

# Woking Gateway Regeneration Project

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FINAL TENDER  
EXECUTIVE SUMMARY

COPLAN ESTATES



**CO  
PLAN  
ESTATES**

**PRP**

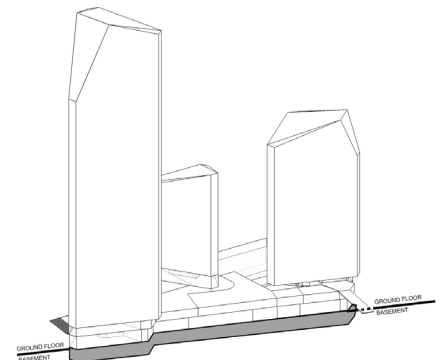
# Site Plan



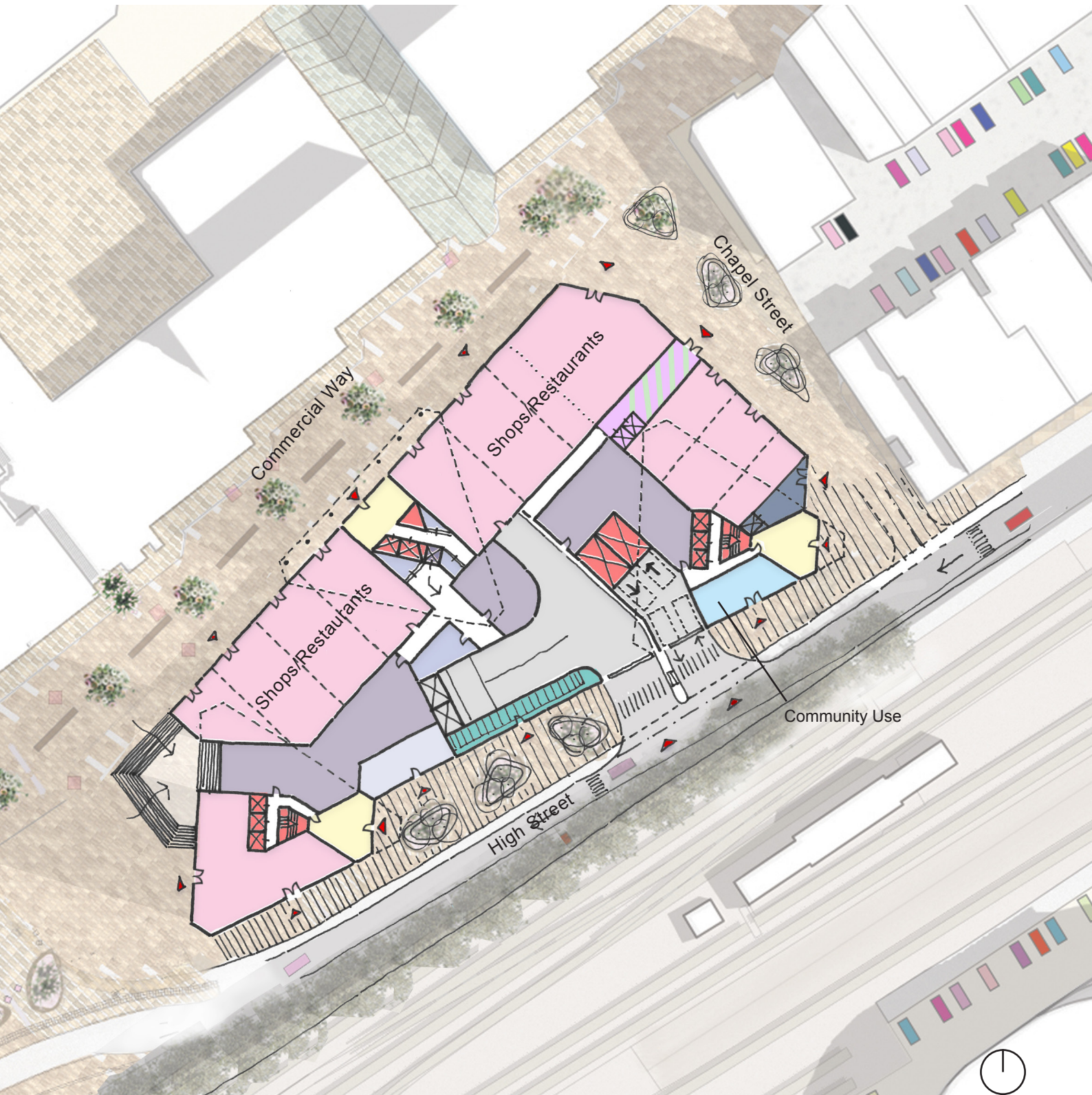
# Basement Plan



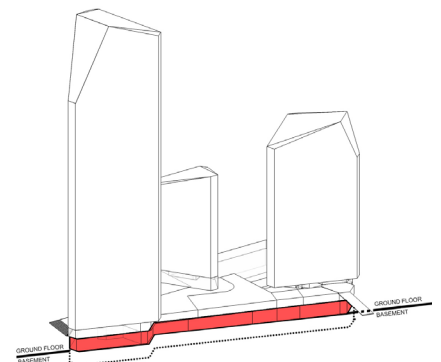
- Plant
- Servicing and Parking
- Core/Lift



# Ground Floor plan



- |   |   |
|---|---|
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #f08080; border: 1px solid black;"></span> Retail/Restaurant     | <span style="display: inline-block; width: 15px; height: 15px; background-color: #add8e6; border: 1px solid black;"></span> Community Use/ Flexible Use |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #ffff00; border: 1px solid black;"></span> Residential Lobby     | <span style="display: inline-block; width: 15px; height: 15px; background-color: #4682b4; border: 1px solid black;"></span> Podium Public Access        |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #20b2aa; border: 1px solid black;"></span> Cycle storage         |   |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #800080; border: 1px solid black;"></span> Bins                  |   |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #6a5acd; border: 1px solid black;"></span> Plant                 |   |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #a9a9a9; border: 1px solid black;"></span> Servicing and Parking |   |
| <span style="display: inline-block; width: 15px; height: 15px; background-color: #ff0000; border: 1px solid black;"></span> Core/Lift             |   |

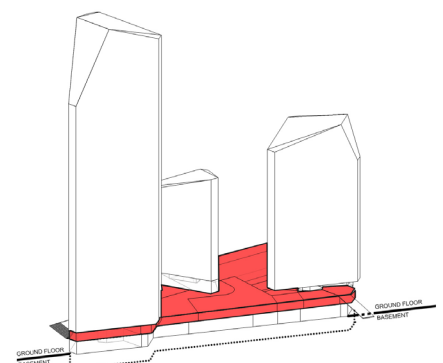


# First Floor Plan

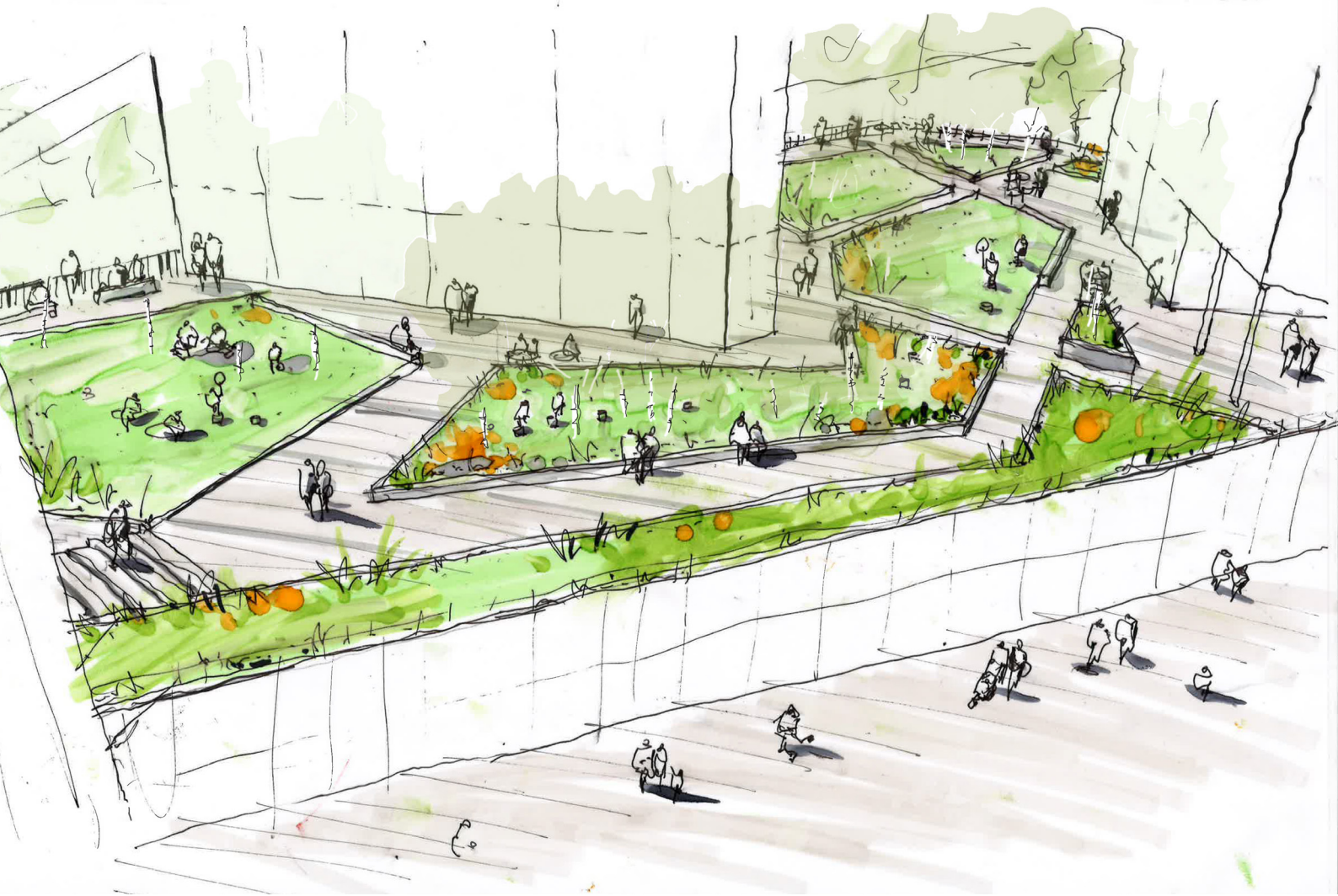


- Office
- Commercial
- Retail/Restaurant
- Community Use/ Flexible Use
- Plant
- Core/Lift
- Commercial and Office Lobby
- Podium Public Access

Note. The office/co-worker space has flexibility and can be distributed as required.



## Public Realm & Podium Landscaping

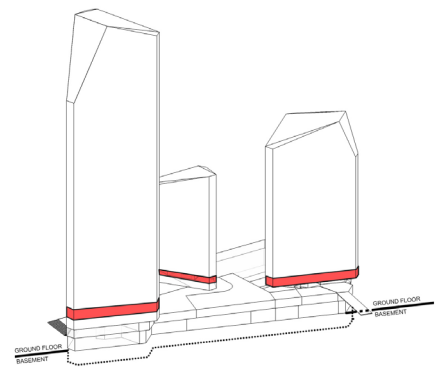


Sketch with trees faded out for ease of reading and clarity.

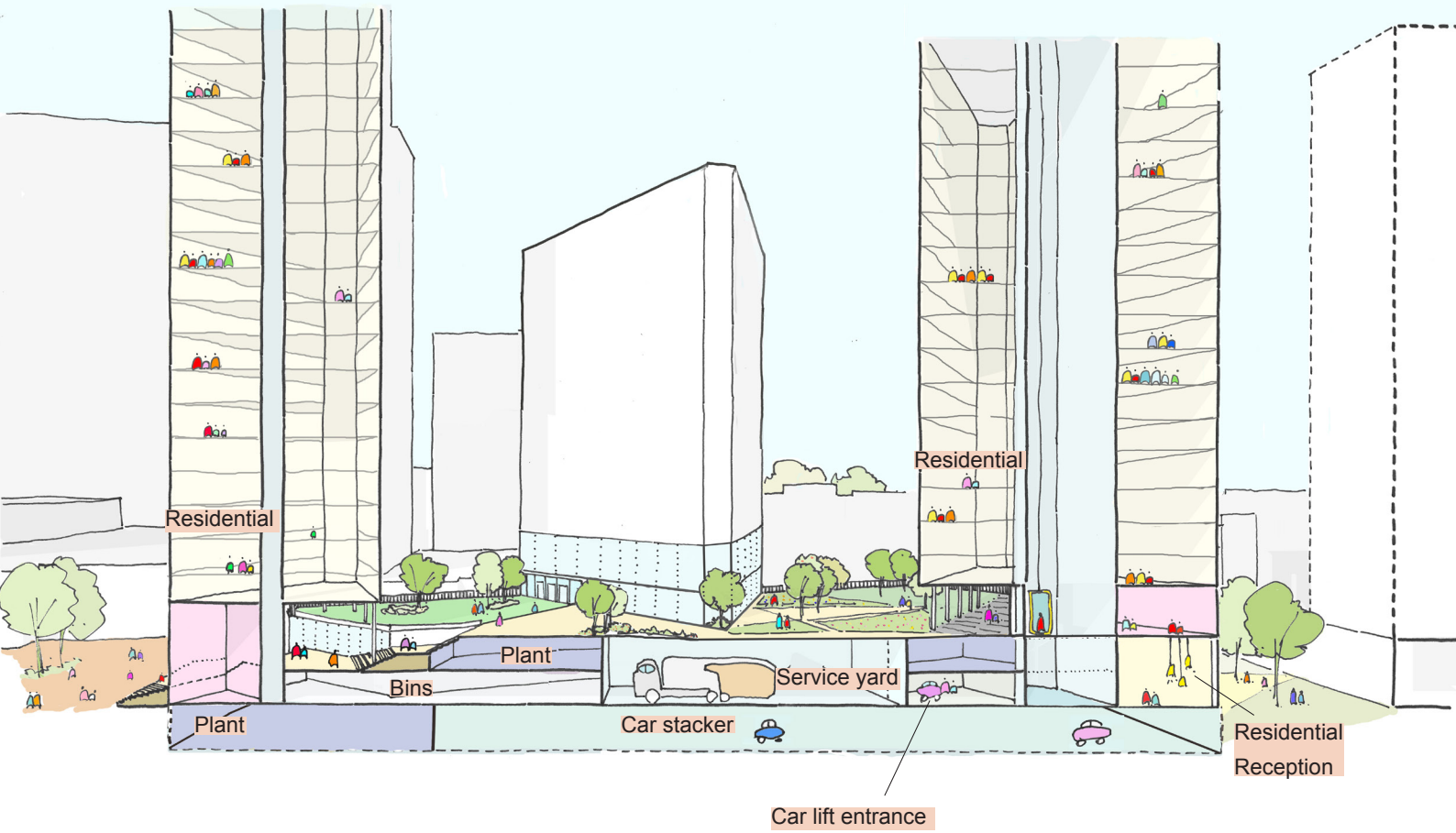
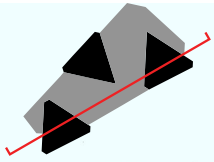
# Second Floor Plan



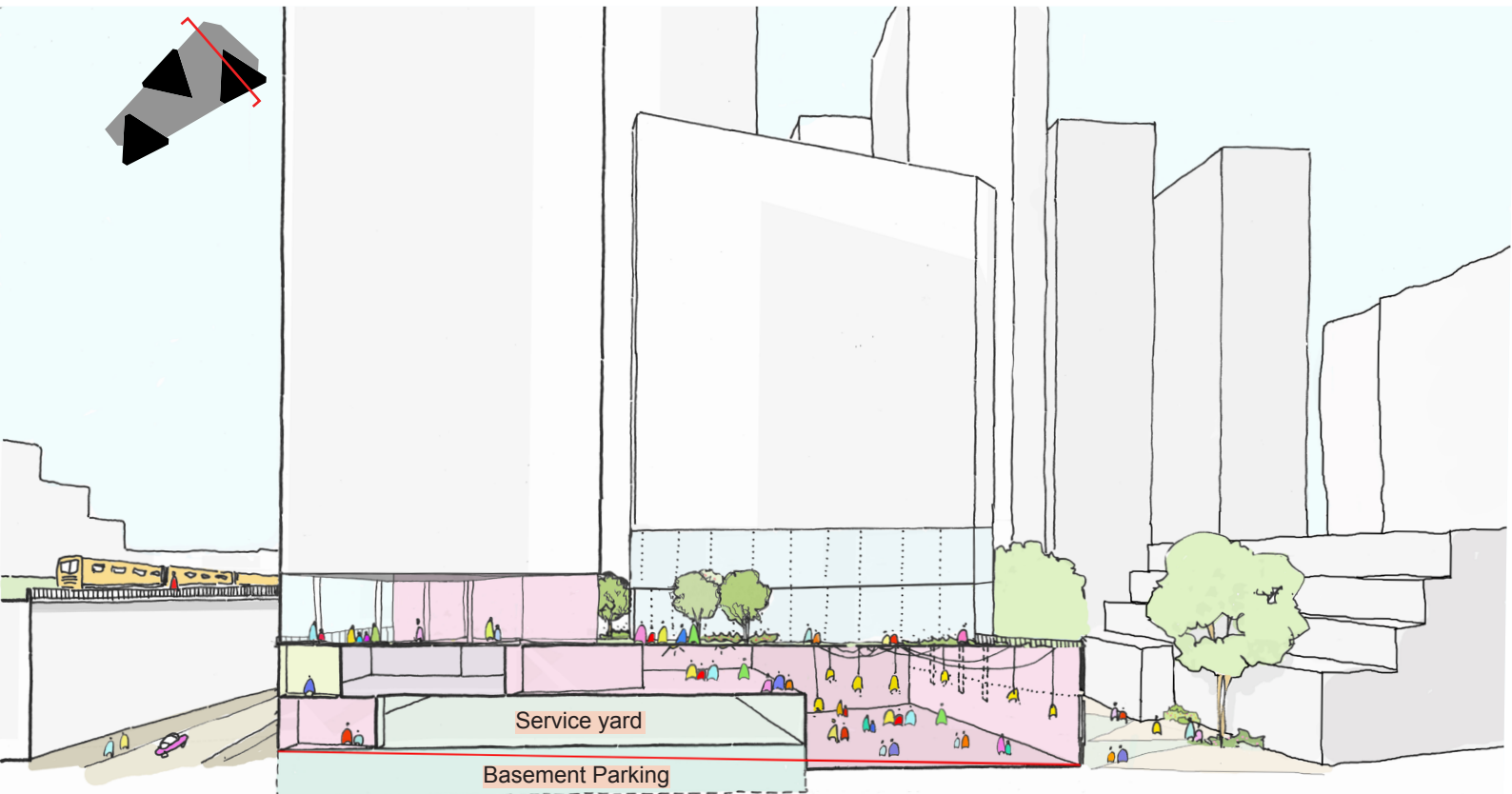
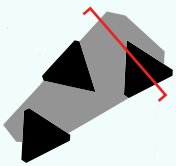
- Community Use/ Flexible Use
- 1B Flat
- 2B Flat
- Podium Public Access



# Section 1

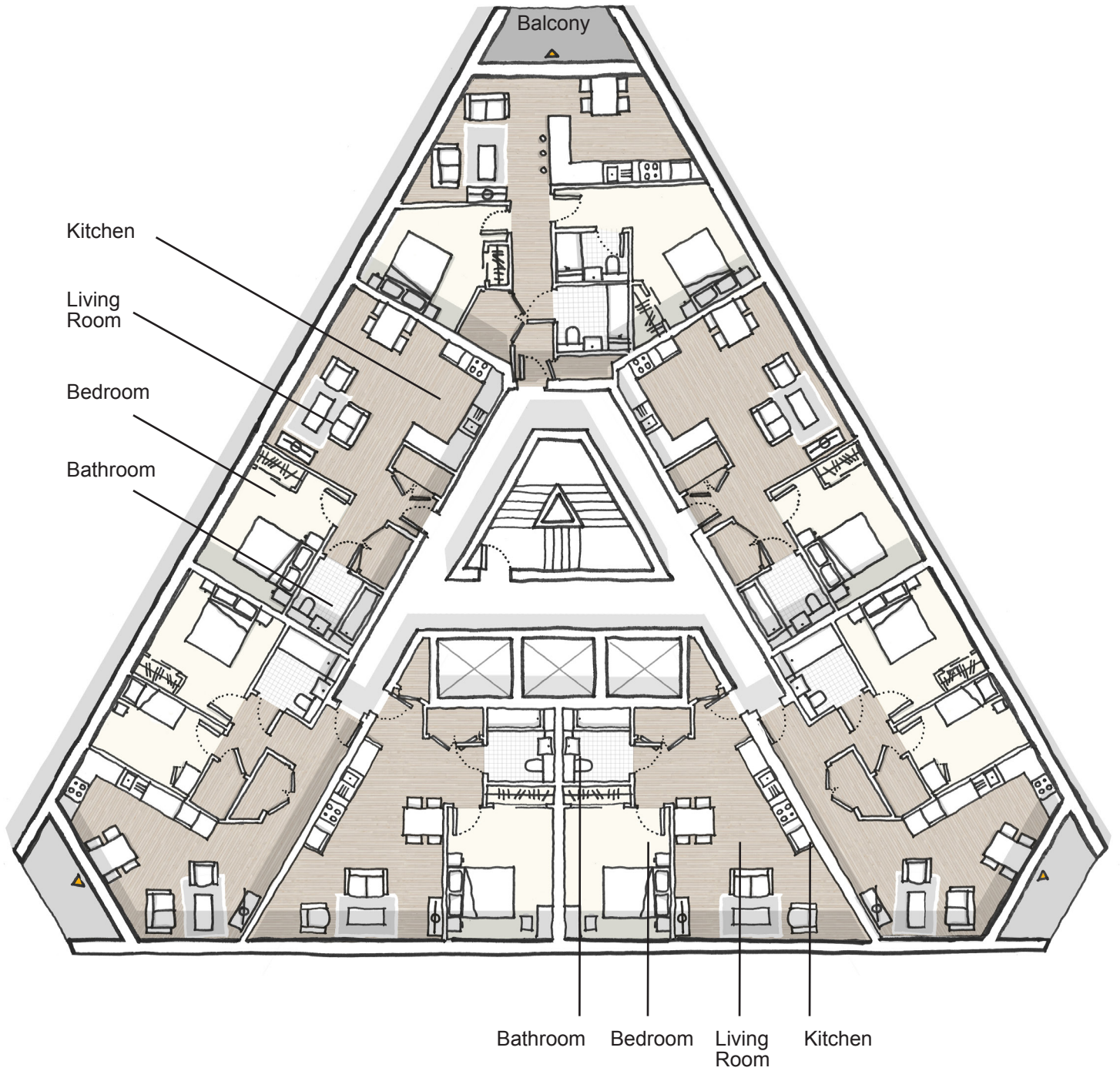


# Section 2





# Typical Tower Floor Plan



## Summary Area Schedule

Residential	NIA m <sup>2</sup> - Residential Only		26,968
	GIA m <sup>2</sup> - Residential Only*		35,401
	GIA m <sup>2</sup> - Residential (Basement)	473	
	GIA m <sup>2</sup> - Residential All**		37,790
Retail and Restaurant	GIA m <sup>2</sup> - Ground Floor	1,735	1,941
	GIA m <sup>2</sup> - First Floor	206	
Commercial	GIA m <sup>2</sup> - First Floor	1,115	1,115
Office	GIA m <sup>2</sup> - First Floor	607	607
Community Use	GIA m <sup>2</sup> -Ground	39	163
	GIA m <sup>2</sup> -First Floor	124	
Flexible Use (community/commercial/residential facility/GYM/management office)	GIA m <sup>2</sup> - Second Floor	586	586
Servicing (service yard/commercial bins/circulation)	GIA m <sup>2</sup>		529
Plant	GIA m <sup>2</sup>	63	580
	GIA m <sup>2</sup> (Basement)	517	
Parking	GIA m <sup>2</sup>	155	2,665
	GIA m <sup>2</sup> (Basement)	2,510	
<b>TOTAL</b>	<b>GIA m<sup>2</sup></b>	<b>42,476</b>	<b>45,976</b>
	<b>GIA m<sup>2</sup> (Basement)</b>	<b>3,500</b>	

\* Residential Only -bins/cycle/plants/ground floor reception/parking/plant NOT included

\*\* Residential All - bins/cycle/plants/ground floor reception included; parking NOT included

## Parking Schedule

	Number	%
Parking*	94 to 188	20% to 39%
Cycle Parking	96	20%

\* Parking numbers range from 94 spaces to 188 spaces, depending on the number of Car Stackers

## Residential Mix

Unit Type	Unit No	%
Studio	50	10.5%
1B2P	197	41.4%
2B3P	108	46.0%
2B4P	111	
3B5P	10	2.1%
<b>Total</b>	<b>476</b>	<b>100%</b>

# Co Plan Estates Background



Coplan Estates is a private limited company established over 10 years ago. The company has now built a successful track record of delivering development projects with an expanding pipeline of future schemes. The principal area of business is mixed-use investment and development within the M25 and regional towns in the South East.

We adopt a consistent approach to working with the public sector. Understanding the brief and expectations of our partners is paramount and by working in an open and transparent manner we believe this ethos ensures that the ultimate goals of both parties can be achieved. In addition to other Development opportunities we have a committed strategy to working with Local authorities and our existing relationships include:



Coplan Estates is able to devise true mixed-use schemes and funding structures that are proven but flexible enough to cope with the multitude of challenges that inevitably arise during the development process.

## Commercial Approach

Most Coplan Estates schemes start ground up in terms of designing realistic commercial uses at street level that adds to viability particularly in town centre locations where occupier demand has been identified.

## Residential Approach

Coplan Estates is not a house builder but has now established a formidable reputation for delivering homes in to the market in mixed-use environments. Maximising the returns from the upper parts of the scheme are often key and typically residential and hotel uses will drive positive values in target towns. Coplan Estates' exit is driven by best value and therefore through the viability period it explores the optimum route whether this is either a forward sale to housebuilders/ investors for sale or to large scale PRS investors/operators.

## Design and Delivery Architect - PRP Architects



PRP is a long-established architectural firm with over 100 awards to its name. An interdisciplinary practice, it offers a full range of design and building services including master planning, urban design, sustainability, landscape, planning, interior design and building consultancy.

Few know as much about housing design as PRP. With over 50 years' experience to draw on, it has established an exemplary track record in the design and delivery of homes and places of varying scale, complexity and diversity.

## Cost Consultants - ABC Construction Consultants



ABC Construction Consultants Ltd is a firm of Cost Management and Project Management professionals, providing expert advice and support to a wide range of Clients across a variety of sectors in the construction industry. ABC was formed in 2011.

## Contacts and lead personnel

### **Nick Doyle, Managing Director of Coplan Estates**

0207 016 6190; nickdoyle@coplanestates.com

Nick combines over 25 years' experience in the property investment and development industry with the proven ability to anticipate future trends, as proved by his pioneering work within the town centre regeneration sector. Formerly a Regional Director at St Modwen Properties PLC . Nick will lead the development process.

### **Paul Stanley, Head of Investment at Coplan Estates**

0207 016 6190; paulstanley@coplanestates.com

Prior to setting up Coplan Estates, Paul was founding director of a niche corporate property consultancy where he established a successful £2m business. Paul managed thousands of properties for PLCs, investors, Third Sector organisations and occupiers. As a management consultant working in the property sector, Paul had a good understanding of how a robust consultancy process works and this will help with the engagement process. Paul will assist all commercial negotiations.

### **Barry Goode, Construction Director at Coplan Estates**

0207 016 6190; barrygoode@coplanestates.com

Barry's responsibility is to deliver the construction phases of Coplan Estates' development portfolio. Barry joined Coplan Estates from South Central Management, the development arm of Oakmayne Properties where he developed residential led mixed-use schemes, including Oakmayne Plaza, which is now under construction and has a GDV of over £200M.

### **Steve Fidgett, Planning Director at Coplan Estates**

0207 016 6190 stevenfidgett@coplanestates.com

Steven has over 28 years' experience in the planning and development industry. Formerly head of planning for the UK at WYG, he grew the planning business to be a top 5 planning employer with over 130 planners and 20 designers. Prior to this, Steven founded and led Alliance Planning from their head office in Guildford to become a top national planning consultancy, working for many of the country's leading developers, before he led their acquisition by WYG. Steve will be responsible for the planning process.

### **Craig Sheach, Director at PRP**

0207 653 1203; C.Sheach@prp-co.uk

Craig's experience gained in both the UK and internationally, spans a number of residential led brownfield regeneration schemes, large mixed-use town centre sites, high-profile international masterplans, as well as visions and frameworks for new city-scale insertions.

His focus is to develop the narrative for a place with a view to creating a unique identity generated from the site's context, brief and stakeholder aspirations. Currently, Craig is leading a number of PRP teams on schemes in London and the South including the Lewisham Gateway masterplan, a new urban quarter in Reading and the revitalisation of Redhill town centre.

### **Robert High, Associate at PRP**

020 7653 3503; R.High@prp-co.uk

Robert has been involved in the design and delivery of projects at a range of scales and at all stages from inception to completion. He was part of the design and delivery team of Kings Cross Central's first residential building. His focus is on complex, large scale mixed use developments. His experience on Bedford Riverside North, Lewisham Gateway & Marketfield Way, projects which deliver cinemas, hotels and retail/ food and beverage units, have provided him with a broad knowledge of mixed use residential schemes.

**Andrew Bish, Director of ABC Construction Consultants**

0771 4720454; andrew.bish@abc-consult.co.uk

In 1995, Andrew joined McBains Cooper, ultimately being promoted to Director in charge of the London Office's Quantity Surveying and Health & Safety divisions. Andrew set up ABC Construction Consultants in 2011. Andrew will be responsible for construction cost advice.

**Oliver Maury, Director of Planning, Development and Regeneration at GVA**

0207 911 2746; oliver.maury@gva.co.uk

Oliver joined the development consultancy team in Manchester in 2006 as an Assistant Development Surveyor. In January 2011 he relocated to the firm's London development consultancy team as an Associate Surveyor, and in November 2013 was promoted to Director. Prior to joining GVA, Oliver worked both for a national housebuilder and a leading Housing Association. Oliver's area of specialism is in advising both public and private sector clients on promoting and delivering strategic and complex sites, with a particular focus on development appraisal, market assessment, financial modelling, partner/JV procurement and commercial negotiations.

**Alastair Carmichael, Director at GVA Financial Consulting**

0207 911 2201; alastair.carmichael@gva.co.uk

Alastair trained as a Chartered Accountant with PwC. He then moved to join the rapidly expanding Global Restructuring Group at RBS. There he managed the unwinding of a number of complex real estate finance transactions, including Santander's headquarters in Spain, RBS regional headquarters in Manchester, and a number of listed developers. Alastair joined GVA to focus on structuring finance for real estate transactions. Alastair's clients range from small developers looking for debt, through to institutional funds and central government looking to deliver large scale regeneration. Alastair specialises in the financial structuring of joint ventures, forward funding and portfolio appraisal. Alastair is authorised by the Financial Conduct Authority to give real estate investment advice.

**Andrew Thomson, Director at GVA Financial Consulting**

0207 911 2311; andrew.thomson@gva.co.uk

Andrew previously worked for Bank of Scotland (now part of Lloyds Bank) and RBS therefore he has real-life experience of dealing with market facing finance structures, including the security, cross-collateralisation, default and inter-creditor issues related to these. In his current role at GVA he sources debt and equity for property investment and development. Over the past year he has spoken to a large number of lenders and investors who are active in the U.K. real estate market. He has an in depth knowledge of the lending market and works closely with equity providers therefore understanding their approach to risk / reward.

**David Hooper, Retail Director at GVA**

0207 911 2950; david.hooper@gva.co.uk

As a Director in the Retail, Hotels and Leisure team, David focuses on retail and leisure leasing, development and regeneration consulting across the whole of the UK. He has built up a client base providing a full range of agency services to landlords and tenants alike, incorporating the letting, acquisition and development of retail, leisure and mixed-use property.

**Virginia Blackshaw, CPO Adviser at GVA**

0207 911 2583; virginia.blackshaw@gva.co.uk

Virginia heads the Compulsory Purchase team at GVA and has more than 17 years' of experience advising on land assembly including the use of compulsory purchase for a variety of development, regeneration and infrastructure projects across the UK. Clients include local planning authorities, developers, infrastructure providers and regeneration agencies, ensuring timely cost-efficient site assembly to deliver project objectives. Her experience spans the entire land assembly process.

**Simon Morris, Agency Director at Gooch Cuncliffe Whale**

0207 647 4802; simon.morris@gcw.co.uk

Simon is an equity member of Gooch Cuncliffe Whale LLP heading their high street agency team. Simon has over 17 years retail property expertise and is responsible for the retailer acquisition and portfolio management advice provided to the likes of Fat Face, Crew Clothing, JoJo Maman Bebe, Farrow & Ball, Loaf and Vinegar Hill. For a number of these clients, Simon's remit extends to an out of house property director function.

**Neil Rowe, Director of Highways and Transport at RGP**

01483 681681; n.rowe@rgp.co.uk

Neil has been a Director of RGP for over 2 years and has made a valuable contribution to the growth of the business through a well-established and respected client base during his 12 years at RGP. Neil has over 16 years' experience in the transport planning and highway consultancy industry and has been involved in some significant development schemes in the UK, with particular experience of working on constrained city centre development proposals. Such proposals often come with operational challenges to end users with a specific focus on parking issues, transport logistics and servicing strategies.

**Steve Bainbridge, Director M & E adviser**

01344 628821; steve.bainbridge@cuddbentley.co.uk

Stephen joined Cudd Bentley in 1986 and has been a Director of the business since 2005. As a Director Stephen is responsible for a team of engineers and technicians procuring design and project management for a variety of projects and clients. He has, and continues to be actively involved on selected major projects undertaken by the business which includes Woolwich Phases 3 & 4, Leegate Town Centre and Marketfield Way Redhill. Stephen maintains a hands on approach throughout any project with which he is involved.

**David Frankland, Partner at DWF**

0161 838 0428; david.frankland@dwf.law

David is a partner at DWF, specialising in providing commercial real estate advice covering a full range of transactions for developers, investors and occupiers. David fully understands the OJEU and CPO process and will deal directly with all parties. David covers the full range of real estate transactions for developers, investors and occupiers. He has a particular focus on mixed-use development and acts for local authorities together with listed and private developers such as Henry Boot plc, Cabot Properties and Reigate & Banstead Council.

## Proposed funders and funding structure

To date, ourselves and GVA have provided interested partners with relevant information and fully briefed them, this has resulted in a number of them expressing interest as you will see from the letters attached in the CFT. There are a range of potential funding structures available, with four expressions of interest on a full Joint Venture basis to support the pre-construction and land assembly/CPO process. We are confident of securing an appropriate funding partner that meets with Woking Council's and Coplan's delivery ambitions. Should we be successful in our bid, and given the level of interest expressed, we will run a competitive funding raising process to secure the most appropriate funding deal.

## General Description

Coplan Estates and PRP's proposals for the gateway site seek to create a distinctive and vibrant new landmark destination for Woking. The design creates a legible series of forms consisting of three triangular residential towers, linked and enlivened at lower levels with stepped landscaping. The rotation of each tower allows sunlight and views to penetrate through the site into Commercial Way, the public realm and the forthcoming Victoria Square development. Although self-similar in form, the towers vary in height from 39 to 28 to 18 storeys in order to respond to their differing context at each corner of the site.

The podium consists of double height commercial with flexible uses on the third floor, servicing, entrances, back of house and car park lifts. Podia has a publicly accessible park on the roof and potential bridge access to Woking Station platforms, should an agreement with Network Rail be secured.

The parking is proposed as a set of car lifts down to a basement level where, through the provision of car stackers where necessary, parking levels of around 94-188 spaces (20-41% of units) can be achieved. We recognise that there is a balance to be had between reducing trip rates and ensuring sufficient parking for residents, to avoid 'parking in street' and will work with the various departments within the council to achieve the appropriate percentage. We propose 96 fixed and secure cycle parking spaces with the remaining residents being provided with a folding style bicycle with each unit, to meet policy.

The top of the podia is a publicly accessible park with cascading stepped access from Victoria Square and lift access from two point for disabled users. The soft landscaping clusters around a perambulating pathway, creating variety, places to rest and points of interest.

The elevations have been broken down to two main characters. A solid, stone like base, expressed horizontally, that provides the feeling of a raised ground level for the public park to sit on. The residential towers are glassy dynamic forms resting lightly on the podia and reaching up to the sky. These are wrapped in fins that provide articulation and shade from the sun at various times of day.

The distribution of uses, quality of public realm and the servicing and parking for the scheme have all be carefully considered and are described in the more detailed CFT document.

In addition Coplan will promote the Council's link with Enterprise Car Club, an innovative way of providing car hire to businesses and residents that is convenient, affordable and good for the environment.

We are always happy to work with the Community and recognize that Woking Gateway is a significant site. We understand that a specific community user is located at 19 High Street (Marjorie Richardson Centre) which provides a low cost lunch centre cafe in Woking providing a comfortable and relaxing environment for people over 50, elderly or disabled. Based on our PCE research we have assumed that this 1,200 sq ft centre will be re provided for within the Gateway scheme.

GVA are supporting the technical CPO process, planning and strategy. Their full report includes strategy, timescales and a first stage property cost estimate for site assembly. The recent purchase of 13 High St compares well with the PCE which gives a real sense of robustness to the current PCE figures.

## Legal

Coplan Estates and DWF are well versed in Development Agreement structures, Coplan Estates is currently working on at least five similar DA structures at this moment in time. It is confident that a Development agreement and CPO framework can be agreed. Specific questions have been answered within the CFT.

### Affordable Housing

We have suggested a Viability model solution that works within the current and emerging Government policy including a wide range of possible tenure types including discounted market rent, more traditional social rent as well as starter homes and intermediate or various forms of shared equity housing.



