

EXPERTS IN FURTHER EDUCATION

2024

geralve.com



GERALDEVE
A NEWMARK COMPANY

GERALD EVE AT A GLANCE

40%

of FTSE100 are clients

£92.5m

turnover in year to April 2022

90%

of our clients have been with us for five years or more

650+

people

20+

countries where we are active

Education Investor Awards 2024

Capital Markets Property Services

award winning

OUR OFFICES

GLASGOW
LEEDS
MANCHESTER
BIRMINGHAM
MILTON KEYNES
CARDIFF
CITY OF LONDON
LONDON, WEST END
WEST MALLING



Property Awards

Shortlisted for Alternatives Team of the Year 2020

Property Awards 2021 WINNER

Alternatives Team of the Year 2021

Property Awards 2022 WINNER

Alternatives Team of the Year 2022



INTRODUCTION

GERALD EVE HAS A SECTOR-LEADING EDUCATION TEAM

Gerald Eve has one of the largest, if not the largest, property consultancy and transaction teams advising in the education sector, with a team of 25 Partners and other dedicated fee earners active in providing a broad range of property services to investors, lenders and operators across the UK from our London and regional offices.

Our advice brings together a range of technical skills including valuation, purchase, disposal and letting, debt advisory, lease consultancy, planning and development, business rates, project management and building consultancy as well as direct expertise of trading businesses.

The depth of our expertise is reflected in our unrivalled track record for advising on day nurseries, independent day and boarding schools, local authority, voluntary aided and academy schools, language schools, special schools, Further Education colleges and universities.

The Further Education sector is facing challenges: shifting demographics, changing learner requirements and ever-present budgetary pressures are driving a renewed focus on the property these institutions use.

We understand the challenges you face and we have the solutions you need. We take away the burden of dealing with property so you can focus on what matters most, educating our young adults for tomorrow.

We demonstrate our services, experience and expertise in the following pages.



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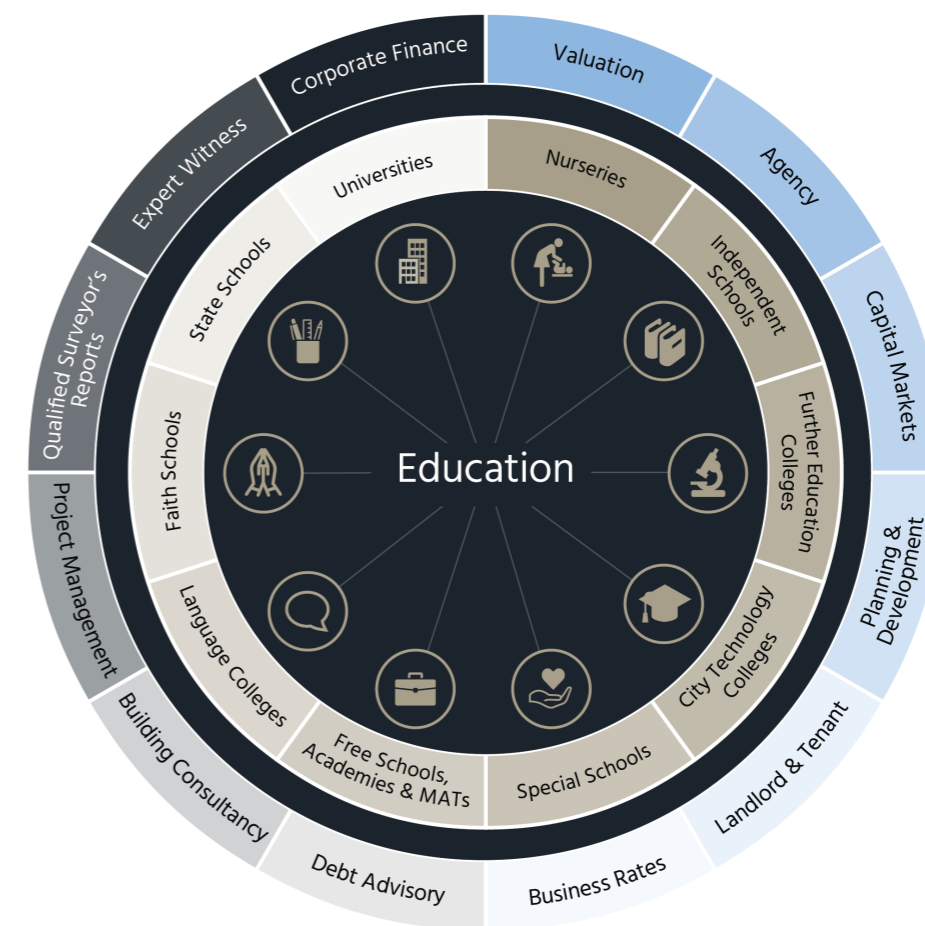


FURTHER EDUCATION

Further Education colleges remain under financial constraint following a sustained period of austerity and underfunding. Recent geo-political and economic events have exacerbated the financial challenges, as has the ONS reclassification of FE Colleges to public sector organisations, withdrawing the ability to commercially borrow and restricting the proceeds from sales. This remains a troubled sector and a sector that needs to do all it can to ensure effective management of college estate now, and into the future.

Many Colleges are seeing opportunity in land and buildings to release valuable income or capital and some are planning major projects to redesign and futureproof their estate, funding building works through grant, part land disposals and alternative funding methods.

Our specialist expertise at Gerald Eve brings together a range of services which will assist you in understanding your estate and ensuring it is used to its full potential.



PROPERTY RELATED SERVICES

Property related services can often be reactive to changes in occupational requirements, rather than pro-active to mitigate costs and risks to college operations. We provide a range of services to meet your every need and often work alongside other specialist advisors and stakeholders in the sector, including project managers, auditors, solicitors as well as the Education and Skills Funding Agency (ESFA), various leading banks and pension providers.

We summarise below our core services and how we can assist with your property:



VALUATION

We provide valuations for a number of purposes and stakeholders. This includes:

- Estate strategy, including appraisals for alternative use
- Valuations for purchase or disposal – balancing continued educational use against alternative uses
- Loan or pension securities, often working with the stakeholders to advise on suitable property to charge
- Financial reporting valuations, whether for annual accounting or to include new assets into your financial statements following merger
- Purchase or merger due diligence to inform estate strategies and for grant funding applications



NCATI

We recently valued two NCATI Colleges for a solvent liquidation. The two newly built colleges for rail in Birmingham and Doncaster were due to close this summer.



BUILDING CONSULTANCY AND PROJECT MANAGEMENT

- Planned Proactive Maintenance (PPM)
- Purchaser or merger due diligence
- Building surveys
- RAAC surveys
- Project Management
- Project monitoring
- Reinstatement costs assessments
- Contract administration



Capital City College Group

Gerald Eve undertook both a stage 1 desktop assessment for the presence of reinforced autoclaved aerated concrete (RAAC) across CCCG's portfolio, and a stage 2 physical inspection of the portfolio working alongside contractors to further clarify the risk of RAAC.



AGENCY SERVICES

- Appraisals and valuations to access potential receipts
- Disposal strategy
- Dedicated agency team to act as sale or letting agents
- Purchase reports and due diligence
- Capital release and long income solutions



St Mary's College, Blackburn

Acting for a religious charity on the sale of their former College and Sixth Form Centre to the Issa Foundation for £5.3 million in October 2022 for continued educational and community use. The Catholic-run college, which had been open almost 100 years, became financially unsustainable due to repeated years of falling student numbers, and became the third college to go through the further education insolvency regime, closing with £8 million of debt.



BUSINESS RATES

With this complex and ever-changing property tax, we work to save money for college clients, but also to give certainty in their budgeting and to identify areas of under-assessment/ risk

- Working with the Valuation Office to achieve a nationally applied and fair basis of valuation across the FE sector for the 6 year period of the 2017 Rating List.
- Managing the appeals process for c20 college groups under "Check, Challenge, Appeal"
- Providing regular estimates of rates liability, plus budgeting for new buildings and other changes
- Strategies for minimising rates on vacant buildings
- Informing and preparing clients for the new "duty to inform", as well as scope for appeals against the 2023 Rateable Values



South Thames College Group

The Group operates from six campuses in south London and we provide them with a comprehensive Business Rates advisory service, including the division of the Wandsworth campus assessment following the grant of a long lease to an independent school.



PLANNING, DEVELOPMENT AND ESTATE STRATEGY

- Development consultancy
- Procurement advice and market engagement
- Planning reviews
- Strategic land promotion
- Planning applications and project management
- Space and future space planning
- Curriculum vision workshops
- Functionality assessments



South Thames College Group

We advised South Thames College Group on various development matters relating to their Kingston, Carshalton and Merton Campuses.

TESTIMONIALS

Gerald Eve is a trusted adviser to United Colleges Group. They have advised us on a range of strategic and valuation matters from the disposal last year of our former Queens Park Campus, which enabled us to invest the proceeds into our other campuses, to valuations to inform our merger in 2017, to valuations for financial reporting and loan security purposes. They have consistently met the tight deadlines we have presented to them, with a dynamic 'can-do' attitude, and the College have benefited from their excellent knowledge and understanding of the Further Education and wider education and development markets. They are approachable and professional and we hope to work with them further in the future when opportunities arise.

Amanda Thorneycroft,
Chief Financial Officer,
United Colleges Group



I have witnessed, at first hand, the work of Gerald Eve (GE)... in the processes of advice, guidance and support for a number of complex college estates activities. Foremost among the examples I have seen have been the GE work in support of the development of a complex 'sale and regenerate' Estates Strategy for East Sussex College Group, the 'high time pressure' work done to support the Activate Group rationale for Restructuring Facility (RF) funding to support the merger with Guildford College and the similar work done to support East Kent College during the merger and RF deal phase with Canterbury College.

...They have worked across differing geographies, appreciating the socio-economic and political contexts and inevitable impacts upon what is 'deliverable' and what 'numbers' can be ascribed.

David Smith
FE and HE Advisor

HOW WE WORK AT GERALD EVE

As leading experts advising across operational real estate, our clients expect us to contribute beyond the role of real estate advisors; we are there to achieve success for you and achieve this with our exceptional understanding of your organisations needs and the regulatory and economic pressures you face.



Client partner and dedicated client team

Our clients benefit from a dedicated client partner, overseeing all aspects of our service. We can offer a full-service or a specific advisory service to fit around your needs. We go to extraordinary lengths to ensure our experienced professionals are fully aligned to your requirements.



Long-term trusted advisor relationships

Our primary focus is on developing a long-term, trusted adviser relationship, where your priorities come above everything else. We act as the eyes and ears in the market and arrange regular review meetings to understand your future commercial priorities and how we can help achieve them.

Our business ethics make us good people to do business with; aside from expert advice, it's one of the main reasons why clients come to Gerald Eve. We invest time and energy ensuring we all behave in a transparent and professional manner, in all aspects of our work.



Continuous improvement

Our commitment to continuous improvement ensures client teams focus on delivering the best possible outcomes for our clients. Regular client review meetings provide an opportunity to capture open and honest feedback on performance and service delivery.



Sharing marketing trends and insight

We regularly share our market-leading research reports and host regular workshops and round tables on current trends and important topics.



Flexible resourcing

We ensure we resource each job with the right talent and with a firm of over 620 we have the resource to pull onto a project at any key moment. Additionally, we have seen an increased demand for secondments. We work with many of our clients to provide resourcing solutions, from interim partner secondments to junior reverse secondments to gain invaluable experience.



ESG

At Gerald Eve we have developed Our Shared Future Framework, which identifies areas of change across our business, as well as ways we can help our people to live more sustainable lives and create a positive impact in our community. As part of this, we have become carbon neutral across our business operations and we expect to become carbon negative from FY27/28.



National coverage

We work hard to get the right shaped team around your projects and benefit from our network of nine UK offices based in London and across the country. We have strong relationships with investors, developers, occupiers and Local Authorities in major cities and our project leads are experienced project and resource managers. They can tap into a talented team of leading experts covering the full spectrum of sectors and services.



International network

As part of the Newmark group we have a series of owned offices and staff located throughout North America, Europe, in Poland, Germany and Spain. Newmark Group, Inc. is a world leader in commercial real estate, seamlessly powering every phase of the property life cycle. With 7,300 professionals based in over 170 locations, they bring expertise and knowledge on a global scale.

YOUR DEDICATED FURTHER EDUCATION TEAM



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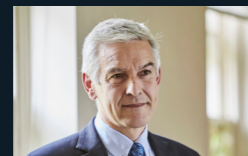
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For further information on our Further Education team visit our website:
<https://www.geraldeve.com/sectors/further-education-colleges/>



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Gerald Eve is a firm of chartered surveyors and property consultants based in the UK, operating from nine offices with over 650 professionals. As a Newmark company, we offer expansive reach through a global platform.

Gerald Eve provides independent, intelligent and relevant advice based on detailed market knowledge and sector understanding. Our expertise covers capital markets, corporate real estate advisory, asset management, tenant representation, landlord leasing, planning and development and building consultancy, property management, valuation and business rates services.

Whether you are a property owner, investor, occupier or developer, together we have the expertise and relationships to deliver the best property solutions for your business.

