

A solid blue circle located at the top center of the slide.

Maximise the value of your estate through **Investment and Development Management**



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Transforming NHS estates

Organisations like the NHS that **aim to unlock efficiency, reduce costs, and reinvest capital need a strategic, delivery-focused approach.**

It must **look beyond** financial returns and drive operational engagement, identify surplus sites, and manage change over multiple years.





Case Studies

Maximising estate value

Chiswick Health Centre

Challenge



- Previous proposals **failed**
- **Poor** existing health centre
- **£12m backlog** maintenance
- **Decant** of clinical services required
- **Negotiating** planning consent
- **Aligning** ICB and commercial strategy
- Vacant Possession **issues**
- Multi-site solution **required a flexible delivery solution**

Chiswick Health Centre Solution



- Alignment with **NHS long term plan**
- Available **decant solution**
- **In-house** skills and resources
- Healthcare planning **input**
- Optimal outcome for a **new 2,328m2 health centre**
- Disposal of 60% of the site to **fund construction**
- **Continuity** of clinical service delivery
- **Joint** development partnership

Chiswick Health Centre

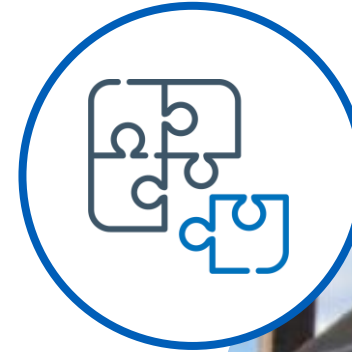
Solution



- Services shift to **neighbourhood environment** - clinical and community provision that **supports new ways of working and collaboration**
- **State of the art health hub** meeting BREEAM excellent rating and green credentials
- **55 NHS key worker homes** delivered by LB Hounslow
- **Future cross-public sector collaboration** - excellent relationship with London Borough of Hounslow
- **Very satisfied** patients and staff

Northwood and Pinner Health Centre Challenge

- ICB Priority Project to deliver a **new 1,400 m2 primary care hub**
- **Retention of heritage building**, partial demolition and new build.
- Funded primarily by **surplus disposal receipts**
- **Maximise value** and **de-risk surplus disposal site** with planning consent
- Managed by **in-house development manager**
- Revenue **affordability**
- Construction **cost inflation**
- Environmental **challenges**



Northwood and Pinner Health Centre Solution



Northwood and Pinner Health Centre

Outcome



Whitechapel

Scope



- **Land acquired** by DHSC
- **Mandate from DHSC** to sell 5 vacant sites and derelict buildings in Whitechapel covering 2.55 ha owned by DHSC
- Gained planning approval for **81,000 m2** to deliver a world class life sciences hub
- **Management** of existing building and occupiers
- **Led by in-house** Development Management and Investment Management skills and resources



- De-risk **delivery strategy**
- De-risk **town planning**
- Professional team **procurement and management**
- **On-boarding** of local stakeholders

Whitechapel

Outcome



- **Deliverable title and development rights**
- **Viable** planning approval
- **Unconditional disposal** to Queen Mary University of London



Broadmoor Hospital

Scope

- **Obsolete** facility replaced with new hospital
- **Optimise disposal**, respecting heritage buildings and environmental constraints
- Town planning **restrictions**
- **Routes to market**



Broadmoor Hospital

Challenge

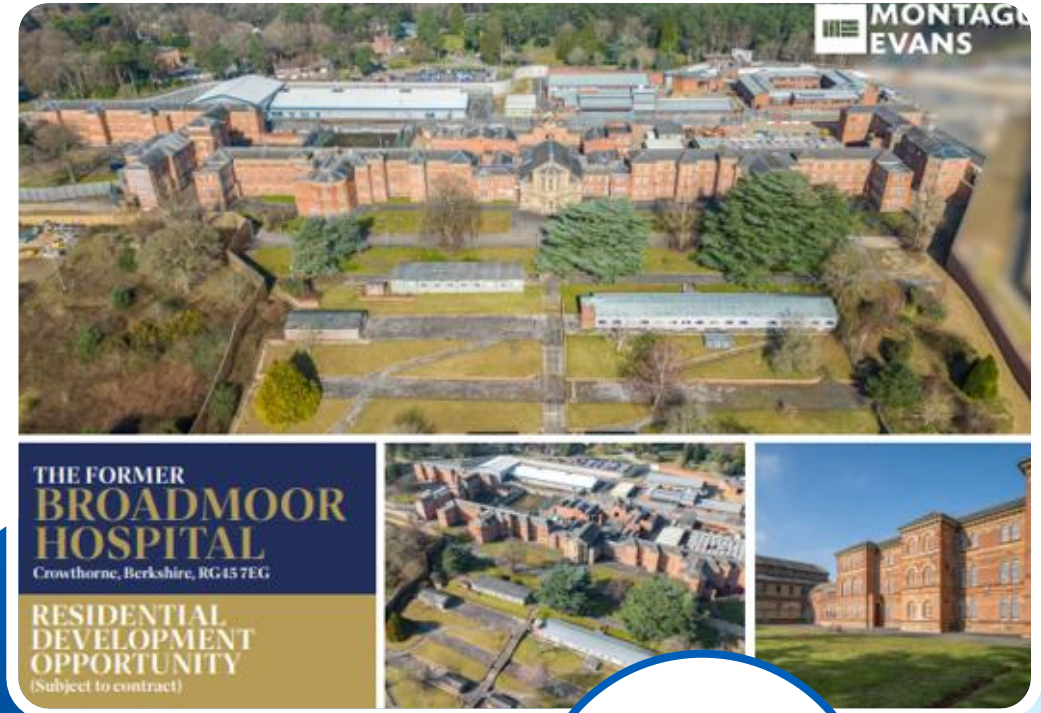
- One of the **last former Victorian asylum hospitals** in the London area
- **C. 60 acres** of surplus land
- **150,000 sq ft (GIA)** of Grade II listed and curtilage listed buildings
- The land is **historic park and garden**
- Allocated for **211 units**
- Working with **Natural England** and using the secure perimeter wall we have helped increase the density on site
- **Environmental Special Protection Area**
- The **listed buildings need a suitable alternative economic use** to unlock the land for new build housing



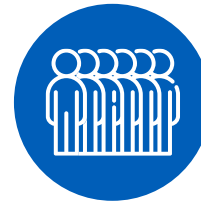
Broadmoor Hospital

Solution

- Split site
- Draft scheme of up to **146 apartments** in addition to **60 new build** to the north of the listed buildings
- **Consortium** of developers
- **Under offer**



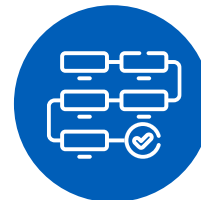
Experience, expertise and delivery focused



National team of **30 NHS professionals** with **600+ years of experience**



Chartered Surveyors, Healthcare Architects and Town Planners



Deliver end to end customer project and programme solutions



Integrated with other specialist skilled teams in NHSPS and external supplier frameworks

Understanding value, cost and risk



Raised £586m for reinvestment



Disposed of 647 surplus NHSPS properties (plus NHSE, DHSC and Trust sites)



Saved £100's m in vacant property costs and backlog maintenance



Enabled the release of land for almost **9,000 new homes**



Managed transformative customer projects and programmes, including acquisitions



Managed land transactions to enable **CDC developments**



Supporting **New Hospital Programme**



Deliver quality **new health developments**

01



Collaboration

Is key

02



End to end

process and
project mapping

03



In-house

expertise to lead
projects and
programmes

04



Be ready

plans change

05



Funding

can come from
multiple sources



Thank you for listening!

