

PROPERTY GOES **PINK** IN THE PENINSULA

SURVEYING SUCCESS AS
VICKERY HOLMAN FIGHTS
OFF THE COMPETITION
TO BE CROWNED
CORNWALL'S
MOST ACTIVE
COMMERCIAL
AGENTS



Our team fought off stiff competition from national, regional and local operators to claim the title in the nationwide competition run by Estates Gazette Interactive (Egi).

Alan Treloar, head of the commercial agency stream commented:- 'The competition is based on the quantity of properties let and sold within the submission period, which verifies our market presence and coverage of the region. I believe that our position in the commercial market in Cornwall has strengthened, particularly, in recent years and we have a great team further enhanced by new recruit Dylan Jones.

"The market remains challenging but we have a sufficient breadth of property in our portfolio to satisfy many of the requirements that come to us on a daily basis. We have a diverse range of

clients - ranging from individual, local property owners and occupiers to national developers, retailers and public sector organisations and our aim is to continue to offer a personal service tailored to their individual requirements. Indeed, our Plymouth and Exeter offices are expanding as well and we hope to continue to emulate this success."



Alan Treloar
Director

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www.vickeryholman.com

T H E S O U T H W E S T S P E C I A L I S T S



ENERGY FARMS

WHITE ELEPHANTS OR A WINNER? GREG OLDRIEVE REVIEWS THIS CONTROVERSIAL PHENOMENON

Much has already been said by others about the rush to create renewable energy farms in order to take advantage of the concessional Feed In Tariff (FIT) but what does this mean for property?

Cornwall's physical attributes make it a prime candidate for both wind and solar generation, which has made it the focus for specialist generators who are currently contacting landowners and soon large building owners, seeking opportunities to create generating facilities before April 2012 when the FIT begins to decline.

There are a number of property implications you should consider when you receive such approaches. These include;

How big is the farm? This sounds like an obvious question but various size's of outputs create different tariffs, therefore size matters.

How will the installation affect your property? i.e. physically and legally – how is the relationship to be legislated?

Value – what does it add or detract from the value of your existing property?

What is the residual responsibility once the relationship ends?

What does your bank/funders think? Do you have their consent?

Is this the best deal? Is the generator good or could you achieve better?

Do you need to deal with a third party? There are opportunities to undertake the generation yourself. Negotiations are currently in hand for the provision of specialist funding to assist such self-supply.

FIT's are an opportunity, but as always it is good to talk about these matters before committing. If you receive an approach or have an interest in creating an energy farm you can contact Greg Oldrieve or Richard Rhodes for further advice.

Contact Greg Oldrieve on 01872 245603

GO IN WITH YOUR EYES WIDE OPEN

BEING PREPARED PAYS DIVIDENDS WHEN IT COMES TO DILAPIDATIONS

In more favourable economic conditions, recovering costs from former tenants for their delinquent repairing obligations used to be an afterthought for most landlords, whom were focusing on getting new tenants into occupation as soon as possible. Nowadays, however, landlords are faced with the prospect of a lengthy void period for re-letting due to increased competition, a larger supply of property and a reducing pool of tenants, so it is fundamental to ensure the property is presented at it's best at lease expiry. Likewise, with the focus on costs ever important, tenants are also keen to minimise liability in their favour and contrary to the perception in the market place, Vickery Holman have seen an increase in the number of dilapidation instructions on behalf of both Landlords and Tenants.

In conjunction with our Valuation and Agency teams, we are able to provide holistic advice in relation to a claim. Acting for the Landlords, we have been able to enhance Landlords' assets, in the one instance being able to negotiate the Tenant into a smaller area of the property, taking a new lease, whilst taking

back the remainder of the property and re-letting this at the same time as negotiating a dilapidations settlement with the remaining Tenant to the satisfaction of all parties, resulting in 20% increase in rented income.

On behalf of Tenants, we have been able to identify their liabilities at an early stage and assess their true dilapidations liability by careful assessment of super session items, limitations on loss of Landlord's reversion and careful assessment and instigation of works required to minimise the Tenant's costs.

Dennis Venn is still advising Landlords' and Tenants' to discuss repairing liabilities with the Vickery Holman Dilapidations Team prior to entering into a Lease, it is noticeable the number of issues with claims that cost the instructing parties time in trying to clarify matters or costs on behalf of Tenants', where they have not had Schedules of Condition undertaken and on behalf of Landlords where the demise and responsibilities of repair are not clear.

**Contact for further information:
Dennis Venn
Direct Dial: 01752 273837**



Dennis Venn
Director

THE NORTH DEVON LINK



SURVEYING THE SURF

As South West surveyors', We cover a large geographical area, and the last few months have been no exception with our Exeter Office becoming increasingly involved in North Devon based projects.

With long established links on the Northern Boarder, this summer has seen our building surveying team be involved with the construction of luxurious apartments in Croyde and Black Rock Sands in a project management capacity and our valuation team continue to provide their services on an array of properties. Never far from the action, our agency team are also active with new instructions at Roundswell Business Park to let three new high quality industrial units.

Increasing business has led to the firm appointing Chris Barraclough MRICS to work on projects in the area and to provide valuation services.

Chris lives in North Devon and has worked in the area for the last 13 years with commercial projects ranging from the sale of the RGB site to Redrow for the development of 62 apartments, to the acquisition of sites for cable landing stations (Broadband) at Bude and food store developments for Tesco.

Contact Chris Barraclough on 01392 203010 or 01392 453020.

NEW DIRECTORS APPOINTED

Since 1848, Vickery Holman has provided expert property advice throughout the South West from its offices in Exeter, Plymouth & Truro. This includes commercial property agency, a full range of building surveying services, valuation, professional services and management.

The Property Management division trades under the name of Envoy Commercial Property Management, where a 400% increase in business has been largely due to the skills of newly appointed Director Justin Armstrong.

Justin is one of two new directors, the other being Alan Treloar, who have been appointed and are based in the Truro Office. Alan has a wide experience of all sectors of property, particularly in the Cornish market and recently headed up the team which won an award from the Estate Gazette as "Cornwall's Most Active Agency Team 2010."

The appointment of Justin and Alan follow 18 months of succession planning, which concluded that the business has a bright future. With still more to offer the South West property market, substantial expansion of the business is anticipated over the next five years.

An ambitious five-year plan will require continued dedication from the staff and management and having been at the helm for nearly 20 years, Nick Holman and Greg Oldrieve are taking the opportunity to stand down from management of the business to make way for the new Directors.

As major shareholders, Nick and Greg will not be going far, concentrating on the day job of being two of the leading Chartered Surveyors in the South West. Both are taking an active role in the firm's growth plans and for Greg this is with Development Services, an arm of the business which has recently completed a new office building for Truro accountants, Winter Rule. Nick's future focus will be the expansion of Professional Services and this is helped by his recent appointments to the President's Arbitration and Independent Expert Panels at the Royal Institution of Chartered Surveyors. Both areas of the business are scheduled for major growth in the firm's new business plan.

Justin and Alan's appointments are testament to the long-standing company policy to train and develop its own staff, both having joined the firm in 1997. They join the existing Directors Mike Oldrieve, Mark Pellow and Dennis Venn as well as non-executive Director, Peter Lacey.

Mark Pellow comments: 'we are very excited with the appointment of Justin and Alan and look forward to the challenge of the forthcoming years, particularly in the difficult current



From Left: Mike Oldrieve, Peter Lacey, Alan Treloar, Justin Armstrong, Mark Pellow and Dennis Venn

economic climate. For Vickery Holman it is another step in the firm's long history, which we can trace back to 1848. With the continued hard work of our staff and support of many loyal clients, we are looking forward to the next 150 years'.

As part of Vickery Holman's philosophy of nurturing staff, the

development of the business has also seen the appointment of a new management team from within the company including Richard Channing (Administration Manager), Katie Mills (Human Resources), whilst Robert Gibson remains Company Secretary and Financial Manager.

Contact for further information:
Mike Oldrieve, Director
Direct Dial: 01392 453023

"SOMETIMES IT PAYS TO TALK RUBBISH!"

With environmental issues a political minefield, most businesses do their best to be 'sustainable' and try to reduce the amount of waste they create. However, in these financially challenging times, increasing the amount of waste recycled is ever more important given the cost of recyclable waste collection is significantly cheaper than general trade waste!

As part of the overall management service we provide to building owners, Envoy continually strive to reduce each property's operating costs and thus service charge, which in turn provides savings to both Landlords and Tenants.

Sustainability is important to Envoy, both in terms of our own company and the services we provide, and we strive to reduce energy usage and waste in our properties'.

Envoy recently undertook a review of waste collection services provided to the properties' we manage in Plymouth and across Cornwall. Following the review we were able to reduce the total annual waste collection cost from £85,000 to £45,500; one large mixed-use leisure development in Plymouth benefited from a £15,000 reduction.

By utilising the collective buying power of a large property portfolio, Envoy were able to obtain very competitive prices from the various waste collection companies who we invited to provide proposals. We were also able to reduce costs by replacing general waste bins with recycle bins (generally cardboard



and glass), although this does require careful management and monitoring of the Tenants' to ensure that they use the correct bins.

The savings achieved show there has never been a better time to review your waste management procedures and the benefits, in terms of cost savings as well as sustainability, can be significant.

For further information please contact Paul Irons in our Plymouth Office on 01752 276252.



PROPERTY MANAGEMENT

GEARING UP FOR GREAT THINGS

INVESTMENT IN TRAINING AND STARS OF THE FUTURE

Vickery Holman have always been proud of our graduate recruitment, investing in staff at grass roots levels and despite more difficult trading conditions, this year is no different. Our graduate recruitment drive continues and we are pleased to announce the appointment of three new graduates in each of our offices. Sam Lyon-Smith has joined our Exeter office working in the Valuation and Professional Services departments. Jon Burley has joined our Building Surveying team in Plymouth and Matt Taylor, Building Surveying in Truro. All three will be undertaking their RICS Assessment of Professional Competence with a view to becoming qualified members of the RICS.

Vickery Holman has always been actively involved in the RICS APC process and proudly boasts five Licensed RICS assessors. Our graduates embark on a rigorous training period where they will be exposed to a variety of work to ensure they achieve the required practical experience, coupled with the in-house support, we aim to ensure our graduates become Chartered Surveyors at their earliest opportunity.

We take an ongoing proactive approach to staff training, identifying the needs of the company in terms of developing areas of expertise, coupled with the staff's own aspirations for future goals, further qualifications and specific areas of interest.



Nicola Murrish BSc (Hons) MRICS IRRV is an Associate and looks after training throughout the company. She is also a RICS Assessor.

Nicola Murrish
Associate

VICKERY HOLMAN VICTORY!



Jennie Ireland, Clare Cochrane, Sam Lyon-Smith, Neil Stubbs, Chris Barraclough and Alex Sproson were recently awarded the winners of the Good Recruitment Company's 2010 Daredevil Challenge.

The team of six undertook challenges involving high-level balancing beams, raft building, lake zorbing and treetop canyoning.

The team, named 'The Special Agents' came in ahead with an extra 25 points and raised in total £300 towards the Devon Community Foundation, which is a charity with an aim to build strong, vibrant local communities and make a real difference to the lives of local people in need.

RECENT APPOINTMENTS



ANDREA ROGERS
Support Staff
Truro



ASHLEY TAYLOR
Architectural Technician
Truro



MATT TAYLOR
Graduate Surveyor
Truro



DYLAN JONES
Surveyor
Truro



JON BURLEY
Graduate Surveyor
Plymouth



LAUREN JENKINSON
Support Staff
Plymouth



CHRIS BARRACLOUGH
Valuation Surveyor
Exeter



JANE FALKNER
Property Manager
Exeter



SAM LYON-SMITH
Graduate Surveyor
Exeter

EXETER



TO LET
21-22 FLEET STREET, TORQUAY
RETAIL UNIT
47 FT FRONTAGE
SUB DIVISION CONSIDERED
170.04 SQ M (1,830 SQ FT)



TO LET
63 UNION STREET, TORQUAY
RETAIL UNIT
CENTRAL LOCATION
GROUND FLOOR 64.62 SQ M
(696 SQ FT) PLUS UPPER PARTS



FOR SALE / TO LET
AUTO TRADER HOUSE, BABBAGE
ROAD, TOTNES
PROMINENT, LANDMARK DETACHED
OFFICE BUILDING WITH ON-SITE
CAR PARKING
GROUND AND FIRST FLOOR
EXTENDING TO 709.3 SQ M (7,635 SQ FT)



TO LET
UNITS AT FINNIMORE INDUSTRIAL
ESTATE, OTTERY ST MARY
EASILY ACCESSIBLE INDUSTRIAL UNITS
ON FLEXIBLE TERMS
FROM 90.6 SQ M (975 SQ FT)
TO APPROXIMATELY
372 SQ M (4,000 SQ FT)



TO LET
MILFORD HOUSE, PYNES HILL,
EXETER
LANDMARK OFFICE BUILDING AVAILABLE
AS WHOLE OR FROM 5,000 SQ FT
GROUND, FIRST AND SECOND FLOORS
EXTENDING TO
3,918 SQ M (42,182 SQ FT)



TO LET
SECOND FLOOR, SENATE COURT
SOUTHERNHAY GARDENS, EXETER
CONTEMPORARY OFFICE BUILDING IN
PRIME LOCATION
382 SQ M (4,112 SQ FT)



FOR SALE
INVESTMENT/DEVELOPMENT
OPPORTUNITY
BREWERS COURT, EXETER
14 x 1 & 2 BED APARTMENTS ALL LET
ON AST'S PLUS A DEVELOPMENT SITE
FOR A FURTHER 13 APARTMENTS. STP



TO LET
UNIT 7 ORCHARD COURT
SOWTON INDUSTRIAL ESTATE
WAREHOUSE & OFFICES WITH
EXCELLENT ON-SITE CAR PARKING
TOTAL - 533.26 SQ M (5,738 SQ FT)

PLYMOUTH



FOR SALE / TO LET
BELSTONE HOUSE
LANGANAGE
HIGH QUALITY INDUSTRIAL UNIT WITH
EXPANSION POTENTIAL (STP) ON A
TOTAL SITE AREA OF 1.57 ACRES
PRICE/RENT REDUCTION
1,161 SQ M (12,495 SQ FT)



FOR SALE
CORNWALL'S GATE
ST BUDEAUX
DEVELOPMENT OPPORTUNITY
SUITABLE FOR RESIDENTIAL
DEVELOPMENT (STP)
0.41 HA (1.02 ACRES)



TO LET
FORRESTER'S BUSINESS PARK
ESTOVER
4 NEW BUILD INDUSTRIAL UNITS
PRE-LET OPPORTUNITY
UNITS FROM
185.80 SQ M (2,000 SQ FT)
TO 929.36 SQ M (10,000 SQ FT)



FOR SALE / TO LET
LANGANAGE ENERGY PARK, PLYMPTON
A NEW 113 ACRE BUSINESS PARK
OFFERING AN OPPORTUNITY FOR
BESPOKE COMMERCIAL
ACCOMMODATION TO BE DEVELOPED
SUITING YOUR OWN BUSINESS NEEDS
SUITABLE FOR REQUIREMENTS
FROM 10,000 SQ FT



TO LET
MARINE BAZAAR
SUTTON WHARF, NR BARBICAN
PLYMOUTH
RESTAURANT PREMISES
FITTED OUT READY FOR OCCUPATION
TO START TRADING QUICKLY
195.45 SQ M (2,104 SQ FT)



TO LET
2 PARKWOOD CLOSE
ROBOROUGH
DETACHED INDUSTRIAL UNIT
LARGE HARD STANDING AREA
688.98 SQ M (7,416 SQ FT)
TOTAL SITE AREA 0.5 ACRE



FOR SALE / TO LET
PHASE 2, PLYMPTON PARK
PLYMOUTH
INDUSTRIAL UNITS
HIGH QUALITY DEVELOPMENT WITH
GOOD ON-SITE PARKING
UNITS FROM 232 SQ M (2,500 SQ FT)
CAN BE COMBINED TO PROVIDE UP TO
1,161 SQ M (12,500 SQ FT)



FOR SALE
UNITS A & AI
YELVERTON BUSINESS PARK
CRAPSTONE
SINGLE STOREY DETACHED
BUSINESS UNITS
UNIT A - 96.2 SQ M (1,035 SQ FT)
UNIT AI - 79.81 SQ M (860 SQ FT)

TRURO



TO LET
8 FORE STREET
ST AUSTELL
TWO STOREY RETAIL PREMISES LOCATED
IN A PROMINENT, PARTIALLY
PEDESTRIANISED POSITION WITHIN THE
MUCH IMPROVED TOWN OF ST AUSTELL.
74.7 SQ M (804.07 SQ FT)
£17,500 PER ANNUM



TO LET
FORMER CITY WEST PREMISES
BUCKLERS LANE
HOLMBUSH, ST AUSTELL
INDUSTRIAL UNIT WITH FIRST FLOOR
OFFICES, PLUS YARD AREA AND PARKING
TOTAL SITE AREA 0.89 ACRES
491.81 SQ M (5,294 SQ FT)



FOR SALE
THE CINEDROME,
LANADWELL STREET, PADSTOW
INVESTMENT / DEVELOPMENT
OPPORTUNITY INCORPORATING
FORMER CINEMA WITH 3 INDIVIDUAL
RETAIL SHOPS
TOTAL 263.56 SQ M (2,846 SQ FT)
PLUS BACKSTAGE AREA



TO LET
GOONVEAN
ST STEPHENS
NEW BUILD INDUSTRIAL UNITS WITH
GOOD ACCESS TO A30 / VEHICULAR
ACCESS AND PARKING
FROM 46.45 SQ M (500 SQ FT)



TO LET
UNIT 5 LONGROCK INDUSTRIAL
ESTATE, PENZANCE
DETACHED COMMERCIAL BUILDING
WITH CAR PARKING
PROMINENT POSITION
SITUATED JUST OFF THE MAIN A30
1915.97 SQ M (20,624 SQ FT)



TO LET
OLD MANSION HOUSE
QUAY STREET, TRURO
TRADITIONAL, TWO-STOREY, TOWN
CENTRE OFFICE ACCOMMODATION
BENEFITTING FROM PRIVATE CAR
PARKING TO THE REAR
297.47 SQ M (3,202 SQ FT)



FOR SALE
128 PORTHPEAN ROAD
ST AUSTELL
DEVELOPMENT SITE
APPROXIMATE SIZE
0.152 HECTARES (0.376 ACRES)



FOR SALE
RECLAMATION YARD - ST COLUMB
RECLAMATION YARD WITH
DEVELOPMENT POTENTIAL (STSC)
FOR SALE IN 2 LOTS
LOT 1 - 1.29 ACRES WITH A CONCRETE
FRAMED BUILDING MEASURING 256.7 SQ M
(2,763 SQ FT)
LOT 2 - YARD WITH A RANGE OF BUILDINGS
TOTTALLING 441.6 SQ M (4,753 SQ FT)

