The development to consist of up to seven traditional two-storey brick offices, ranging in size from 5,000 ft^2 to 30,000 ft^2, with the following features: pitched tiled roof; raised access floors; tinted glass double glazing; gas fired central heating; passenger lift and a high specification entrance/reception area. The development is located in East Durham Enterprise Zone. As one of the best business parks in the North East of England, it is surrounded by attractive wooded hills and valleys providing the sort of landscape which developers normally have to create. The Park itself has been beautifully landscaped and has the advantage of being close to the Castle Eden Dene which is recognised as an area of outstanding natural beauty.

Bracken Hill is next to one of the North East’s major industrial estates and has direct access to the A19, which is the main north-south spine road on north east coast. International airports are to be found at Newcastle and Teesside, both being approximately 40 minutes drive from the development. Teeside airport provides regular domestic flights, with New Castle offering numerous inter-continentals destinations in addition to further domestic connections. This area is also well served by British Rail, being on the main east coast line. Twenty-two high speed trains operate daily from London to the north east with a travelling time of only 26 hours.

Bracken Hill Business Park has the benefit of exemption from Business rates until November 2005, and generous incentive packages are available.

GRANTSIDE DEVELOPMENTS LTD

£120M RENAISSANCE FOR NEWCASTLE TOWN CENTRE

A n ambitious scheme to restore pride and purpose to the historic Grainger Town area of Newcastle has been unveiled on 25 February 1997 by English Partnerships and Newcastle City Council. Designed to invest up to £120 million, the scheme will bring unused properties - more than half of which are listed for their architectural and historical significance - back into use and improve the physical environment around buildings and in the streets.

Grainger Town already enjoys an international reputation as a focal point for Newcastle’s lively cultural and recreational scene. The scheme envisages it becoming equally well-known as an exciting and energetic dynamic place where people can live and work, and where businesses can prosper and grow. Although more than 8,000 people work in Grainger Town and 1,000 people live there, over a million square feet of floor space is currently vacant and in decay, with many of the listed buildings classified by English Heritage as being ‘at risk’. The scheme is intended to help create up to 2,400 new jobs, start up 200 businesses and create over 700 new homes for sale or rent.

The Regeneration Strategy, commissioned by English Partnerships and the City Council, has identified how the problems can be dealt with and aims to give the heart of Newcastle a vibrant new lease of life. Anthony Dunnett, Chief Executive of English Partnerships, announced that his Agency expects to be spending at least £20 million in specific projects within Grainger Town over a five year period. This comes on top of the announcement by the Government in December of an £11 million SDR award to the City specifically for Grainger Town. Together with funding from English Heritage, Tyneside TEC, the Regional Lottery, the City Council and Europe, almost £40 million of public sector finance will be available to encourage the private sector to invest a further £80 million in the future development of Grainger Town.

WAREHOUSE ACQUISITION

Lofthouse & Partners, the Sunderland based Commercial Property Consultants acted on behalf of Villa Soft Drinks Ltd. in the acquisition of a newly built warehouse in Washington, Westwood Park. The development comprises over 123,000 ft^2 of warehouse accommodation and extends across three units.

The purchase has been negotiated by Lofthouse & Partners for £1.13m on behalf of the client, which has been financed by an existing bank facility. The property provides a high specification warehouse and office accommodation, and has an excellent location within Tyneside, with access to the A1 and A19 motorways.

TRIO OF WINNERS

Fifty million pounds of funds for three of the country’s biggest property development projects in science and the arts have been won by Tyne and Wear Development Corporation. The £54 million International Centre for Life is now underway in Newcastle, followed by Sunderland’s £16 million National Glass Centre. The International Centre for Life will house £17m by the Millennium Commission, and £10m from the Regional Development Fund. Support for Yorkshire’s National Glass Centre has come from the Arts Lottery - £4m - with £2m from the European Union.

The £100m project is the largest and most comprehensive in the UK in recent times.

FIRST CHOICE FOR WATER

United under the title ‘First choice for water’ industry Teesside today launched an initiative aimed at attracting industries with a need for process water to build their plants in the region.

The campaign is based on Teeswater’s abundant water supply from Northumbrian Water, said Allister Ackley, Chief Executive of Tyneside TEC, the Regional Lottery, the City Council and Europe, almost £40 million of public sector

HOPES FOR CONTINUED TAKE UP

Commercial retail and site sales are strong at present on the satellite sites surrounding Sunderland and South Tyneside, comments, reports Chartered Surveyor Gavin H Holmes. “We foresee a continuing steady demand by manufacturers being attracted with grant packages that are currently available in the north east. We are still finding interest from companies wishing to relocate within the north east region on the newer sites, moving from central town or older style premises.”

BT MOVES TO QUAYSIDE

Newcastle’s largest City Centre letting for 15 years - BT’s move to the 6,454 ft^2 site at Bridge Court House of Century Insurers plc and a board director of Tees Valley Development Company, the local authority responsible for managing development organisation which is managing the campaign for the city, said: “Many businesses in some regions are being relocated. Teeside has a plentiful water supply thanks to Teeswater, which is supplied by its own water reserves and infrastructure which has made Teeside the envy of the UK.”

MILLENNIUM PROJECT SET TO CREATE 750 JOBS

Urham is just one step away from approval of an ambitious Millennium project which could create up to 750 jobs. A decision on the £1.15m bid, which has won widespread local support, is expected from the Millennium Fund within the next few weeks.

It is hoped that the project would be just the first phase of a much bigger scheme – and a fitting way in which to celebrate the city’s 1000th birthday.

The main features of the scheme include the creation of a riverside park leading down to the River Wear, a new footpath and road bridge over the river; the creation of a riverside park in the heart of the city; a Millennium Hall with meeting rooms, exhibition galleries and educational facilities; a Millennium City gate or Visitor Centre featuring the history of Durham through the ages; a Millennium Square linking the project to the market place. The city council says the scheme would provide a low-cost visitor service for local people alike and is geared towards re-inventing the ancient peninsula of the city with areas which were cut off when the city centre road was built in the 60’s.

City Council leader, William Kellett, says, “Our Millennium bid is designed to benefit everyone in the community, together with the millions and more visitors we welcome every year.”

MAJOR RETAIL SCHEME

Land Securities and Sunderland City Council are now embarking on or completing schemes to consultant local residents, businesses and public transport groups and a planning application due to be lodged at the beginning of March. The retail extension is scheduled to be open for trading in September 2000.

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GLOBAL INTEREST IN NEW TYNE RIVERSIDE ENTERPRISE ZONE

Airport only 15 minutes away, and a less than three hour journey time by rail to the capital.

The new Tyne Riverside EZ is the third to be won for Tyne and Wear. The now expired Tyne EZ boosted inward investors which include British Airways and AA Insurance and the still current Sunderland EZ has attracted names like Warp and London Electricity.

That means the area is used to taking full advantage of the benefits. The financial incentives are unbeatable in the UK, but the reason we are so successful at attracting inward investment is that we have also a highly motivated workforce and training facilities, exceptional infrastructure and a superb lifestyle available,” said Gordon Ramsey, TWeDo’s chief executive.

“There is a high level of interest in the EZ space, and we expect investment will come from the electronics industries, like component manufacturers, consumer electronics or in the service sector, offering a good balance of jobs, from managerial to skilled metalworking, electrical engineering and welding. Our ambition is that up to 100 jobs per acre will be created, depending on the companies,” he added.

Tyne and Wear Development Company (TWDo) is the prime agency for attracting inward investment in Tyne and Wear and works closely with the Northern Development Company, Tyne and Wear Development Corporation and national and regional government offices and local authorities.

Its main activities include identification and provision of sites, offers of grant assistance and provision of detailed information on the labour market and sourcing of raw materials, services and professional advice.

TWeDo provided the 44 hectares (110 acres) of Enterprise Zone land for the Siemens facility at Hadrian Business Park on North Tyneside, and funded a £300,000 chair in microwechnology at Newcastle University for research and development projects. It also has a portfolio of 300 acres of land and 160 industrial properties, mainly small business units.

TWeDo assists businesses in Tyne and Wear to expand, and as a result more than 30 companies are involved in capital expenditure of more than £50 million every year.

It provides advice on grant applications, assessment of business plans, and provides exhibition space at European trade exhibitions for small and medium sized companies at heavily subsidised rates to encourage businesses with export potential to gain experience in EC markets.

TWeDo also has trading offices in Barcelona and Hamburg which offer companies from Tyne and Wear assistance in understanding the Spanish and German markets, representation in those countries and detailed information on export opportunities.

The Tyne Riverside Enterprise Zone has been officially launched to top international property agents in London – and already there is global interest from potential inward investors keen to be neighbours of companies like Siemens and IGL.

Looking at the global inward investors at the launch of the Tyne Riverside Enterprise Zone with Gordon Ramsey, TWeDo’s chief executive, TWeDo.

The launch of the 235-acre (96 hectares) EZ was the first in a series of presentations by the Tyne Riverside Partnership, comprising Tyne and Wear Development Company, English Partnerships, North and South Tyneside Councils and Gateshead Borough Council.

Already there is global interest from potential inward investors keen to be neighbours of companies like Siemens and IGL.

Councils and Tyne and Wear Development Corporation, to identify end users through intermediaries including accountants, lawyers and investment trust specialists.

Thirty property agents representing clients worldwide, considering inward investment to expand in Europe, or looking to gain a foothold in the EZ, were given a breakfast of the latest generation EZ – with Enterprise Zone status until 2006 – which has 11 sites in North and South Tyneside.

Michael Tracey, an EZ specialist, of property agent Montagu Evans, said that the location of the illustrious Siemens Microeletronics on the EZ, is an added attraction. “This is a signal to prospective occupiers that the EZ is capable of meeting all of the requirements of one of the most prestigious companies in the world,” he said. “Businesses which supply, or hope to supply, Siemens will also be attracted to locate on the EZ.”

TWeDo has available 22 hectares (55 acres) of land for development at Hadrian Business Park, where the Siemens Microelectronics EZ site facility is located and will be operational this August.

TWeDo's chief executive, Gordon Ramsey, at the launch of the Tyne Riverside Enterprise Zone.

Dudlow International Business Park at Sunderland has EZ status until April 2002 – and is being developed in partnership with the City of Sunderland.

Fellingsbury Park, Gateshead, is a 32 hectares (80 acres) Industrial and commercial distribution centre, with a range of serviced plots and purpose built units.

Commercial PROPERTY MONTHLY 1997
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Since the Northern Development Company was formed in 1986, it has helped the region to secure more than £7 billion worth of investment, which in turn can be linked to more than 67,000 jobs. This translates as one company investing in the North every eight days.

The investment figures are impressive; but what is more difficult to quantify, yet underpins the whole of NDC’s work, is the cohesion of a partnership within the region. An infrastructure has been developed which is able to offer practical support to potential investors whilst developing a strong regional identity.

The formation of NDC as an entity in 1986 was, in itself, the result of a partnership. During the early 80s a coalition of interested organisations worked together to attract major investment, in the form of Nisan, to the region. The success in securing this contract heralded the start of the diversification of the local economy. Local authorities, few utilities, supply companies, trading organisations and trade unions, who had worked together to present a cohesive and seamless service to Nisan, 1100 confidence and interest in sustaining this success by establishing an agency able to continue the process of attracting inward investment to the region.

NDC specialises in providing clients with a seamless service, co-ordinating the activities of a broad range of organisations across the region to ensure that the needs of potential investors are addressed. NDC is dedicated to regenerating the local economy and has pioneered a number of business initiatives. Services are tailored to individual company requirements and are managed by three teams:

- Regional investment – provides a key contact point for clients, both at the

NDC - A WORKING PARTNERSHIP

initial investment stage and when realising expansion plans.

- International Business Opportunities – the team identifies the potential for new business in domestic and export markets and provides guidance to assist regional companies to take advantage of these opportunities.

- Strategic Supply Chain and Cluster Development – works closely with investors and existing regional companies to develop globally competitive supply solutions.

Additionally, a Corporate Affairs Division provides support in relation to information to sustain and develop growth. The Market Intelligence Team is charged with providing the platform and systems that will lead to improved

Siemens factory, Wallsend, North Tyneside

million of new business has been won by companies in the North of England.

Siemens, the largest privately owned mechanical and electrical installation company in the country, employs over 3,200 personnel and has offices throughout the country. Locally the company has 40 staff and 150 operatives and a turnover approaching £90 million. NDC introduced the company to Wacon One and Young Shing. Providing information and keeping the company up to date, N. G. Bailey were able to position themselves to secure the business. As a result, the company won £5 million of new business to install heating, air conditioning, electrical services, lighting and power distribution to the first three buildings at Samsung (Wynyard Park). Services were also provided by the company to Wacon One at Young Shing amounting to £400,000.

The challenge for NDC is to continue to build upon its successes and continue to work with its partners to ensure that the NDC regional region maintains its profile and continues to attract major inward investment, whilst ensuring that value is added to contracts by securing additional work for existing companies within the region.

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PROPERTY BOOM – OR SOUND ECONOMIC POLICY?

by Stephen D Forbes, Senior Agency Surveyor, Whittle Jones

resulted in the DOE announcing a number of new Enterprise Zones in North and South Tyneside as well as in East Durham. The Silverlink Enterprise Zone in North Tyneside (adjacent to the Siemens plant) would appear to be performing well with new 81 offices, car show rooms and industrial units of between 6-44,000 sq ft being constructed at quite a pace with serious interest already being reported. The demand for existing properties on the area remaining strong (including those outside of the Zone), Whittle Jones recently completed the letting of the last remaining office suites at Silverlink Business Park to an Austrian company who supply component tools to Siemens. The critical factor to the success of the new Zones, the financial benefits and planning incentives aside, is the fact that the Zones are well located, close to or adjacent to the main arterial roads of the region which was not always the case with some of the earlier Zones in the 1980’s, where even today some units have never been occupied.

The office market in Newcastle is currently the source of some attention with a number of firms relocating from the City Centre to the Quayside due to the increased floor plates and modern

accommodation being more suitable for IT purposes than the traditional city centre offices. Rentals of £15.50 per sq ft are being achieved. The new focus on the commercial front in the City Centre is the recently announced Grainger Town scheme which aims to revitalise the historic core of the City with a mix of retail, offices and residential

programmes creating 200 businesses, 2,400 jobs and build 700 homes, to breathe new life into the area which has the highest concentration of Grade I and Grade II listed Not to be left out, Sunderland City Centre have launched a new £70 million scheme to enhance its own City Centre, improving transport and extending the successful Bridges Shopping Centre with the aim being to enable the City Centre to compete better with Newcastle and the Metrocentre.

Businesses in the North East are aware that conditions have been favourable over the past eighteen months with the help of local agencies.

High tech production – Siemens

New 30,000 sq ft factory under construction

in the region has regularly been in the spotlight significantly through inward investment achievements. Clearly the momentum continues to
TYNE & WEAR

The industrial sector continues to experience an improved level of demand with the market showing steady improvement. Developer interest as a result has increased, with something approaching 600,000 sq ft of space either under construction or about to start. This is largely inspired by the Tyneside Enterprise Zone within North Tyneside, where over 300,000 sq ft is being constructed at the present time. Asking rents in the North Tyneside Zone are in the order of £4.25 to £6.50 per square foot.

STABLE IMPROVEMENT IN INDUSTRIAL SECTOR

Metro Riverside Park Industrial Unit

There is already considerable demand for accommodation in the Zone. Victor Products are known to have already agreed terms on a 70,000 sq ft building. South of the River, construction will be starting in the near future at Viking

...there is currently some 450,000 sq ft of new or modern office space currently available...

Park, Barrow, also within the Enterprise Zone, in a development to be undertaken by Wicklegate, comprising units ranging from 11,500 sq ft to 40,000 sq ft. Letting agents are DTZ Debenham Thorpe and Lambert & Edge.

New development, however, is not confined to the Enterprise Zones. White Rose Development Enterprises, following the success of their first two phases at Follioty Park, Gateshead, are now undertaking a third phase totalling 105,000 sq ft, consisting of units ranging from 15,000 to 40,000 sq ft. Asking rents are £3.50 per square foot. Letting agents are DTZ Debenham Thorpe and Chesterton. Similarly, City & Northern Properties Limited have started a construction on their Team Valley scheme, again totalling 45,000 sq ft where the scheme is now mainly pre-let/pre-sold.

The new space coming forward adds to the existing accommodation currently available at J.F. Miller's Metro Riverside Park, development adjoins the Metro Centre, where two major lettings are about to be announced on one of the industrial units and one of the office buildings. Some 700,000 sq ft is either under construction or proposed in 1997. No new development is happening, however, without public sector input, i.e. E2 or gap funding.

There is currently some 450,000 sq ft of new or modern office space currently available in business parks in the North East, east of a total of 3 million sq ft available in the North East as a whole.

The undoubted office successes have been at East Quayside and Derwent Park, Sunderland, both achieving major lettings. Some 17,000 sq ft is now under construction at Silverlink with the possibility of another 30,000 sq ft coming forward at Balliol Business Park, Newcastle, both within the Enterprise Zone. Similarly, Grantaide Developments are hoping to commence construction industry over the past few years. We obviously welcome the introduction of the Construction (Design and Management) Regulations which have resulted in the whole team – client, designers, quantity surveyors – taking responsibility for the building to be constructed and maintained safely. The other major issue that our company has embraced is quality in all aspects of our business to ensure that not only does the client receive a quality product – but also that staff awareness of the benefits of providing a quality service to our internal customers and outside consultants is enhanced. Our aim is to maintain our reputation within the region of understanding clients needs, working in partnership to provide the solutions and being the company to which clients return, time and time again.

“We were awarded over £11m of new contracts early this year – including the third project for Immunogen at Hilton Enterprise Park, a new church and community centre for Bethesda Church at Houghton le Spring and several contracts at Ith Piton Durham. We were also delighted to deliver projects in 1996 for Littlehust at Newcastle, International Airport, The zone Office, Boots Development Properties Limited, and Northumberland Water.”

QUALITY IS THE KEY

Unit 10/11 West Chirton (South) Industrial Estate North Shields

- Only 99 pence per sq. ft.
- 5,202 sq. m. (56,000 sq. ft.)
- Excellent Access and Communications
- Tyne Tunnel/A19 – 2 miles
- Established Estate
- Roadside Frontage
- Flexible Lease Terms
- 475 sq. m. (5,200 sq. ft.)
- Excellent Location – adjacent to A1
- Rental £18,500 p.a. ex.

Airport Industrial Estate

Newcastle

Preston
Leeds
Newcastle

Commercial PROPERTY MONTHLY 1997

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TYNE & WEAR

The short, medium and long term fiscal strategy of any UK Government will not change the trend to save costs within public expenditure. This alone will provide a solid enough platform to justify the emergence of many property management consortia being led by Facilities Management Companies when seeking to be appointed as Preferred Bidders for PFI schemes. But will it happen?

Take the recent example of a client who has, for the past 25 years, endured the problems associated with operating in a building constructed in the 1960s. For example, lack of thermal efficiency (produces a cold draughty workplace in winter and a greenhouse in summer), the building envelope is not weatherproof, the lack of floor/ceiling voids produces expensive IT infrastructure systems that are totally inflexible, cellular offices, high energy costs, low staff morale etc.

The client can predict a certain need to maintain a presence on the existing site for the foreseeable future and a management decision is correctly taken to replace the existing premises.

An architectural competition results in the appointment of a team of architects, property advisors who, to their credit, develop a concept solution with the emphasis on reduced operating costs. The building envelope is super efficient, air change rates are designed down to new limits, a vacuum waste system is introduced, displacement ventilation, open plan offices for flexibility etc.

Then the procurement process begins. PFI needs to be addressed and an advisor is appointed who preaches the "by the book" philosophy. The client retains his architectural team as professional advisors and in doing so prevents their good design solution being incorporated into the final scheme.

The result? A PFI tender list is drawn up and a property developer led consortia win the competition with a low cost design and build solution. What happened to the original good design solution? It got dumped in the circular file tray along with other ‘more expensive’ bids.

We all must recognise that the operating costs over the life of the PFI scheme will usually render the initial capital costs as insignificant. If the existing FM costs are analysed against the new design predicted FM costs, sufficient data will be produced to assist the appropriate selection of the design elements. Life cycle postings and cost in use data allow the design team to optimise the choice of materials to be used. This in turn will equate to reducing operating costs and the opportunity for either enhancing the project viability or reducing operating costs.

The long term prospects of the property will be dramatically improved if a FM led strategy. This must be good news for all parties concerned – whatever the future change process involves.

Will the industry allow this type of design evolution to succeed? Or will success be judged on the capital sum being more competitive? Who will decide the success criteria anyway?

The answer should be very simple, we all have the professional responsibility to represent our ‘client’. The identity of the client changes many times within the procurement process of a project and as party is both customer and client somewhere in the chain. One element will guarantee success however it is to be measured, and that element is good teamwork.

There is a moral to this story in that the client must be very clear on what are his long term needs and ensures effective communication with the plethora of ‘advice’ he is encouraged to call on.

Consider the case study the example that will face 20 years down the road and we assure you – he is back where he started from.

Aquorn, who have their history steeped in FM led initiatives, are active in many public body PFI schemes including the health sector.

FACILITIES MANAGEMENT AND PFI – HOW WILL SUCCESS BE MEASURED?

By Keith Johnson at Knowlens Facilities Management

BUSINESS FURNITURE

WHAT YOU SEE IS NO ILLUSION!

Paul Daniels performed some of his famous magic for Business Furniture Centre boss Eric Lloyd when he opened the latest office furniture warehouse shown in the North East.

As special guest at the opening of the Team Valley premises for BFC, Paul drew attention to the vast choice of ranges of furniture on display while he worked through a number of his polished illusions and stage tricks.

It was no trick, however, why Eric Lloyd chose Unit 23, Kingway Interchange on Seventh Avenue, at Team Valley, Gateshead.

The vast 10,500 sq. ft showroom allows BFC to put on show a specially selected and extensive range of used, second hand, surplus and executive furniture.

BFC took the leap into the Tyneside office furniture market through acquiring Accent Office Furniture Ltd, now a competitor, and moving on to Team Valley. BFC relocated from Tenth Avenue to Kingsway Interchange, and increased the floor space to 10,500 sq. ft by installing a mezzanine floor.

Legal & General, the landlords, were represented by Naylors. The premises were taken on a 10 year term at an agreed annual rental of £25,000 pa.

The company is now working towards Investor in People accreditation at both sites, and already has the ISO 9002 accreditation for quality business and management systems. The sales staff are specially trained and headed by Lindsey Ritchie, sales director.

“...you're looking for the best furniture deals around... look no further than Business Furniture Centre."

As our name implies, furniture is our business, we’re the specialists in new, used, bankrupt or surplus stock and tailor your requirements to every customer taste.

Our business philosophy is simple – we always buy your furniture when there is nowhere else, deliver free and search daily for the best stock.

Our range of furniture is unparalleled for choice anywhere in the North East. We’ve always been competitive, our locations at Team Valley and Lytton Street Whitleybraugh allow easy access with plenty of parking spaces. So whatever your business furniture needs, you’ll find it here and at a price you simply won’t believe.

TEAMING UP AT THE VALLEY CREATES JOBS

Work has started on a new development at Gateshead’s Team Valley with the construction of nine high quality industrial units.

The work by Corbridge-based City and Northern Projects will create in the region of 50 jobs during the construction period of 30 weeks, with a further 180 full-time jobs on completion.

Totaling 48,000 sq ft and broken down into units of 4,000 to 6,000 sq ft, the scheme represents the first new build of this size of unit for some years on the industrial estate. The units are available to owner-occupiers and leaseholders alike. The 3.25 acres have been purchased from English Partnerships, with solicitors from leading commercial law firm Robert Muckle over-seeing the deal. The project is part-funded by the European Regional Development Fund. Five of the units have already been snapped up, leaving four still available.

Robert Muckle is working alongside architects Stewart & Southern, quantity surveyors Tweeds, M&E consultant Armstrong Tweddle, engineers Hutter Bedford & Titchmarsh and letting agents Naylors. Briston & Ward of City and Northern Projects Limited said: “This is an extremely important project and it is especially satisfying because it will create employment both in the short and longer term, as well as providing high quality premises for new and growing businesses.”

Jonathan Combe, a partner at Robert Muckle said: “The most pleasing aspect of the transaction was that it combined a wealth of local professional expertise who came together to efficiently oversee a project which will be extremely beneficial to the area.”

NEW QUALITY

USED, SURPLUS & NEW OFFICE

FURNITURE

As our name implies, furniture is our business, we’re the specialists in new, used, bankrupt or surplus stock and cater for every customer taste.

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Commercial PROPERTY MONTHLY 1997

Paul Daniels (right) and Eric Lloyd (left)

Paul Daniels (right) and Eric Lloyd (left)
The start of refurbishment works on the largest multi-let industrial estate in North Tyneside has triggered a strong level of enquiries and the completion of a number of recent lettings, reports Crawford Cole of Smith Cole Wright.

‘Tyne Tunnel Estate was acquired by CID No. Estates Limited in 1995 and the new owners have now embarked upon a programme of refurbishment works designed to improve the existing building stock and overcome an unprofitable perception in the market,’ says Crawford Cole.

‘Tyne Tunnel was seen as a location with an increasing void rate with buildings requiring substantial capital investment. In fact the quality and layout of the stock is generally good with buildings of modern portal frame design located immediately north of the Tyne Tunnel. The A19 has become the focus of manufacturing investment in the region with Samsung in the south, Nissan in Wearside and most recently Siemens in North Tyneside, and Tyne Tunnel is ideally placed to serve the region. The enterprise zone land within North Tyneside is now almost fully committed with new units commanding rentals of between £4.25 and £5.00 psf. This compares with fully refurbished units on Tyne Tunnel of between £2.00 psf and £2.80 psf for similar sized units. Capital values show the same level of disparity even after taking into account the benefit of 100 per cent Capital Allowances in the zone and owners occupy need to look carefully at their procurement route and the real values of property to them.’

‘Tyne Tunnel Estate is the home of many national companies including Racors, Edmunds Electrical Ltd, Robert Horne and Marks & Spencer plc. The estate offers a range of units from 2,740 sq.ft up to 49,020 sq.ft and CID No. Estates Ltd are starting the refurbishment of the estate on a terrace of the smallest units available. These small units are arranged in a typical courtyard layout with existing office entrances from separate pedestrian walkways to the front of the property, this particular layout is typical of this era of development which is now generally not popular. In addition to the overcladding of the elevations, overbuilding of all roof coverings and the provision of new roller shutter doors, the landlords are providing new personnel access doors from the courtyard and

overcladding the existing office elevations. This effectively reverses the unit layout and is a far more satisfactory arrangement as the majority of visitors access the building through the loading door to which vehicular access is available.

‘In parallel with the refurbishment of the block of six terrace C units the landlord has accepted a surrender of Unit B2 and is also carrying out a refurbishment programme. There are a number of units available by way of assignment on the estate and the landlord has decided it is easier to take control of the property and thereby be in a position to offer a variety of tenure arrangements. Of the six smaller C units 2 were pre-let before the works physically started on site on flexi leases. This is an arrangement whereby the tenant takes the building on a short term lease but has an option to purchase at pre-agreed fixed prices during the first 2 years of the lease. Both of the pre-lettings were completed on this basis and we have also let units G18 extending to 5,900 sq.ft on a similar basis which is the only unit on the estate never to have been let since its original construction in excess of 20 years ago. B2 extends to 16,950 sq.ft and is the only unit of its size available on this basis, although the landlord will also consider a more conventional form of lease or indeed an outright sale on a long leasehold interest.

‘These initial refurbishment works are intended as the first phase of a rolling programme to be undertaken on the estate over the next 10 years. The larger A units on the estate range from £2,600 sq.ft up to 49,020 sq.ft and front the

main estate spine road, High Flatworth, whilst Unit A has recently been let to North Tyneside Metropolitan Borough Council who are relocating from Unit A3 which will be the next building to be upgraded. A Schedule of Works has already been prepared and will include overcladding, new window inserts to the frontage office block together with heating and carpeting, and will be available by September 1997.

‘As well as general improvement in the market in North Tyneside which arises partly as a consequence of greater awareness due to the Siemens investment and the enterprise zone designation, the success at Tyne Tunnel is in part due to the flexible approach taken by the new landlord. CID No. are great believers in ensuring a deal is completed to the mutual satisfaction of both parties and that increased occupation and activity on the estate is to their benefit as well as that occupiers whether they be tenants or owner occupiers. An estate which promises inevitably produce rising capital values particularly when existing qualities are maintained, the competition is either more restrictive in their approach or constrained by other restrictions associated with the funding of the deals.’

Smith Cole Wright are joint letting agents with DTZ Debenham Thorpe acting for CID No. Estates Limited.

### Speculating with Space

Over the past few years London based developer Cannock Investments have invested significantly in producing large industrial buildings in the North East. Cannock recognised that most of the available buildings in excess of 50,000 sq.ft were tired second-hand properties which were well below the standard needed to satisfy demand. Because of historically low prevailing rental levels there had been few speculative developments, despite demand, and very little general activity at the larger end of the scale.

Cannock took the decision to fill this gap and have now developed over 250,000 sq.ft of speculative space with a further 40,000 sq.ft under way this year. Many people would regard this as a brave decision, but it appears to have paid dividends, with tenants being signed up in some cases within weeks of starting on site.

One notable success was in Peterlee in 1996. Cannock were in the initial building phase of a 75,000 sq.ft unit but within two months of starting on the site the building was under offer to Clament Garments, with an extra 20,000 sq.ft being added. Clament are now in

Tweddle Business Park - specious interiors

Tyne Tunnel Estate, Wallsend

Clament Garments

Production employing 200 people. At Tweddle Business Park, developed by Cannock subsidiary Ashmount Estates in partnership with the TDC, a 64,000 sq.ft building has been recently let to the Halifax Building Society and further letting announcements are expected shortly for the remaining two buildings of 50,000 sq.ft and 40,000 sq.ft.

Cannock’s most recent development is the 215,000 sq.ft Hadrian East development, adjacent to the new Siemens plant in North Tyneside. Main contractors Balfour Beatty have started on site this month, constructing an 85,000 sq.ft building let to printer Angus Angus International, together with two speculative buildings of 60,000 sq.ft and 92,000 sq.ft. The buildings are situated in the new North Tyne Enterprise Zone and benefit from being rates free until August 2006. They are due for completion by the autumn.

It would appear that the strategy of developing large speculative buildings has paid off.
North Tyneside is home to the UK’s newest Enterprise Zone – 90 hectares (220 acres) of industrial land have been designated with EZ status, making the borough an extremely sought after business address. Designated last year, the EZ is already more than 75 per cent committed with developments already happening on most of the 8 sites.

Siemens have located their wafer fab plant on the 20.4 hectares (50 acres) Hadrian Business Park South site, in the heart of the A19 corridor/City Challenge area, creating 1,400 jobs directly and the same number indirectly.

The strategic EZ site of Hadrian Business Park North is some 24.7 hectares (61 acres) set in area and is reserved for a major investor of the same size and calibre as Siemens and ESL, and it is hoped this site will be secured by an end user in the near future.

Interconnection Systems Ltd (ISL), world leaders in the manufacturing of printed circuit boards, are also taking advantage of the EZ benefits, loyal and flexible workforce and excellent infrastructure in North Tyneside. The company are currently constructing their new 43,000 sq.m plant which will accommodate their production, R&D and head quarter development at the 17.8 hectare (44 acres) Balliol Business Park East, creating 1,000 jobs. Neighbouring Balliol Business Park West development has already started. A new production plant for a national bakery who are expanding and creating 50 new jobs is well underway. Agreements have also been signed on the same site for an office development and the two frontage plots on the site are both the subject of advanced negotiations, leaving only a small number of development opportunities on this popular park.

14.7 hectares (36 acres) of EZ land is also available at New York Industrial Park. Located adjacent to the Hadrian Business Park South site in the heart of the A19/City Challenge area, the site benefits from it’s close proximity to the Siemens development and has been the subject of three speculative development agreements, all of whom will be providing light industrial space in sizes ranging from 1,982 sq.m (6,500 sq.ft) to 27,439 sq.m (90,000 sq.ft). The site will also accommodate a unit of 1,294 sq.m (40,000 sq.ft) for an end user who is already well established in the borough.

Looking to the future, North Tyneside has two sites totalling 121 hectares (300 acres) of development land identified in its draft Unitary Development Plan. One of the sites is a huge 101 hectares (250 acres) and will be marketed for either one or more end users or a very small number of occupiers. Early interest in this site is expected as it is adjacent to the A19 and has excellent public transportation networks close by as well as being within easy reach of the air and sea ports. The remaining 20 hectares (50 acres) cover one site adjacent to the A1056 and will be marketed as being suitable for light industry.

With such a huge amount of success, North Tyneside looks set to continue to be one of the best locations for businesses right in to the next millennium.

From Mackerel Economy ....... to Micro Technology

INVEST IN NORTH TYNESIDE

SIEMENS DID.

CONTACT:
INTO (Invest in North Tyneside Office)
Tel: 0191 200 6060 Fax: 0191 200 5110
TYNE & WEAR

An exciting £15 million development is set to boost the flourishing regional microelectronics sector in the North East of England. The European Microelectronics Institute and Centre for Advanced Industries (EMI-CAI) is currently being developed on the Royal Quays site in North Shields, Tyneside.

The project will see the development of a centre dedicated to supporting the formation of new SMEs as well as assisting the growth and competitiveness of existing companies active in advanced engineering. In addition to this, the development will also house a focal point for the development of excellence, training and applied research for the regional microelectronics sector.

In three phases, the project will occupy a prominent site at the entrance to Royal Quays, the Tyne and Wear Development Corporations flagship park for the re-development of an extensive area of derelict dockland. The site has already seen a high level of redevelopment activity and, when complete, will have a wide range of uses on site including business, housing, shopping and leisure facilities.

Phase one of the EMI-CAI project, which is already well under way, will be Applied Materials European Technical Center, a training and development block for this US company supplying tools and production expertise to semiconductor manufacturers in the UK. The block will house workshops and laboratories along with an engineering centre and teaching space, to detailed designs specified by the company.

The second and main phase of the physical developments will be the construction of a six storey office and research facility, the Centre for Advanced Industries. The newly created block will provide in excess of 6000 sq. m of floor space in a prestigious and energy efficient building. The floor space will be managed flexibly to enable tenant companies to adapt and grow whilst retaining the benefits of close proximity to similar minded companies and complimentary research activities. All occupants of the facility will benefit from the communal reception, exhibition, conference and catering facilities which will be finished to a high standard.

Within the above building a unique research facility will be located. Drawing on expertise from Durham and Newcastle Universities, a resource center will provide vital research and training closely allied to the needs of regionally located electronics companies such as Siemens and Fujitsu.

The project is planned to be complete by early 1998 after which further development is anticipated on adjoining land. These sites will be marketed for the commercial development of office and research facilities which will complement the activities of EMI-CAI.

The overall project, which is part financed by funding from the European Regional Development Fund and Regional Challenge, has been developed and made possible via a partnership involving North Tyneside Council, North Tyneside City Challenge, Tyne and Wear Development Corporation and Siemens.

Location of Royal Quays

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NEW CHAIRMAN OF GOVERNORS

A bird’s eye view of the extensive developments under way on the Royal Quays site

The University of Northumbria at Newcastle has appointed Mr Gavin Black as its new Chairman of Governors. Mr Black takes over from Reay Atkinson, who retired at the end of 1996.

Mr Black is Acting Chief Executive of property consultants Chesterman International plc. He said, "The HE sector is undergoing considerable change at the moment and is likely to be involved in further changes over the next few years. The Government funding for the sector is an issue that will need to be resolved. I can also see considerable additional expenditure being placed on research in the years to come".

The ability to meet the changing skills needs of growing Tyneside businesses and potential inward investors is crucial to the long-term prosperity of the area. Training People: Developing Business is the mission statement of Tyneside Training and Enterprise Council. The two strands are not separate but work together to deliver the TEC's overall aim of achieving a dynamic local economy.

Companies with individual training requirements can take advantage of customised training packages offered by the TEC. Working in conjunction with local training providers a recruitment and training solution can be designed and implemented to suit a company's needs.

Tyneside TEC played a crucial role in Siemens' decision to build a new £1.3 billion semiconductor plant on the Hadrian Business Park in North Tyneside. Olivia Grant, chief executive of Tyneside TEC said, "The TEC was able to assure the company that we have the people and high quality resources along with the capacity to provide a recruitment and training package to meet their needs".

During 1996, Tyneside TEC played an instrumental role in ensuring that a

ENTREPRISE ZONE OFFERS ADDDED VALUE

by David Glazton, managing director of Silverlink Property Developments plc and chairman of North Tyneside City Challenge.

Then such expenditure will attract 100% first year tax allowances. For investors or owner occupiers, this represents a cost saving of up to 40% on qualifying costs. Once in occupation, further benefits are available. For many companies, the prospects of securing such substantial public sector support creates a vision of eyes of the market, is that E2s are fundamentally unattractive locations for business. With Britain's newest E2, Tyne Riverside and the A19/Silverlink Corridor within that, this is clearly not the case. These sites are located close proximity to major road networks - the A19 and the A1. The public transport system runs regular services to and from local amenities and Metro stations, and a strong, well-trained workforce is available, supported by local colleges, which are meeting the demands issued to them by employers.

A DYNAMIC LOCAL ECONOMY
NEW PROPERTY COMPANY
Focuses on Industrial Development

Currently celebrating their 30th Anniversary year, Corrall-Monteyn Limited have been committed to providing the expertise to co-ordinate their customers’ supply of energy and then to manage that energy in the most efficient manner. Providing the energy management expertise to heat, air-condition, light and power a wide variety of buildings. Property Managers throughout the North East and the rest of the UK in the commercial, industrial, public and private sectors rely on Corrall-Monteyn’s expertise to maintain and manage plant effectively, saving energy and reducing costs, whilst guaranteeing safe and comfortable working environments and minimising the impact of harmful emissions into the atmosphere.

As Northern Regional Manager, David Blackstock explains, ‘We have a dedicated team of highly trained, multi-skilled engineers, managing energy in buildings throughout the North East of England, with operational support from our regional offices in Manchester, Glasgow and Aberdeen. We are able to provide a quality assured service, tailored to meet the specific needs of our customers’. Corrall-Monteyn are committed to customer satisfaction and aim to ensure the satisfaction of both our customers and, in turn, their clients/tenants. ‘The main objective of our comprehensive Total Energy Management service is to reduce our customers’ energy costs by reducing their energy consumption, both on electricity and fuel, providing them with significant financial savings.

DOXORD EXPANDS

Offering a total floor space of 23,983 sq m (256,153 sq ft) – one of the largest amounts of commercial property currently available at one location in the UK – this high quality buildings are located within the Enterprise Zone. A recent independent report has proved that this Enterprise Zone is the most successful in the UK, attracting 15% more jobs at less than half the cost of its competitors.

With enhanced specifications incorporating the design flexibilities delivered to existing occupiers, the accommodation has been finished with full height atria entrances, double glazing and spare duct capacity for future technological demands. Akler is offering an air-conditioned fit out, or bespoke alternatives to suit individual occupier requirements.

Submitted by a European regional Development Fund (ERDF) grant, the Technology Park offers two buildings on an option to let or purchase. Completed to shell, the buildings are of steel frame construction with aluminium wall and roof cladding.

BENEFITS FOR PROPERTY MANAGERS
IN THE NORTH EAST

“Building Energy Management System expertise, both for installation and operation, provides sophisticated, comprehensive, around-the-clock monitoring and control, 365 days a year. Our service also offers them other benefits – such as guaranteed maintenance quality and plant life, energy purchasing power, supply and management of water and Health & Safety expertise”.

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A new air of excitement and change is sweeping across Sunderland, visible in the major developments taking place there. A city with a proud past, Sunderland’s history is helping to shape its future.

Over the last ten years, Sunderland has built on its traditions of industrial skill and enterprise. The spirit that once made it famous for shipbuilding and coal mining is now helping to establish it as an ideal location for investment.

Sunderland is said to be the fastest growing automotive centre in the UK. It recently beat off world wide competition to build the new Nissan model, securing £15 million investment and the promise of 800 new jobs. This latest move reflects the giant Japanese firm’s continuing commitment to the city that it selected for its first European plant in 1986. It is also testimony to the growing spirit of confidence that has persuaded a further 30 automotive companies to locate here, resulting in over £12 billion investment in manufacturing facilities.

Nissan’s announcement clearly represents a triumph for Sunderland City Council’s Economic Development Team, who reckon that the outstanding level of expertise and assistance provided by the team is quoted by companies as one of the key factors for locating here.

This service has contributed to the enormous success of Sunderland International Business Park, said to be the UK’s most successful Enterprise Zone. Since the site opened in 1990, major league firms such as London Electricity, Mercury One 2 One, Nike and the Insurance Service have chosen to locate here.

All along the banks of the Wear, Sunderland’s famous riverside heritage is being transformed to the centre stage of a multi million pound cultural, educational and leisure programme. The riverside was cradle of Christianity and learning in the seventh century, under the leadership of the scholar Benedict Biscop. It is now home to Sunderland University’s rapidly expanding and award winning St Peter’s Campus. It was also birthplace of glass-making in Britain. Sunderland has a 1300 year involvement with the industry. This tradition, which is currently celebrated through a flourishing glass trail, will be magnified by the award winning £15 million National Glass Centre. The Centre, which secured the biggest Arts Lottery award outside London, will be a unique blend of industry and art. It is expected to attract visitors from all over the world when it opens in June 1998. Further along the River, Sunderland AFC is building the biggest new stadium in Britain, seating for 41,600 fans at a cost of £15 million plus fit out. And inland, the heart of the red heating and electrostatic coating equipment to Dehumidifier drying and plasma cutting demonstration units. The majority of the equipment for the new centre has been supplied by Northern Electric in a unique partnership with Sunderland City TEC.

Arnold Raine, Chief Executive of the Business and Innovation Centre is delighted about the development. “The Energy Technology Demonstration Centre is a real coup for the TEC. It will be the only centre of its kind in the North and will certainly put the Business and Innovation Centre on the map as a resource for the whole region.”

He added, “The key function of the new centre is to enable Northeast manufacturers to process samples of their own products, prove the viability of the process and determine optimum process temperatures and energy requirements under real working conditions.”

The construction of Phase III comes as a result of the success of the original buildings which, within two years, have attracted 58 new businesses, creating between them over 300 jobs. These existing premises have now reached 80 per cent occupancy, 6 months ahead of schedule and it is hoped that the new development will meet the demand of yet more innovators and create further jobs.

Barry Brass, Energy Efficiency Projects Manager with Northern Electric is acting as an adviser to the Business and Innovation Centre. “The equipment was originally designed to demonstrate the rational and efficient use of energy in manufacturing processes and show industrialists the variety of technology options which are open to them. The centre at the BIC will promote the use of new and emerging technologies to local firms and allow them to carry out ‘proofing trials’ on their products”.

He went on, “Very few companies have the resources both in terms of staff, equipment or money to establish their own in-house research and development unit and many local firms travel to exhibitions and conferences all over the world to learn about technological advances in their industry. “We hope this centre will avoid such an expense and ensure that local manufacturers are kept at the forefront of their industries”.

City has received a £70 million boost to extend the Bridges shopping centre and move Sunderland’s facilities into the premier league. Sunderland seems to attract those with an enlightened view of the future from Benedict Biscop right through to modern day manufacturing pioneers like Nissan. As the new millennium approaches, Sunderland aims to continue forging the way ahead.
EXTENDED INTERESTS IN THE NORTH EAST

The interests of CMC Properties plc in the North East now extend as far south as Middlesbrough, up to Central Newcastle and take in properties in central Sunderland and Jarrow as well as Washington.

CMC have owned The Galleries office complex in the Town Centre of Washington for some time and have recently extended their interests in the area via their principal investment subsidiary CMK Estates Limited. South of Middlesbrough Centre, The Marton Shopping Centre is a vibrant neighbourhood retail parade and comprises of 22,000 ft² of retail space.

During the current year, the scheme to upgrade the property is a good example of CMC’s proactive attitude where premises are rejuvenated, where possible, to provide a good return on investment.

Industrial property is represented by a holding in Jarrow which totals some 56,000 ft² and includes tenants such as North East Co-op and Hoover.

CMC have a substantial interest in Washington. Parsons House is a 25,000 ft² office building, originally developed by the Corporation of Washington and refurbished by CMC shortly after they bought it in 1995. Successful recent lettings that have taken advantage of the high quality refurbishment are North East Press Limited (5,500 ft²), Contract Construction Limited (2,600 ft²), Miller Group Limited (2,600 ft²) and subject to completion, the Secretary of State (900 ft²).

The Galleries in Washington, an office complex totalling 85,000 ft², remains virtually fully let with 97 per cent of the space occupied. The most recent leasing was at Glendale House to Yellow Pages Limited (1,850 ft²) who took advantage of the extensive public car parking which suited their particular operation.

Finally, but not least, CMC have become the owners of Lombard House at Lombard Street, Newcastle – adjacent to the Quay Side under the Tyne Bridge – an extremely attractive period office building totalling 6,000 ft². This property came in with the acquisition of Brightstone plc who were the subject of a take-over by CMC last year. The principal occupier, Lombard House is the Secretary of State for the Environment who holds two leases at this location.

The aims of CMC are to continue to look for opportunities and possible investments in the North East, which they are confident will continue to satisfy the aspirations for growth.

WINNING THE BATTLE

A prime site, until recently blighted by contamination, is now set to take the port of Blyth into the next century.

The recently completed Battleship Wharf project used vital environmental improvements as a springboard to expansion which has the potential to double trade through the port from its present 1m tonnes a year.

The site was once a breakwater’s yard handling Russian submarines and this left a hazardous legacy. PCB contamination of the river bed and adjoining land turned the quay into a no-go sterilised area, and there were real fears that pollutants would spread into the sea, and thus into the food chain.

The port’s commercial director Martin Lawler said: “There was no option to leave the site as it was. But with imagination and ambition we were able to turn a worrying problem into a major opportunity. Perhaps the most impressive aspect of the 15m investment made at Battleship Wharf is that it has brought about significant environmental improvement and at the same time returned the site for port-related development.”

The reclamation scheme funded by Port of Blyth, English Partnerships and the European Regional Development Fund with support also from Northumberland County and Wansbeck District Councils, began in 1995. The result is a new quay with a depth of 8.5m.

FLAGSHIP DEVELOPMENT

Enish food supplement manufacturer Pharma Nord UK’s UK Headquarters’ Offices and Warehousing Building in Morpeth Northumberland was recently completed by local Contractors Turvey-Wylde Limited.

Kenneth Bunt of Hunt Kidd Solicitors brought together a regionally based professional team which included Architects Ronald Chipchase and Company Limited, Quantity Surveyors Trews and Service Engineers J.W. Tenhouse and Partners, who together with Contractors Turvey-Wylde completed this prestigious development within budget.

The UK subsidiary of this Danish Company is now operating from the building and is well pleased with its flagship development.

ECONOMIC DEVELOPMENT UNIT

FOR ALL YOUR BUSINESS NEEDS

- Premises information
- Advice on grants/loans
- Signposting to business/training agencies
- General development enquires

Contact: David Wright (Economic Development Officer) C.M.B.C. The Kyllins, Leafield, Morpeth, NE61 2DQ Tel: 01670 743451
There's a growing air of confidence as more and more companies are starting to sit up and take notice of the business and investment potential in the district of Wansbeck in the North East of England. The wave of optimism starting to surge through the district has been fuelled by the realisation that the Wansbeck Business Park in Ashington now offers some of the region's most attractive investment opportunities in terms of premises — their location is a landscaped setting — and the backup support available to companies considering moving into the area.

Wide communications are available to tenants of the centre, as well as other local companies, through high resolution fax or video conferencing facilities.

At the planning stage of the park Wansbeck Council, Northumberland County Council and English Partnerships decided to follow a deliberate strategy of building high quality industrial units in an attractive, landscaped setting, grouped around a central man-made lake. British Coal Enterprise followed suit when it put up its first building on the park, a purpose built business centre equipped to the very highest standards of state-of-the-art telecommunications.

Wide communications are available to tenants of the centre as well as other local companies through shared use of Internet, high resolution fax or video conferencing facilities. Just how effective those global links can be was abundantly demonstrated when the arrival of the first investors in the business park - the USA car component manufacturers Simula - was announced via a live satellite press conference with company officials in Texas.

Two other companies are in the process of setting into units on the park, one of which has moved to Ashington after a nationwide search of the UK for the ideal premises for its business. All of them have gone on record as saying how impressed they have been by the site's pleasant environment in which they are set; the ease of access to transport; the quality of the local workforce available in the Wansbeck area; and the provision of office space. Several of the current businesses are engaged in the provision of office space in the park; and the provision of office space in the park.

Currently English Partnerships is building another 28,000 sq. ft unit on the park while a further ten small offices are in the process of being built. A large suite in the business centre is currently available, however, and would be ideally suited for tele-marketing operations.

Close to the Business Park, a former British Coal pit workshop complex has been refurbished and a variety of units are available to let. Several of the current businesses are engaged in the provision of office space in the park; and the provision of office space in the park.

Wansbeck means 'total' lifestyle for you and your family. A range of homes, good education, ample shopping, a spectrum of sports and leisure facilities. To crown it all, a breathtaking coast and countryside.


Wansbeck Business Centre, Wansbeck Business Park, Rotary Park Way, Ashington, Northumberland NE63 8OZ.
Fax: (01670) 855582. It's time your ambitions took flight.

WANSBECK

THE RIGHT TIME. THE RIGHT PLACE. THE RIGHT MOVE.
The Euro-Seas Centre for Offshore Technology – conveniently shortened to ESCOT – has been developed to meet the needs of the new offshore industry. Based at the deep-water port of Blyth, some ten miles north of Newcastle, ESCOT offers a unique combination of offices, workshops, fabrication shops, a training school, wet and dry testing facilities, laboratory, storage space and load-out facilities.

ESCOT is a major development and it is intended that it will eventually cover some 20 hectares. Phases 1 and 2 have now been completed, comprising 5000 sq.m of office space, 3200 sq.m of workshops, 15000 sq.m of fabrication shops and internationally unique wet-testing facilities. Phases 3 and 4 are now being commenced, comprising new offices, workshops and factory space, dry-testing facilities and quayards.

In addition to housing the offices of Euro-Seas Ltd, the current phases have attracted a range of tenants, including companies which have relocated from the established centres of the offshore industry in Aberdeen and Norway. Euro-Seas is particularly proud of its most recent Norwegian tenants, who carried out an exhaustive search of locations and facilities throughout Europe, before selecting the Centre.

The emphasis of the Centre’s activities is firmly on technology, particularly the offshore industry’s latest technologies of deepwater subsea systems and Floating Production Systems. Companies, including 3-D CAD, high level welding, subsea equipment design and remote intervention engineering. Euro-Seas is a limited company owned by the Port of Blyth and Northumberland Training and Enterprise Council, and has been developed with the help of public and private sectors, including English Partnerships and the European Regional Development Fund.

The Centre is in the heart of the new Blyth Valley Business Park, which has already achieved a national award for best new business park.

Why the most exciting development opportunities are now in Blyth Valley

The Centre for Offshore Technology is one of the most exciting development opportunities in the area. It offers a unique combination of workshops and office accommodation, and the opportunity to work in an environment which is already established for the offshore industry.

BLYTH & CRAMLINGTON – EXCITING NEW INITIATIVES TO COME

The town of Blyth will, over the next few years, see a range of exciting initiatives developed as a result of the opportunities linked to the renaissance of Northumberland’s largest town.

The prestigious and unique world class centre for sub-sea engineering – Euro-Seas – continues to grow - its reputation enhanced with the attraction of blue chip engineering and training companies to the town. The Renaissance Partnership has a rolling programme of further workshops and office accommodation in 1997 and 1998 to satisfy the demand for space. This will be linked to significant environmental and infrastructure works and community development in the Quayside area of the town.

Local firms on the town’s industrial estates are now actively considering and carrying out expansion plans – these include, Dewhurst Toilets, Audis Roble, Sysmel Engineering, APS Packaging and others. Blyth Valley Borough Council and Northumberland County Council are working actively together with English Partnerships to consider proposals for the reclamation of the former 50 acres Bates Collier site for industrial and commercial use, with a site start hoped for within the next twelve months. Existing companies in the town are already expressing interest in occupying the site when complete.

Continued investment by pharmaceutical and electronics companies on the industrial estates... has created nearly 400 jobs.

Gamble in Seaton Delaval have all expanded their facilities during 1996. The inward investment Agencies continue to monitor the town and its success to foreign companies with the availability of premises up to 120,000 sqft and prestigious strategic industrial sites of 150 acres.

The recent launch of the Training Academy Northumberland established by the electronics, engineering and pharmaceutical companies in the county will create 50 new technical apprenticeships each year and will offer practical, skills based training that will attract high calibre young people into the manufacturing industries.

NORTHUMBERLAND

BLYTH & CRAMLINGTON

BLTTH VALLEY

COMMERCIAL PROPERTY MONTHLY 1997