

LAND SERVICE PACKAGE

TALK TO US

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INTELLIGENT LAND

WHO WE ARE

Intelligent Land is a planning and development consultancy that offers innovative visionary services in land and property development. We make your land and property assets work for you.

We are an outstanding team of professionals, handpicked for our varied specialist experience in advising and managing land and property transactions and development.

CHALLENGES FACING THE PUBLIC SECTOR

We know that many public sector organisations and housing associations have faced significant financial pressures over many years and are increasingly seeking innovative ways to raise funds and capital receipts to support services and policy objectives.

LAND AND PROPERTY ASSETS COULD BE ONE ANSWER

One way to achieve these funding aims is to examine the organisation's land and property assets:

- Are they underutilised?
- Could they be sold or rented out?
- Who might be interested in an option or purchase?
- What alternative use might gain planning permission?
- Do they cause liabilities or risk to the organisation?
- Could purchasing additional land or property help achieve funding or policy objectives?

We understand that land owners often face difficult decisions about how best to utilise the value of their property, so we have created a simple, four-step approach using the process of 'Land Value Optimisation'. This enables us to realise the highest potential from land assets and is an outstanding feature of our service that runs through all of our development and planning consultancy work.

RESOURCES AND SKILLS MIGHT BE GETTING IN THE WAY

Development of land and property is increasingly complex, including assessing the viability of development and return on investment and going through the planning process.

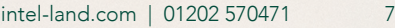
Unfortunately, many organisations have lost the specialist in-house skills and people to understand and work through the development process. Recruitment of skilled property and development professionals is a costly and uncertain process, in a highly competitive market for these skills.

INTELLIGENT LAND HAS THE ANSWER

We recognise the difficulties and frustrations faced by organisations who might be asset rich, or have funds available, yet lack the skills and knowledge to take their aspirations forward.

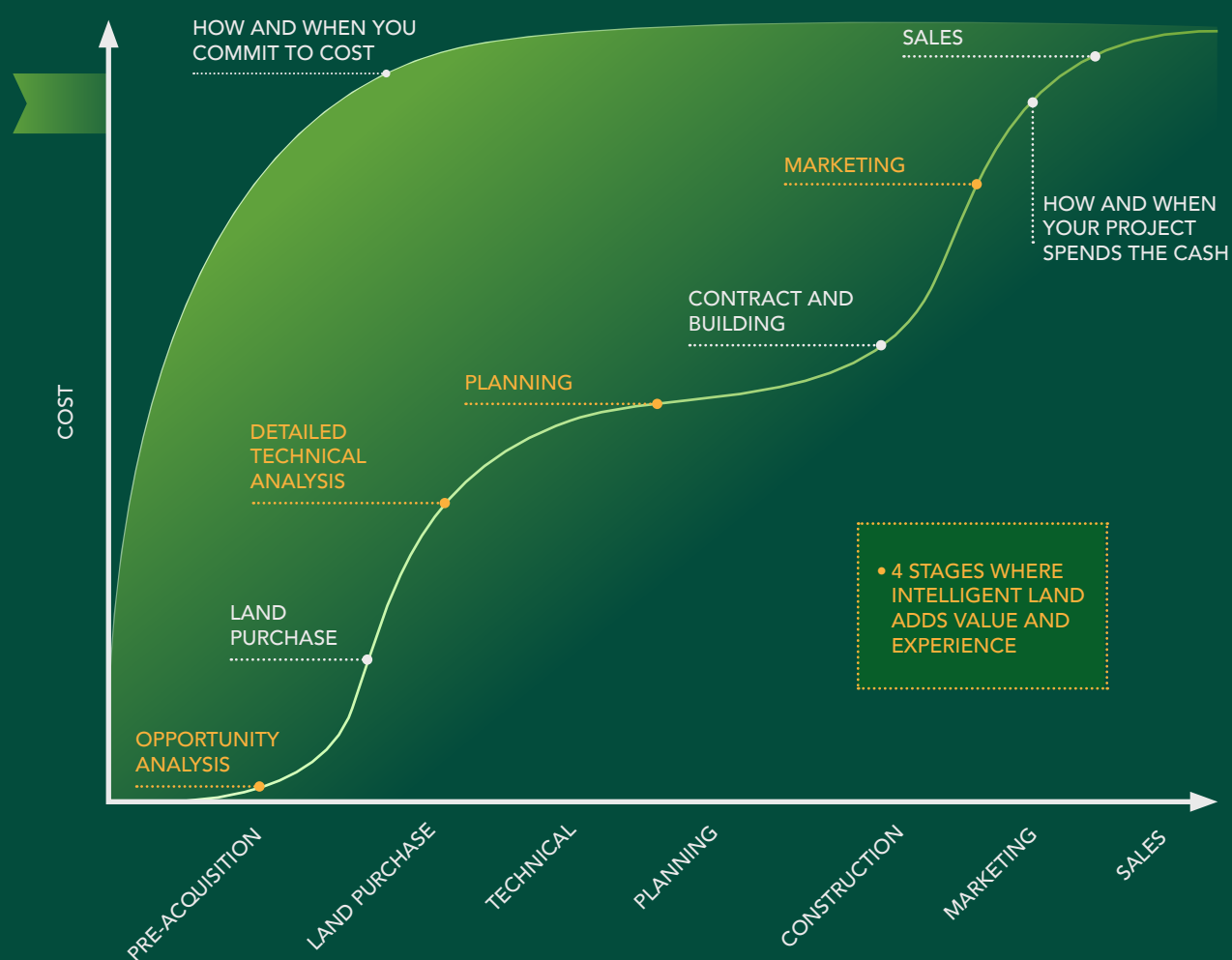
That is why we have developed our "Land Service Package".

We understand the development cycle and work alongside it, carefully examining ways to improve returns and de-risk projects. So for example, if a scheme already has approval, we will take this into account and explore possibilities within the confines of the consent. If we are involved earlier in the process the same fundamentals will be applied but with fewer restrictions.



WHAT WE PROVIDE

Our Land Service Package provides you with all the skills and expertise your organisation needs to take forward your development aspirations, without having to assemble your own land team, or buy in separate consultancy skills.



WE CAN PROVIDE:

- Development analysts who can provide options appraisals based on the objectives of your organisation.
- Viability specialists who can maximise financial returns for your organisation through its assets.
- Planning consultants who can review existing assets and offer advice on development opportunities.
- Land brokers, working with our planners who can identify land or property which could be acquired to deliver on the organisation's financial or policy objectives or broker deals on your land assets.
- Direct access to other development professionals without the need to go through costly and time-consuming procurement.

Our team includes colleagues who have held senior positions in both the public and private sectors and who therefore understand the political, legal and financial constraints under which these organisations operate within, as well as having commercial acumen.

LAND SERVICE PACKAGE OVERVIEW

ASSET REVIEWS

- We have developed an 4-stage process to explore development optimisation potential.
- This means you either make greater returns or create a development angle to compete with larger bodies when acquiring land.

LAND VALUE OPTIMISATION

- Detailed land and property asset review, quantifying development potential and options in industry standard measures i.e. GP/ROI/ROCE etc.
- Which means that you have a clear idea of asset potential and timescales for delivery.

OUTSOURCED LAND BUYING

- We can operate as an outsourced land department with land finding, assessing, and acquisition skills.
- Which means that you have instant land department expertise at your disposal immediately, with no employment liability.



1. MARKET ENTRY



2. FINANCIAL METRICS



3. CONSTRAINTS ANALYSIS



4. ENVELOPE MAXIMISATION



5. OPPORTUNITY PLANNING



6. OPTIMISATION



7. REPORTING

TAILORED TO MEET YOUR NEEDS

Our Land Service Package is a concept tailored to meet your needs—we know that one size does not fit all.

From specialist advice on a single project right up to the provision of a full land service, Intelligent Land can provide you with the skills you need to deliver for your organisation.

Current examples of our Land Service Package that we deliver:

- Asset reviews of housing stock and land holdings for a housing association including risk, liability and opportunity analysis.
- Development strategy and full project management of a major development project for a Third Sector organisation.
- Advice on an estate management plan and development strategy for a landed estate.
- Provision of a full land service for a major housing association and a local authority.
- Organisation's financial or policy objectives, or broker deals on your own land assets.
- Direct access to other development professionals without the need to go through costly and time-consuming procurement.

TALK TO US

We would be delighted to explain more about our Land Service Package and to discuss how it can work for your organisation.

For an initial chat, contact us at:

[intel.land.com](https://www.intel.land.com)
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