



LEGAL SERVICES FOR THE DEVELOPMENT SECTOR

EXPERIENCE YOU
CAN TRUST.

LEGAL ADVICE TO
GUIDE YOU.

 **HOWES
PERCIVAL**

SOME OF OUR CLIENTS

AXIS
LAND PARTNERSHIPS


BENNETT HOMES
At home in East Anglia

 **BARRATT**
HOMES

 **Bayfield**
HOMES

 **Braintree**
District Council

CSB
CHARLES ST
BUILDINGS GROUP
PROPERTY INVESTMENT
& DEVELOPMENT GROUP


COUNTRYSIDE
Places People Love


DARBY
GROUP


DAVIDSONS
HOMES

ENDURANCE
ESTATES

 **Flagship**
Homes

GLAVENHILL


HamptonBrook

 **Hill**


Jelson


LARAGH HOMES

 **MULBERRY**
HOMES - DEVELOPMENTS

nuveen
A TIAA Company


PERSIMMON


PIGEON
INVESTMENT MANAGEMENT

 **Saffron**
Housing Trust


A DEVELOPMENT
BUSINESS

 **TURNSTONE**

Vistry Group

CLIENT TESTIMONIALS



"In depth knowledge, highly efficient, sensible fee levels, excellent service"

"The team are all very experienced, responsive and professional in their approach to matters. They are able to react quickly to instructions and with their wide knowledge of real estate matters and collaborative approach to working."

"A good quality all-round team. Always ready to respond to our ever-changing needs and specific requirements."

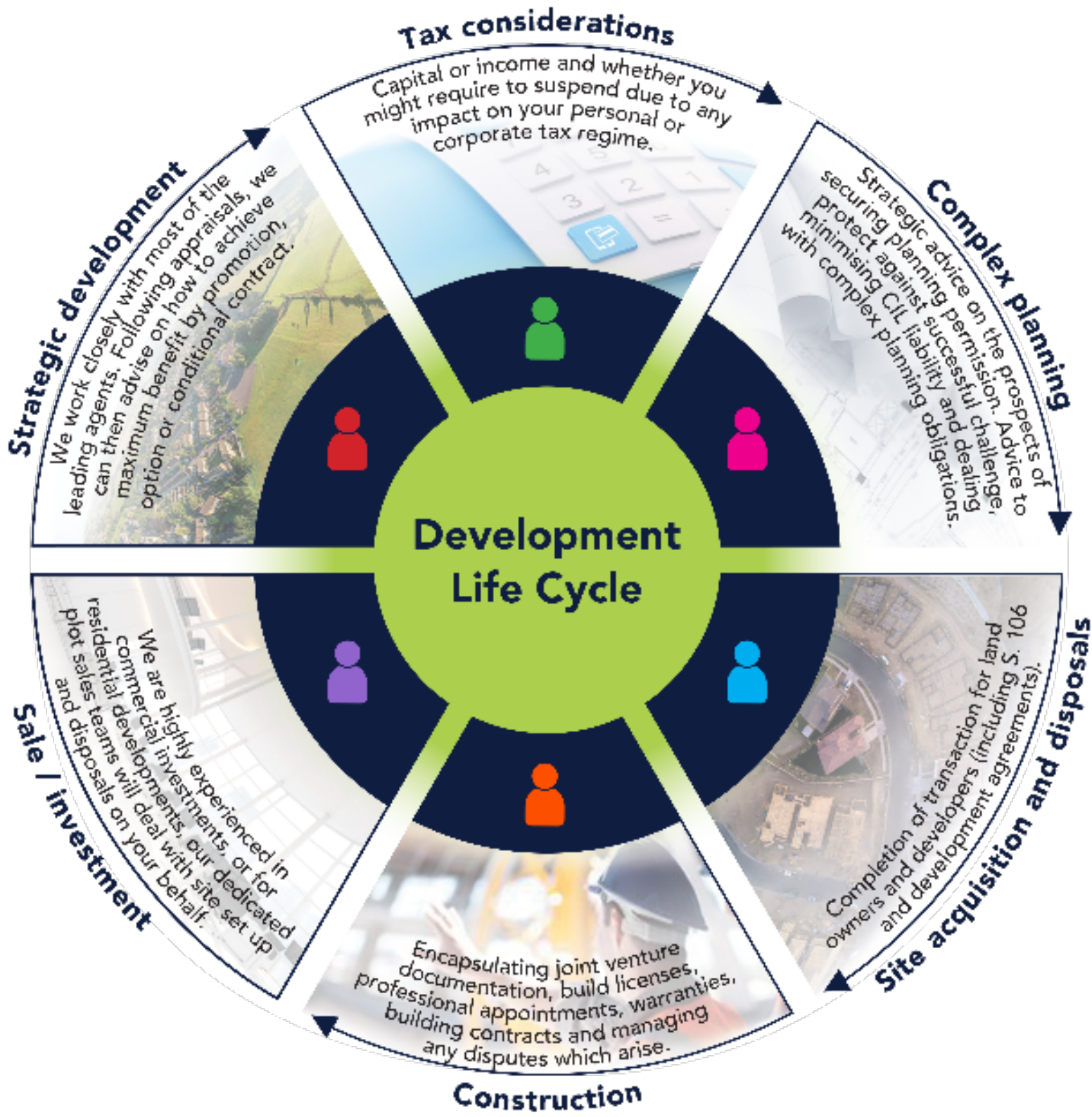
"Good dissemination between teams and then communication and coordination, so we get seamless service."

"Howes Percival LLP combines first-rate knowledge of planning law with high levels of commercial awareness."

"Direct, concise and commercial. Shockingly prompt service."

"Good commercial experience, fits our own requirements well."

- Client testimonials featured in The Legal 500





KEY CONTACTS

For full contact details and further information about these key contacts are available at the end of this brochure.

STRATEGIC DEVELOPMENT



Nick James
Partner



Chris Cubitt
Partner



Michaela Henson
Partner



Jasmine Mason
Director

TAX CONSIDERATIONS



Stuart Maggs
Head of Tax



Alexandra Hornsby
Partner



COMPLEX PLANNING



Jay Mehta
Partner



Paul Hunt
Partner



Jamie Childs
Partner

SITE ACQUISITION AND DISPOSALS



Chris Cubitt
Partner



Michaela Henson
Partner



Nick James
Partner



Lucy Lord
Partner



Elizabeth Thomas
Partner



Jasmine Mason
Director

CONSTRUCTION



Simon Franklin
Director

SALE/INVESTMENT

INVESTMENT SALES AND PURCHASE



Stuart Burns
Partner
(Commercial Leasehold)



Elizabeth Thomas
Partner
(Commercial and
Residential
Development)



Nick James
Partner
(Commercial
and Residential
Development)

PLOT DISPOSALS



Lucy Lord
Partner
(Residential Development
and Plot Sales)

REGISTERED PROVIDERS



Estelle Corner
Partner



REAL ESTATE FINANCE



Haydon Simmonds
Partner



Faye Meredith
Director



CASE STUDIES

STRATEGIC DEVELOPMENT

Client name confidential

The strategic residential team in our Leicester office, which is headed by Nick James, has a number of regional and national household named developers as its clients. Over the past year, the team has assisted one national developer with the strategic acquisition of five large residential development sites, providing in excess of 1,200 housing units across the South and East Midlands, with many more instructions coming through for strategic acquisitions within the next year. As an example of the nature, type and level of work undertaken, the team has recently completed on the acquisition from a landowner of an outline consented residential development scheme for circa 600 units. With the assistance of our dedicated planning team initial due diligence was undertaken on the existing consent and its Planning Agreement. Thereafter Nick's team dealt with the amendment and negotiation of the acquisition contract. There were a multitude of complex matters which needed to be addressed during negotiations, such as the enlargement of drainage rights on third party unregistered land (part of which being beneath railway land), the ability to connect into existing roadways in private ownership to create the required loop road for the scheme and separate temporary access rights and lease for construction access purposes, leading to various additional documentation being required upon which the team was instructed upon. The Firm is now on behalf of the client instructed with the development agreement associated with the disposal of the affordable housing to the registered provider and various other utility/statutory disposals.





Braintree District Council

The commercial property team acted for Braintree District Council in the £6m acquisition of the Horizon 120 commercial development site - a 65 acre site in an approved Master Plan allocation for development of not less than 65,000sqm of mixed commercial floor space falling within Class B, Class C1 and Class D1 of the Use Class Order together with an area of land for allotments. This involved contract negotiations with two separate landowners, which needed to synchronise on planning and completion timeframes, and deliver in accordance with Cabinet approvals. In addition, the main site acquisition required further complex negotiations as to delivery of retained land access involving complex construction and cost payments, securing overage for future enhanced value and pre-emption rights in favour of the Council.

Persimmon Homes

The commercial property team acts for Persimmon across their various regions including Anglia, Midlands and Essex. The team has recently advised on a conditional contract dependent on planning consent for a 187-unit site which involved complex contractual provisions to ensure delivery of section 106 obligations and to facilitate access and servicing of the seller's retained land, together with imposed ransom strip provisions. The team in Leicester also advised on the acquisition of the last phase within a development, such acquisition being conditional on satisfactory reserved matters approval, with complex obligations being required within the contract obliging the seller to deliver access and services and the site remediation works within a set timeframe and apportioning responsibility for discharge of the various outline planning conditions.

TAX CONSIDERATIONS

Client name confidential	The team was instructed by the client to investigate the implications of unpicking an existing collaboration deal between themselves and another developer which would have triggered a significant cost in SDLT. By restructuring the arrangements and amending the contacts with careful drafting the team managed to avoid any transfers of land and a significant sum in SDLT.
Client name confidential	A client approached the team to work through the implications of a development agreement which involved the landowner retaining some land with a new property to be built by the developer on it. The team advised on the timing and structuring of the arrangements together with preparation of contracts to avoid triggering unnecessary tax charges for the landowner and SDLT charges for the developer, saving costs for both parties to the deal.
Client name confidential	The team advised a consortium of private landowners, trustees and charities on the tax structuring of arrangements with the developer to minimise the tax implications and therefore maximise value on sale. This included presenting different options to the consortium from cross-options and partnerships to land pooling, and calculating and illustrating cashflow forecasting net of tax over the full payment period to inform decisions on the level and acceptability of deferred payment arrangements beneficial to the developer, and therefore to achieving a deal.



COMPLEX PLANNING

Endurance Estates / Pigeon Group

The team remains one of the planning solicitors of choice for major promoters, Endurance Estates and Pigeon Group. Over the past year, the team has been or are involved in no less than 15 projects across the Eastern Regions and beyond, which collectively involve delivery of circa. 2,000 homes and commercial development. The team's advice focuses on strategic and technical advice on how best to secure planning permission and avoid successful judicial review, including complex section 106 and planning condition negotiations, and advice concerning Environmental Impact Assessment and Appropriate Assessment. The team also supports regularly in the context of planning appeals and local plan examinations and local plan / supplementary planning document consultations.

East Cambs Trading Company / This Land Ltd

The team continues to act for developers This Land Ltd (largely owned by Cambridgeshire County Council) and East Cambs Trading Company (largely owned by East Cambridgeshire District Council) on a wide range of residential led schemes in Cambridgeshire in excess of 1,500, dwellings, including strategic allocations and five year land supply schemes. The team's advice focuses on cradle to grave delivery of these projects from acquisition through to grant of planning permission and construction. This includes strategic advice on viability, application strategy, section 106 agreements, and how best to secure planning permissions without delay and risk of judicial review challenge.

Breckland District Council

The planning team continues to work with Breckland Council to help bring forward a sustainable urban extension comprising 4,000 dwellings, commercial development and link road in Norfolk. Our work has involved strategic and complex advice throughout the application process and, following the team's continued success of defending judicial review challenges to planning permissions in the High Court, Court of Appeal and Supreme Court, ensured that the planning permission was issued robustly. Complex advice was provided in respect of Environmental Impact Assessment and Appropriate Assessment, in addition to complex section 106 negotiations and negotiation of planning conditions to enable appropriate phased delivery of this strategically important scheme.

SITE ACQUISITION AND DISPOSALS

Persimmon Homes

The team has recently advised on the purchase of a 248 dwelling residential development site in Thurston, via exercise of existing option. The acquisition included commercial complexities and required supplemental advice on matters including property, planning and highways. The team also continues to act in relation to a number of large scale residential led acquisitions in Suffolk and Essex regions.

Client name confidential

The strategic development team has assisted one of its national developer clients with the exercise of an existing option agreement for a circa 275 unit scheme in Leicestershire, such scheme being phase 1 of a much larger Sustainable Urban Extension for in excess of 2,700 units. The acquisition included advising the client on the terms of the existing option agreement, preparing purchase documentation and protracted negotiations with a third party developer to acquire a ransom strip required to procure delivery of an emergency access road and other cross-parcel rights required.

Norwich University of the Arts

The team advised on acquisition of a site for Norwich University of the Arts for educational facilities and student accommodation development. This involved the purchase of freehold land from Norwich City Council to transform an existing site into new teaching and student accommodation while also improving a neglected riverside location within the City Centre. The redevelopment proposal includes the demolition of existing buildings and construction of a new academic site including lecture theatre, teaching facilities and circa 100 student rooms plus a new fully accessible riverside public space. The deal was an unconditional purchase of part of Norwich City Council's property portfolio subject to an existing occupational lease and the grant of a short term leaseback of part of the site to the City Council prior to commencement of the client's redevelopment. Extensive negotiations and detailed drafting were required to minimise risk to the proposed future development.



CONSTRUCTION

Alaris Developments Limited

The team advised a developer client on the termination of a replacement contractor in respect of a multi-unit residential development. We advised on post termination obligations and duties as well as initial dispute resolution advice.

Onesite Solutions Limited

The team advised a specialist metalwork manufacturer in respect of a contract for 2km of steel walkways at Luton Airport. We provided advice on the terms of the initial contract as well as on subsequent vesting arrangements and general commercial advice.

Hampton Brook (UK) Limited

The team continues to act for Hampton Brook and related companies in respect of a number of commercial and retail development sites. We have advised on, drafted and negotiated JCT building contracts, professional appointments, collateral warranties and related security documentation. In undertaking this work the team has had to liaise with tenants, landlords and funders to ensure all parties' interests are aligned and risks allocated appropriately. In addition the team has been providing ongoing contractual and strategic advice in respect of extension of time claims, payment obligations and general management of the relationship with contractors.

Fleur Developments Limited

The team acted for this award winning house builder in preparing a bespoke suite of construction documents, consisting of professional appointments, sub-contracts and collateral warranties. We were requested to review and update the client's existing documents to provide a JCT compatible suite that could be used on all future projects. This required preparation of a variety of contracts, both long and short form, with back-to-back warranties and appointments. We continue to provide ongoing advice and guidance to the client in letting and managing the contracts.

SALE/INVESTMENT

Charles Street Buildings

Our Leicester office recently acted on behalf of longstanding client of the firm, Charles Street Buildings (Leicester) Limited, in its purchase of the prestigious Conservative Party headquarters in Westminster for £51.5 million from Aviva Investors. The team, led by Nick James, was required to undertake its due diligence and settle the legal documentation to ensure a completion date within 5 working days of receiving the agreed heads of terms. To do this, our separate areas of specialism and their teams worked closely together to review the planning history relating to recent refurbishment works, construction regarding those works and the provision of appointments with associated warranties, reviewing the various subject leases and their variations, investment on the acquisition documentation itself and the negotiation and settlement thereof. With the ability to use our coordinate our separate teams we were able to press ahead and achieve our client objectives and deadlines.

East Cambs Trading Company Limited

The commercial property team advised the client on its purchase of an ex-MOD site in Ely previously used as service family accommodation and open spaces. The deal was complicated by 4 separate overage arrangements and complex profit arrangements. The deal was politically controversial at a local government level but approved as a way to quickly meet local housing need. The team's role in the matter included drafting and negotiating the sale documentation, including strategic advice at Heads of Terms stage; carrying out detailed due diligence, including preparing a CLLS Certificate of Title for the lender; drafting and negotiating the loan documentation and profit share arrangements; and liaising with all parties to co-ordinate exchange and completion of the loan, sale and sub-sale.

Mulberry Property Development Limited

The team in Northampton advised on the site set-up for large residential development schemes with over 200 plots per scheme. We acted on the estate set up and subsequent plot sales for eight of the client's residential developments in the Midlands including high profile, large developments at London Road, Bicester and Coventry Road, Lutterworth.





ABOUT THE DEVELOPMENT TEAM



Our development team is made up of the right mix of specialists to help you acquire, develop and dispose of land with minimum fuss and for maximum value.

From site acquisition and strategic planning to construction contracts and disputes and plot sales, we have the legal expertise and in-depth sector knowledge to provide you with a commercial, efficient service which is tailored to your needs. We act for many household names, including some of the country's largest housebuilders, commercial developers and construction firms.

Our team of dedicated development lawyers includes specialists in:

- Real estate
- Real estate finance
- Planning
- Highways
- Environmental Law
- Construction Law
- Tax

We understand the legal and commercial issues you face and will always act in your best interests whilst delivering a comprehensive, cost-effective service.

We keep on top of legal developments and will proactively advise you on how they will affect your business. Our experience of working in the rapidly changing landscape of development and construction means we are uniquely placed to advise on any opportunities and challenges in this area.

MEET THE TEAM



Stuart Burns
Partner

Tel: 0116 2473581

Mob: 07776 206820

stuart.burns@howespercival.com

Stuart has wide experience of all aspects of commercial property, including freehold and leasehold acquisitions and disposals, commercial and residential development, property finance and pension related matters, acting for both seller and buyer and landlord and tenant. He also has experience in dealing with the property elements of commercial transactions, both on company and asset sales and purchases. Stuart acts for a variety of clients, from local landowners and individuals to property development companies, investors, national retail companies and funds.



Jamie Childs
Partner

Tel: 01603 580087

Mob: 07827 932087

jamie.childs@howespercival.com

Jamie is a specialist planning solicitor with a particular focus on securing legally robust and deliverable planning permissions for clients. Jamie's experience includes advising on a number of significant, high profile and contentious residential development projects. He is regularly instructed by national and regional housebuilders, land promoters, investors, landowners and local planning authorities. Jamie has substantial experience in judicial review matters and in providing specialist advice on Environmental Impact Assessment, permitted development rights, highways matters, rights of way, assets of community value and town and village greens.

**Estelle Corner****Partner**

Tel: 01603 580080

Mob: 07717 507122

estelle.corner@howespercival.com

Estelle is a specialist social housing solicitor who advises registered providers/housing associations, their subsidiaries, local authorities and developers on all aspects of affordable housing acquisition, development and disposal. Estelle has gained broad experience in commercial property over 20 years of practice, acting for institutional landlords, real estate funds, Transport for London, NHS trusts, and national retailers before specialising more recently in social housing. Estelle acts on land led and S106 acquisitions advises on planning agreements and variations, easements, shared ownership site site-up and sales.

**Christopher Cubitt****Partner**

Tel: 01603 580027

Mob: 07717 507118

christopher.cubitt@howespercival.com

Chris is a commercial property Partner leading the Development team in our Norwich office. He has extensive experience of acting for developers, promoters and landowners on high value strategic land transactions such as options and conditional contracts, promotion agreements and collaborations. On commercial developments he also advises on disposals and investment management of subsequent lettings. Chris enjoys working closely with clients so as to understand their aims and objectives and to deliver practical, commercial advice.

**Simon Franklin****Director**

Tel: 01223 791008

Mob: 07769 583417

simon.franklin@howespercival.com

Simon specialises in all aspects of non-contentious construction law from strategic procurement advice to dispute avoidance. The backbone of Simon's practice is the preparation and negotiation of construction documentation, including building contracts, professional appointments, collateral warranties as well as security documents such as bonds and guarantees. Having previously worked in both London and Manchester Simon has considerable experience of working with a number of developers and housebuilders on a wide variety of projects (student accommodation, hospitals, mixed use commercial/retail developments, boutique hotels, urban regeneration schemes and residential refurbishments). Simon also spent a number of years advising national housing associations on the procurement, delivery and maintenance of their affordable housing stock.

**Michaela Henson****Partner**

Tel: 01223 791019

Mob: 07814 762577

michaela.henson@howespercival.com

Michaela's specialisms are land development and promotion, commercial development and site assembly, property investment, landlord and tenant negotiations and advising on commercial property issues for investors, operational businesses, technology companies and charities nationwide. Michaela started her career at a West End law firm before returning to Cambridge in 1998.





Alexandra Hornsby
Partner

Tel: 0116 2473555

Mob: 07866 925194

alexandra.hornsby@howespercival.com

For over 14 years Alexandra has been advising wealthy individuals and business owners on estate planning and succession matters, including complex inheritance tax and capital gains tax issues. Alexandra is also experienced in advising trustees, drafting and administering trusts, and dealing with estate administration. She is a member of the Society of Trust and Estate Practitioners (STEP). Alexandra qualified as a solicitor in 2004 and subsequently worked for almost ten years in a specialist private client practice, gaining a wealth of experience in complex estate planning and trust matters.



Paul Hunt
Partner

Tel: 0116 323 0502

Mob: 07734 327822

paul.hunt@howespercival.com

Paul has over 30 years of both contentious and non-contentious planning work in the public and private sectors. He specialises in large residential and mixed use schemes but works for a range of residential developers and commercial organisations.





Nick James
Partner

Tel: 0116 2473575

Mob: 07799 674922

nick.james@howespercival.com

Nick has over 30 years of experience in real estate law and is a noted specialist in residential development. Since joining Howes Percival in 2009, he has assumed the dual role of leading the firm's Leicester Real Estate Team in the East Midlands and serving as Head of the Development Sector across all regions. He has a broad range of commercial property and development knowledge, with extensive experience in strategic land work including planning promotion, option, collaboration and equalisation agreements.

Nick manages relationships with a number of developer and investor/landowner clients across the country, advising on a wide range of matters including site assembly, strategic land acquisitions and disposals, funding agreements, conditional contracts and a full range of asset management work supported by Howes Percival's large Planning and Development Sector Teams. He is highly regarded by both businesses and individuals for his practical and commercial approach to technical and complex transactions.



Lucy Lord
Partner

Tel: 01604 258043

Mob: 07789 552398

lucy.lord@howespercival.com

Lucy has wide experience in real estate transactions including residential and commercial development work, acting for national and regional developers. She regularly deals with: all aspects of acquisition and disposal work including options and conditional contracts; freehold and leasehold portfolio acquisitions and disposals; landlord and tenant work; and property finance. Lucy also has extensive experience of corporate transactional support work.

Lucy acts for a wide range of clients including national and regional property developers, investors, financial institutions and banks. She joined Howes Percival in 2011.



**Stuart Maggs****Partner**

Tel: 01603 580079

Mob: 07810 750357

stuart.maggs@howespercival.com

Stuart has spent many years advising his clients on how best to arrange their affairs to keep them simple and understandable, while meeting their requirements and minimising tax implications. This includes strategic advice for families and trusts on their business and personal matters, including dealing with such arrangements for trustees and charities. He works closely with the property and corporate teams on arrangements with land, advising on the impact of SDLT, capital taxes and structuring deals to mitigate the tax impact and so maximise the value to all sides. Stuart is Head of Tax and is a Partner in the Estates team at Howes Percival, dealing with landowners, developers, high net worth individuals and business owners. He is a Chartered Tax Advisor and has spent many years devising planning arrangements that are suitable for the needs of his clients, ensuring they provide the right mix of tax efficiency and practicality.

**Jasmine Mason****Director**

Tel: 01162 473551

Mob: 07929 021200

jasmine.mason@howespercival.com

Jasmine advises clients on an extensive range of commercial property matters. Jasmine predominantly advises developer, promoter and landowner clients on residential and commercial developments and provides clients with invaluable and sound advice on site acquisitions and disposals, collaboration agreements, option/promotion agreements, overage deeds, social housing and all other development matters. Jasmine also acts for a number of landowner clients, advising them on a wide variety of matters including landlord and tenant matters and renewable energy option agreements and leases.



Jay Mehta
Partner

Tel: 01603 580055

Mob: 07747708263

jay.mehta@howespercival.com

Jay is a specialist planning solicitor at Howes Percival. He is experienced in all areas of planning law and supports his clients with the delivery of large scale strategic developments across the country. Jay has also led on a number of high profile appeal and judicial review cases over the years, with landmark decisions secured from the High Court, Court of Appeal and the Supreme Court. Notable cases include: R (Champion) v North Norfolk District Council [2015] UKSC 52R; R (Lensbury Limited) v Richmond London Borough Council [2016] EWCA Civ 814; and CK Properties (Theydon Bois) Limited v Epping Forest District Council [2018] EWHC 1649. Jay is therefore well rehearsed in complex planning issues such as Environmental Impact Assessment and Appropriate Assessment and is relied on by his clients to ensure planning permissions for new development may be secured robustly. Recommended in the Legal 500, Jay's clients include national house builders, promoters and local planning authorities who describe him as having "excellent judgement and very good attention to detail".



Faye Meredith
Director

Mob: 07977 370122

faye.meredith@howespercival.com

Faye has a wealth of experience of advising both lenders (including banks, funds, alternative lenders and private capital) and borrowers on all aspects of banking and finance transactions including general corporate banking and acquisition, leveraged and real-estate finance. Faye's experience spans both domestic and cross-border banking transactions.



Haydon Simmonds
Partner

Mob: 07980 774574

haydon.simmonds@howespercival.com

Haydon is a Banking & Finance lawyer with a breadth of experience across a wide range of domestic and cross-border corporate banking and real-estate finance transactions.

Haydon advises lenders (including banks, funds, alternative lenders and private capital) and borrowers (both corporates and sponsors) on leveraged and acquisition financings, general corporate banking, real-estate investment and development transactions.




Elizabeth Thomas
Partner

Tel: 01223 791040

Mob: 07855 004138

elizabeth.thomas@howespercival.com

Elizabeth is a commercial property specialist with a focus on working with commercial developers, landowners and property investors. She has in-depth experience across a range of commercial property matters, including conditional sales and purchases, development agreements, options agreements and agreements for lease. She acts for a number of regional and national developers and is currently advising on the development of a leisure park in Colchester with GDV of circa 70 million. She has experience of putting in place annuity lease arrangements between local authorities and pension providers and also acquiring space for clients looking to develop laboratory space in Cambridge.



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