

Commercial Property and Land Acquisition Services



Now is the time to move!

The current market conditions and economic cost pressures mean that many organisations should, if they are not doing so already, take a long hard look at their assets and decide if they are getting the best value for money.

The Sanderson Weatherall Commercial Property and Land Acquisition Team can help you in a number of situations, including whether you are:

- looking for new premises to buy or lease
- acquiring a property investment
- looking for a development opportunity
- reappraising your existing space requirements

We are perfectly placed to advise tenants and purchasers on the attractive options available in the current market and our services include:

- an initial briefing and space analysis will clarify your requirements
- we will undertake a search with our network of contacts, often including properties and sites that are not on the open market
- a shortlist will be prepared and property overviews discussed with you
- the purchase or leasing terms can then be negotiated on your behalf, so that you take full advantage of our knowledge of the market to obtain the best purchase price, rental or incentives

We have highlighted some examples of our acquisition service where we have acted for clients in a number of sectors including professional firms, public bodies and charitable organisations. These give testimony to the high level of award-winning expertise available to you.



EG Award Winners
for the fifth consecutive year



Grey Street Internal Redevelopment Programme gives 47% annual savings

Sanderson Weatherall decided to put our money where our mouth is internally and change the way we work and the structure of our space. While the development went on around us we remained in occupation to ensure there was no impact on servicing levels.

Sanderson Weatherall's internal redevelopment programme for our prestigious Grey Street address has involved redesigning the office infrastructure, providing a more efficient working environment in which to accommodate our staff. By consolidating the work space from two floors to one single floor it has provided a more efficient working environment.

The move was developed and managed by a collaboration of the firm's Agency and Architecture departments – with the refurbishment needing to be completed without any real effect on business operation, the departments worked closely to provide a contemporary styled refurbishment without impacting on the continuous high level of client service we offer.

The movement of our staff onto one floor from two has resulted in a significant saving in rent, rates and service charges. Factor in the utility cost savings and it starts to make a huge impact, which in this current climate cannot be ignored.

We provide a concept to completion service, which both responds to a client's existing working environment, as well as the building in which their business is conducted. Through several stages we are able to provide a design which suits both the client's requirements and budget. From this, we can then manage the development through to completion. We would be delighted to show people around our offices and see first hand what we have achieved through careful spatial planning and management.

No emergencies with our service!



Sanderson Weatherall are retained by County Durham & Darlington Fire & Rescue to advise on site and property acquisitions throughout their portfolio.

We provide strategic estates advice and have successfully advised on a number of new fire station sites. The Sanderson Weatherall Planning and Architecture departments have also assisted with the acquisitions and new developments to gain planning permission for the new stations throughout County Durham.

Our ongoing consultancy includes the identification and purchase of a new 30,000sq ft BREEAM Excellent office headquarters building within Central County Durham. We are advising on the relocation considerations including situation, specification and achieving best value.

Public Bodies & Charities

Sanderson Weatherall advise a number of organisations in the Public Body and Charity sectors. Our expertise and experience allows us to comply with Public Body and Charities Act legislation to search and acquire properties or land and provide a supporting best value sign off report.

Our clients include:

- Salvation Army
- North East Ambulance Trust
- One North East
- Tees, Esk & Wear Valley NHS Trust
- Barnardos
- County Durham NHS
- YMCA Newcastle
- Royal Masonic Benevolent Institution
- YMCA North Tyneside

If you would like further information about how Sanderson Weatherall's Property Acquisition Service can benefit you, please contact:

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Spectrum is best location for Business Link

Sanderson Weatherall were instructed to appraise suitable headquarter locations for Business Link North East.

Their move represented a new era in business support for the region with a restructured and improved Business Link service. In addition to establishing a single regional base, the emphasis was to be firmly placed on making it easier than ever before for businesses across the region to access the Business Link service and meet advisers through a network of access points.

Spectrum Business Park was considered against a number of available schemes within the region and came out on top due to the high quality and flexible standard of office buildings within the development and attractive flexible and financial package available.

Alastair MacColl, Chief Executive of Business & Enterprise North East, said: "Moving to Spectrum Business Park and delivering our services from one very central location has enabled us to provide a far more efficient, effective and streamlined service to the region's business community. Our services are now regionally supported but locally delivered."

Sanderson Weatherall successfully identified and negotiated this opportunity to achieve lease term flexibility required by Business Link North East in line with their funding structure whilst achieving a strong financial occupation package for the new 40,000 sq ft HQ.

Prime City Centre Acquisition

Dickinson Dees is a long established law firm in the North East with an excellent national reputation. Their commitment to growth and business development requires continuous strategic property advice.

Sanderson Weatherall have provided acquisition and negotiation services to Dickinson Dees on their expansion. This included merging three separate offices into one with the acquisition of 60,000sq ft at the flagship One Trinity Gardens on Newcastle's Quayside next to the Law Courts.



Gainsborough House is ideal for Irwin Mitchell

Irwin Mitchell were looking to move into Newcastle in 2003 and the top 10 UK legal firm retained Sanderson Weatherall to search and acquire a new regional office. Irwin Mitchell were keen to be situated near to Grey Street within Newcastle's central business district and with easy access to Newcastle Central Station.

Sanderson Weatherall identified a number of opportunities and favourable terms were agreed for space within Gainsborough House in the heart of Grey Street. We have continued to provide Irwin Mitchell with strategic advice as they rapidly expand their successful Newcastle office.

irwinmitchell ^{IM}
SOLICITORS



Choosing High Definition Offices!

Sanderson Weatherall act for ITV Tyne Tees across the North East, Cumbria and Yorkshire.

We have successfully relocated ITV Tyne Tees from their dated television studios on City Road in Newcastle upon Tyne to new modern offices at Gateshead's Watermark Business Park.

Not only did the move provide ITV Tyne Tees with brand new offices to house new state of the art technology, but also occupancy costs were cut through efficient space usage to meet their business needs going forward.

Sanderson Weatherall acquired the 30,000 sq ft new studios on the back of a full extensive appraisal of opportunities within the North East. Understanding how ITV Tyne Tees operated their different business functions was key in agreeing a deal at the Watermark accommodation.

