

THIRD
EDITION

SOUTH COAST

2022



SPECTRUM.

SPECTRUM WORKPLACE
HAVE BEEN CREATING HIGH-PERFORMING
WORKPLACES ON THE SOUTH COAST SINCE 1975

PROMOTE & ENCOURAGE DEVELOPMENT AND INWARD INVESTMENT INTO THE REGION

SOUTH COAST



➤ NETWORKING

Make new connections with key businesses in the region

➤ CPD

Updates on legislation and property issues

➤ MARKET UPDATE

Highlighting commercial & residential market trends along the south coast

➤ EXHIBITIONS

Showcasing businesses involved in property along the South Coast



HELLO@SOUTHCOASTCPS.CO.UK



THURSDAY 6TH OCTOBER 2022
8.30AM - 5PM



WWW.SOUTHCOASTCPS.CO.UK



HILTON AT THE AGEAS BOWL,
SOUTHAMPTON

AGENDA – SCPPS:

8.30 – Registration – Lanyard sponsor (Amiri Construction) and exhibition hall opens

Teas & Coffee & Breakfast on arrival – sponsored by Connect IT Utilities Services

9.15 – Welcome Guest

9.20 – Council Update – BCP Council, Portsmouth City Council, Southampton City Council.

10.00 – 10.20 The Solent Maritime Cluster – Stuart Baker, Solent LEP & MD of UK Maritime Solent

10.25 – 10.45 – Southampton Airport Development & Navigator Quarter – Steve Thurston Head of Planning & Development AGS Airports, Director of Solent Freeport Consortium

10.50 – 11.05 – Office Design Trends – Rhys Fider, Spectrum Workplace (Main Sponsors)

REFRESHMENT BREAK

11.30 – Speed Networking

12.00 – 13.00 – LUNCH sponsor (Connect IT Utilities Services)

13.05 – 13.20 – Office Market Update – Andrew Hodgkinson / Amy Campbell – Lambert Smith Hampton

13.25 – 13.40 – Smart Buildings – Paul Gibbs, Flexible Group

13.45 – 14.00 – Industrial Market Update – Jonathan Trice – Omega RE

14.05 – 14.20 – Retail & Leisure Market Update – Kevin Marsh, Savills

14.25 – 14.40 – Residential Update – George Long, Charters

14.45 – 15.00 – Investment Update – Russell Miller, Vail Williams

REFRESHMENT BREAK

15.30 – 15.45 – Legal Update – James Realff, Lester Aldridge

15.50 – 16.05 – RICS Update

16.10 – 16.40 – Economy Update – Andrew Holder, Bank of England

16.40 – Exhibit Area Close/ Networking

17.30 – Event Closes

INTRODUCTION

Welcome back to the South Coast Commercial Property Show 2022, for our third year. This is one of my favourite events of the year bringing together the key movers and shakers in one room to promote and encourage development and inward investment.

What makes our show different? It's all things Property focused.

Our experts are living and breathing the South Coast, they are passionate about bringing forward an ambitious, sustainable future and are here to share their knowledge on where the opportunities are so that we can all thrive together.

We will be kicking off with presentations from the councils, highlighting the opportunities within each city.

It is important to recognise each city's USPs, we are not competing against each other, but competing on a global stage. We have some incredible developments coming forward, global businesses operating in our region and life changing innovation being developed across the South Coast. The more we can confidentially talk about the exciting things happening, the further the ripple affect will take our story.



Here is a summary of what you can expect today;

We welcome back James Croker, Corporate Engagement Director, FuturePlaces for BCP Council for the second year where he will update us on The Big Plan, along with Tristan Samuel's Director of Regeneration at Portsmouth City Council who will be discussing what developments and opportunities are happening in Portsmouth, and why investors should consider Portsmouth.

With Southampton making headlines again, following the Chancellor's announcement Matt Hill and Steve Slocombe will be highlighting what the investment zones would mean for the city and provide an update on current developments happening in Southampton.

What is evident is that the collective South Coast councils are coming out swinging, they are aiming high and are heavily focused on bringing forward a very ambitious, sustainable future.

The announcement of the Solent Freeport and expansion of Southampton Airport can only bring positivity to the region, so we will hear Stuart Baker Solent LEP & MD of UK Maritime Solent Steve Thurston Head of Planning & Development AGS Airports, Director of Solent Freeport Consortium on the process and timings of these matters.



With the fast pace and changing landscape, we will have a legal property update from James Reaff, Lester Aldridge to ensure we are on top of future changes due to take place.

The office debate still in dispute, we will hear from Rhys Fidler, Business Development at Spectrum Workplace, our main sponsors who will share the latest Office Design Trends. Andrew Hodgkinson and Amy Campbell will be providing their views on the future of offices and how occupiers are requesting more sustainable opportunity, followed by Paul Gibbs from Flexible Group highlighting how to incorporate Smart Buildings initiatives. Wellbeing, sustainability continues to be high on landlords and occupiers agenda and will be interesting to understand how landlords are diversifying to bring forward more sustainable developments.



Industrial continue to be flavour of the month... we question where else does it have to go? Jonathan Trice, Director, Omega RE will be sharing how the South Coast can take advantage of this demand and what landlords need to do to compete with the rest of the UK.

The announcement of Weatherspoon closing several of their location, comes as another blow for the hospitality sector, Kevin Marsh who is the head of Savills licensed leisure will share the key sentiments and how landlords and occupiers can best protect themselves, during these turbulent times.

With interest rates increasing it will be interesting to hear from MD George Long, Charters on how the residential market has performed and what he forecast is to take place over the next 12 months.

Russell Miller, lead partner of Vail Williams will be wrapping up the commercial investment markets and providing a commentary on where the opportunities are.

Andrew Holder from Bank of England will be sharing insights into the UK Economy and the South Coast region, which could not be more timely. This is one not to miss!

A massive thank you to our main sponsor Spectrum Workplace, our incredible lanyard sponsor Amiri Construction, do go and check out their stand, as they always have some yummy treats!

And to Connect IT Utilities Service who will be feeding as today, who are our breakfast and lunch sponsor.

I hope you find the show invaluable and you will join us next year.

Lucy Richmond



SAVE THE DATE - THURSDAY 2ND NOVEMBER 2023

SPECTRUM.

**CREATING HIGH-PERFORMING WORKPLACES
FOR SUCCESSFUL COMPANIES.**

Spectrum Workplace are experts in creating workplaces that get the most from your team. Their experienced team excel in delivering turnkey solutions from initial consulting through to handover of a finished workplace.

Office Design Trends 2022

The Current Backdrop

Rarely have we been in such volatile and uncertain times.

We have a war in Europe – the like we have not seen since 1945. One that has led to soaring energy costs and a global cost of living crisis.

- A lingering global pandemic – the like we have not seen since 1918. One that has changed attitudes and behaviours of workers across the globe.
- And a shaky economy.

All these factors contribute to companies stepping cautiously and considering all their options.

This includes their office spaces. As lease breaks come up, pretty much every organisation is taking the time to weigh up whether to stay or move.

Questions are being asked

Could we reduce our office space?
Is our current space providing what we need?
Do we even need an office?

Even if companies are growing and increasing staff numbers then they are not automatically assuming that they need a larger office space.

So what are we seeing on the ground?

There is a definite increase in companies downsizing their office spaces – not because they are reducing their staff numbers but because they have realised that they don't need the same amount of space as they had become used to.

Companies and organisations are looking for more flexible solutions. They realise that, for many, normal working patterns have changed and that they could continue to change.

This means that they are not as prepared to commit to long-term leases, nor to invest heavily in the fabric of buildings.

They want to keep their options open.

So how has this affected the design of offices?

Paradoxically, although occupiers are less prepared to invest in office buildings for the long-term, and are, in many cases, looking to reduce their office footprint, they still need to make significant changes to the design of the office.

It's all about choice and flexibility

To enable companies to reduce their office space they need to make their office spaces more suited to agile working. They need to introduce spaces for quiet work, workspaces for mobile workers to touchdown and work for an hour or two, collaborative spaces where teams can come together and really get creative juices flowing.

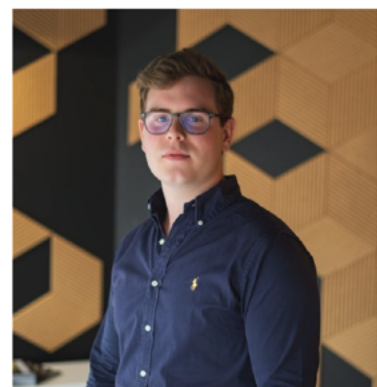
To create these different spaces without sinking too much investment into a building they are unwilling to commit to for the long-term, companies are looking for free-standing flexible furniture and pods that can quickly and easily be reconfigured or picked up and taken to a new office space.

Summary

Offices had tended to become smaller but more feature rich. To enable the reduction in floor space a change of the design of the space is needed to ensure the office still functions efficiently.

For advice and assistance on how you can get the most from your office space then get in touch with the team at Spectrum.

Spectrum Workplace create amazing workplaces for successful companies on the South Coast.



Rhys Fidler

SPECTRUM.

Connect it

**UTILITY
SERVICES**

UTILITY CONNECTIONS

www.cius.co.uk

THE SOUTH'S LEADING MULTI-UTILITY EXPERTS.



OFFICIAL PARTNERS OF SOUTHAMPTON FC WOMEN



Trading over 20 years, Connect it are a growing local business specialising in supplying multi-utility connections within the construction industry. The business offers a technologically advanced, dedicated and comprehensive multi-utility service, covering installations including; Gas, Electric, Water, Smart Fibre, Street Lighting and EV.

2020 saw not only a pandemic to contend with, but the strategic challenge of moving into a new 40,000 sqft HQ in Hedge End. The move enabled Connect It to transfer all of their support staff one central office and warehouse store. This was an impressive achievement for the business and the results of the new streamlined infrastructure are evident in continued customer satisfaction and company growth.

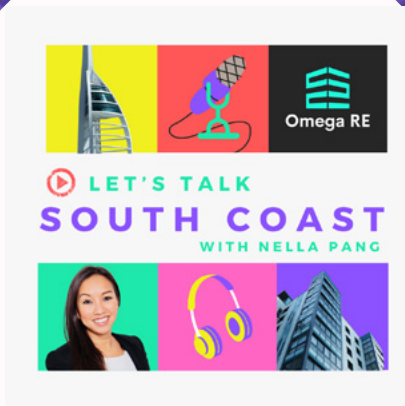
Managing Director, Peter Leech speaks about a forward thinking approach to growth and development;

“We’ve identified the need to ensure that as we move forward, ease of communication with our teams and customers is essential. Therefore, we’ve been investing heavily in management systems and head count in readiness for future expansion”.

Having formed as a family business in 2001, Connect It are big advocates of local businesses and do amazing work to support their community - including local sponsorships and charity work. Notably, their recent partnership with Southampton FC Women, in which they used social media to help find amazing local worthy causes to provide free tickets to throughout the season.

Website: www.cius.co.uk
Phone: 01489 346444

OUR PODCAST HIT
THE TOP 5% OF
PODCASTS IN THE
WORLD



ABOUT THE PODCAST

HOSTED BY NELLA PANG

We're on a mission to help investors, landlords, occupiers, operators and service providers on the South Coast of England - across Hampshire and Dorset to see the opportunity that exists when we work collaboratively and highlight just why the South Coast is the place to invest.

Let's Talk South Coast is about discussing all things property and Real Estate. We'll be covering topics like what makes the South Coast the best place to live and work, finding out what great things are being created on our doorstep and discussing the key ingredients of success on the South Coast.

Let's Talk South Coast is hosted by Nella Pang, a chartered surveyor with 20 years of experience in Real Estate, as she dives into what the pandemic has taught us about how to do business. Nella supports businesses to navigate the complexities of Commercial Real Estate and ensures that their business objectives are aligned with their property decisions.



Listen on
Apple Podcasts

SOUTH COAST PROPERTY AND CONSTRUCTION CUP RETURNING 12TH MAY 2023

What a day we had for sailing in May this year for the South Coast CPS sponsored by Gracelands. We had the weather, a full fleet and plenty of teamwork on the water.

Elliotts, AECOMM and Amiri certainly had experienced sailors on board and worked hard on the start line to win. With two crashes, one injured hand, it all came down to the results over the three races. Lifestory brought home the winners cup!



Next years event has been booked for 12th May 2023. This event will be booked out so if you are wishing to enter please send an email as soon as possible to reserve your boat hello@southcoastcps.co.uk



SEEING IS BELIEVING

From £100

3D immersive tour allows your clients to view and navigate from any angle they choose. Speeding up the decision making process.

Book a 3D Immersive



www.collaboration360.co.uk
Hello@collaboration360.co.uk
07899 891 119

**Asgard House, Hayward Business Centre,
Havant, PO9 2NL**

FOR SALE
4,901
sqft

TO LET
4,901
sqft

Modern office premises

High-quality office development,
ample parking, 200mm raised access floor.

**Hamble Point Marina
School Lane, Southampton, SO31 4NB**

TO LET
Up to
4,100
sqft

Stunning offices set at Hamble Point

Five business units
Berthing and yard service discounts available.

**National Maritime Systems Centre,
Portsmouth Technology Park, Portsmouth, PO6 3RU**

TO LET
Up to
5,361
sqft

A state-of-the-art innovation and collaboration hub

Brand new office and laboratory space,
Secure site, Grade-A office fit out, car parking

**Amplevine House, Dukes Road,
Southampton, SO14 0ST**

TO LET
Up to
5,908
sqft

Prominent roadside detached office

Self contained over three floors, predominantly
open plan, Parking to the front of the building.

**The Briars
Waterberry Drive, Waterlooville PO7 7YH**

TO LET
Up to
2,700
sqft

New office building

Within a very popular office park with parking

**Units 1 - 7, Fishers Grove
Farlington, Portsmouth PO6 1EF**

For Sale
Units
6 & 7

TO LET
Units
1-7

New high-quality development

Seven light industrial / warehouses,
4,521- 12,328 ft²

Holloway Iliffe & Mitchell offer a full a range of commercial property services relating to shops, offices, factories, warehouses, investments, development sites and leisure and have done so for the last 21 years!


SALES / LETTINGS AND PROPERTY ACQUISITIONS

We offer landlords, tenants and proactive marketing service website listings, our extensive database of requirements, postal mailing and local contacts.


PROPERTY MANAGEMENT

Rent collection service and/or full day-to-day management undertaken of all types of commercial property including shopping parades, multi-let office buildings and industrial estates.


RICS VALUATIONS

For all purposes including sale, purchase, balance sheet, charities act, loan security, corporate recovery, compulsory purchase, independent expert, S18, taxation, matrimonial and probate.


PROPERTY INVESTMENTS

Specialist intelligence in industrial, retail and office sectors along with guidance relating to searches, sales and purchases together with sale and lease back arrangements.


LEASE ADVISORY SERVICES

We offer a comprehensive range of support to both landlords and tenants in connection with lease renewals, restructuring, surrender and rent review negotiations.


DEVELOPMENT

Feasibility studies and appraisals undertaken together with recommendations on sale and purchase for both green field and brown field sites.


BUSINESS RATES

General assistance together with valuations and negotiation of rating assessments for all classes of commercial property.


BUILDING SURVEYS AND PLANNING

We offer opinion and surveys for all types of property including schedules of condition and dilapidations. Planning applications also undertaken for change of use and development.


DISPUTE RESOLUTION

Our dispute resolution department has specialist expertise in providing arbitration and expert witness reports together with third-party submissions.

#LSHKNOWS SOUTH COAST

FOLLOWING LSH'S SUCCESS AS ESTATE GAZETTES NO. 1 AGENT IN HAMPSHIRE FOR 2021 LETTING OVER 1.4M SQ FT ACROSS 80 DEALS, HERE ARE SOME EXCITING NEW OPPORTUNITIES COMING IN 2022!

AVAILABLE INDUSTRIAL PROPERTIES:

Adanac North Phase 2 & 3



Phase 2 comprises 10 high quality industrial units and Phase 3 has excellent Design and Build opportunities in Nursling.
5,000 to 170,000 sq ft.

Power Park, Eastleigh



Range of units that can be accommodated to meet bespoke requirements.
9,350 to 54,536 sq ft.

Langstone Park, Havant



Flexible, mixed use offering.
20,100 to 75,390 sq ft.

Dunsbury Park, Havant



Superb location adjacent to Junction 3 of A3, on route from London to the South Coast.
17,760 to 100,000 sq ft.

AVAILABLE OFFICE PROPERTIES:

Fusion, Solent Bus. Park



Refurbished Grade A office space on a site designed to promote health and wellbeing.
2,500 to 30,000 sq ft.

Lakeside, Portsmouth



Portsmouth's landmark office campus with an outstanding range of facilities for work life balance at its best.
Up to 100,000 sq ft.

Stoneham Park, Eastleigh



Refurbished Grade A offices on a beautifully landscaped campus available Q2 2022.
3,168 to 14,664 sq ft.

Dorset Street, Southampton



Grade A offices in Southampton and the first Fitwel certified project in Hampshire and the South Coast.
2,883 to 14,908 sq ft.

FOR EXPERT PROPERTY ADVICE OR TO ARRANGE A VIEWING, PLEASE CONTACT A MEMBER OF OUR TEAM:



Robin Dickens
Director
Industrial & Logistics
M: 07977 519 333
E: rdickens@lsh.co.uk



Dan Rawlings
Director
Industrial & Logistics
M: 07702 809 192
E: drawlings@lsh.co.uk



Jerry Vigus
Director
Industrial & Logistics
M: 07711 167 057
E: jvigus@lsh.co.uk



Elise Evans
Director
Industrial & Logistics
M: 07703 393 120
E: eevans@lsh.co.uk



Luke Mort
Associate Director
Industrial & Logistics
M: 07591 384 236
E: lmort@lsh.co.uk



Kenan Rowles
Graduate Surveyor
Industrial & Logistics
M: 07709 502 222
E: krowles@lsh.co.uk



Andy Hodgkinson
Director
Office Advisory
M: 07702 801 595
E: ahodgkinson@lsh.co.uk



George Pooley
Apprentice Surveyor
Office Advisory
M: 07514 308 217
E: gpooley@lsh.co.uk

lsh.co.uk



A TRUE M&E PARTNER

You're organisation is looking to achieve great things, and you need a reliable Mechanical & Electrical contractor to help get you there.

We're the contractor that can help you accomplish this with minimum stress and maximum productivity.

Contact the team to find out how our range of services could help.



SCAN ME

to visit our website

One company, five specialist divisions

Specialist services require expert delivery, which is why we created five dedicated divisions. Each division comprises a team of skilled engineers led by a director with years of experience in their fields.



ELECTRICAL



AIR CONDITIONING



COMMUNICATIONS



PLUMBING & HEATING



M&E SERVICES



0845 6439 222
www.2teck.co.uk

2Teck Ltd
Leydene House
Waterberry Drive
Waterlooville
Hampshire
PO7 7XX



Britain's commercial real estate stock is going through a metamorphosis.

Whether tenant space or leased space; retail, administrative or manufacturing: 'change' is the buzzword.

Re-purposing, re-designing and even outright replacing are all reinvigorating spaces which would otherwise fail to deliver on multiple fronts for landlords, property managers and tenants.

It's because the post-pandemic world of work has changed forever. It's because we now place different demands on that space.

And it's because that space must either respond or risk dying a slow, value-sapping death. It's a challenging time but, by nature, I'm a raving optimist.

Landlords and real estate managers want their buildings and spaces lit up. They need productive and profitable tenants. They want long-term revenue streams.

They want to be able to create environments that maximise their space and ensure that they don't have empty floors, costing them money. Brilliantly, technology is, as is so often the case, stepping up to help.

I



It's why I formed Flexible Group earlier this year.

It's about understanding a customer and their needs. It's about responding quickly with the right strategy and solutions. And it's about valuing relationships that produce mutually-beneficial outcomes.

Technology need not simply be the back-end facilitator...it can be the solid foundation on which a bright new future begins to actually take shape.

They say timing is everything, and it feels like UK Plc (and I enthusiastically include all of the country's small and medium-sized businesses in that term) is ready to embrace that change.

I've spent 20 years in the technology space, helping businesses of every type and size leverage the power of everything from the simple landline to mobile telephony and now super-clever cloud-based communication technology. Today, any successful reimagination of the commercial real estate business model depends so much on that tech. Serviced offices, tech hubs, collaboration spaces – these are the modern workplaces that will reboot our economy and save many of our amazing buildings, not to mention the myriad businesses that provide them, support them and operate within them.



Paul Gibbs

That's what fires me up: the opportunity to deliver technology in support of a sector which, by surfing the wave of change rather than resisting it, can re-energise and transform.

In today's uber-modern, always-on world, that tech can be a tricky beast to tame.

As an experienced provider of internet connectivity, managed wi-fi, cabling, telephony, switching, security, IT hardware, mobile devices, access control, CCTV, even commercial energy – Flexible Group is a kind of one-stop-shop for those for who need a guiding hand to hold.

But, for me – despite the 'virtual', 'hybrid', 'automated' and 'whatever-other-descriptors-you-can-think-of' nature of today's digital environment – it's my passion to provide a collaborative, consultative and personal experience which I think delivers extra value.



LEARNING TO LIVE WITH COVID (CLAUSES)

As we head towards winter the threat of a surge in Covid cases looms large once again.

It is worth a moment's reflection on the impact that the pandemic has had on the way the occupation of commercial premises is governed and how landlords and occupiers are preparing themselves for future such events.

The courts to date have proven unsympathetic to tenants who have claimed that leases were frustrated by government imposed lockdowns or that the pandemic was an "act of God" for the purposes of force majeure clauses. As such, leases remained in place and along with them the obligation on tenants to pay rent and keep properties in

repair. Many tenants sought to enter into temporary rent arrangements or lease re-gears with landlord's who, in turn, were concerned with preserving occupancy and income streams and some tenants traded away valuable break provisions in return for reduced rent or waivers of arrears.

It is therefore understandable that as (relative) normality has returned, tenants are seeking to future proof leases so that in the event Covid - or any other pandemic - causes a national lockdown then the position of both the landlord and the tenant have been agreed in advance and the hasty negotiations of 2020/2021 are not seen again. The nature of these covid clauses are particular to the requirements of each occupier although we are seeing some common themes emerging.



JAMES REALLFF

It is important to note that the courts have not agreed that a covid clause can be required by a tenant as a reasonable update of a lease pursuant to the Landlord and Tenant Act 1954 and therefore the inclusion of such a term at renewal will rely on the tenant's bargaining strength at the heads of terms stage.



Multi disciplinary survey solutions

Surveying the South of England since 2005



Nationwide coverage



An ever-growing, multi-talented team

AERIAL // BUILDING // LAND // SUB-SURFACE // MODELLING

023 8069 2002 | info@encompass-surveys.co.uk
encompass-surveys.co.uk



OUR SERVICES



Topographical



Measured building



Elevations



Revit/3D Modelling



Utility & CCTV



Engineering



UAV/Drone



Laser scanning



Monitoring

MAP SHOWS WHERE WETHERSPOONS IS SELLING OFF 32 PUBS ACROSS UK – INCLUDING 4 ON THE SOUTH COAST

Wetherspoons is having to sell off dozens of pubs across the UK and Ireland

Wetherspoons has announced it is selling off 32 pubs as it battles a lack of staff and rising costs.

The pub chain, which owns around 800 locations around the UK and Ireland, says it has made a 'commercial decision' to sell off the boozers amid warnings it could lose up to £30 million due to upkeep and wages.

Spoons spokesman Eddie Gershon said: 'On occasion, Wetherspoon does put some of its pubs up for sale. This is a commercial decision. We understand that customers and staff will be disappointed with it. The pubs will continue to operate as Wetherspoon outlets until they are sold.'

Commercial property specialists CBRE and Savills have been brought in to manage and market the properties until they are sold in the meantime.

Closures include pubs in Southampton, Bournemouth, Purley and Hove.

A total of 32 pubs are being sold off across the UK

Spoons boss Tim Martin announced the chain would be raising the price of a pint by 10p across the country, and 20p in London

Savills, Head of Leisure Kevin Marsh said: "we expect a lot of interest in these pubs from a range of local and regional operators seeking representation in some high profile trading locations. Some of these pubs are in towns where JDW has other businesses and so from time to time it makes sense to sell some sites and focus on the retained pubs"

In May, Spoons boss Tim Martin announced a series of widespread changes to the business as a result of increased labour, food and energy costs.



This included a series of price hikes which saw punters throughout the country pay 10p more for a pint, with Londoners facing a 20p bump. The move is the latest setback for the 43,000 workers employed by the pub giant, who received a raise of just 20p an hour this year amid a cost of living crisis which has seen wages outstripped by soaring inflation. During the pandemic, Martin told his staff to 'get jobs at Tesco' after refusing to pay his workers during lockdown.



LARCOMES
LEGAL LIMITED

- AGENCY LAW
- BUYING & SELLING A BUSINESS
- COMMERCIAL LITIGATION
- COMMERCIAL PROPERTY
- DEBT RECOVERY & ENFORCEMENT
- ENVIRONMENTAL LAW
- LAND ACQUISITIONS
- NEW BUSINESS START UP
- LANDLORD & TENANT
- EMPLOYMENT LAW

WWW.LARCOMES.CO.UK

PORTSMOUTH: 023 9244 8100 . WATERLOOVILLE: 023 9224 6666

A boutique property and surveying recruitment agency that puts **you** at the centre of the whole process.

PPR have an excellent understanding and relationship with the south coast professional property market, which means they're able to provide opportunities at firms which may not be actively advertising for a position. Andy really takes into consideration what you are looking for and will only recommend positions that he truly thinks are right.

Senior Building Surveyor



Why use us



Experts

With over 40 years of combined experience, we are a specialist surveying agency able to assist at all levels from Graduate to Partner



Trusted partners

A bespoke and personal recruitment service. Honest recruitment where relationships are at the heart of everything we do.



Advisors

More than recruitment. We can assist with anything from salary and benefits benchmarking to mergers and acquisitions.



**Property
Partners
Recruitment**



**Area of
Coverage**



Andy

16 years surveying recruitment experience, with a focus on roles across Hampshire & Dorset.

Mobile: 07568 490 452
andy@pp-recruitment.com



Alison

Started recruitment career in 1998, specialising in surveying recruitment across Berkshire & Surrey.

Mobile: 07802 738 567
alison@pp-recruitment.com

www.pp-recruitment.com

SPECIALISTS IN COMMERCIAL INSURANCE

- ✓ Business Insurance
- ✓ Property Owners
- ✓ Motor Trade
- ✓ Directors & Officers
- ✓ Cyber Insurance
- ✓ Professional Indemnity
- ✓ Motor Fleet
- ✓ Contractors Insurance

pangeainsurance.co.uk

Tel. 02382 354 354

E. enquiries@pangeainsurance.co.uk

SPECIALISTS IN BUSINESS PROTECTION & EMPLOYEE BENEFITS

Business Protection

Protecting your business against the loss of its most valuable asset:

- ✓ Shareholder Protection
- ✓ Key Person Insurance
- ✓ Loan Protection
- ✓ Relevant Life

Employee Benefits

Protecting you and your team:

- ✓ Death-in-service
- ✓ Group Income Protection
- ✓ Private Health Insurance
- ✓ Health Cash Plans

pangealife.co.uk

Tel. 02382 354 354

E. enquiries@pangealife.co.uk

INDUSTRIAL MARKET REVIEW

The South Coast as with many regional markets enjoyed a stellar 2021;

with record levels of take up and rental growth. This trend of decreasing availability has broadly continued into 2022 with the successful letting of many major schemes, al be it not at the same ferocious pace witnessed during the pandemic era.

Most markets are enjoying the lowest vacancy rates in a decade and rents are at notable highs following an estimated 7.2% rental growth over the last 12 months.

Predicted rental growth 3.5% - 4% per annum over the next 4 years is underpinned by a delivery of stock c.36% below the average 5 year take up.

Fuelling this has been the change in longer-term structural trends with B8 (storage and distribution) benefiting from the rise of eCommerce services and subsequent demand for warehousing. What remains unclear is how the rising cost of living combined with the looming fuel crisis will impact discretionary consumer spending and the subsequent knock-on to tenant demand.

Overall the retail sector has witnessed a drop in year-on-year sales volumes of c3.4% from 2021. Interestingly the proportion of online purchases remains at around 25%, down from mid-pandemic highs but still higher than pre-pandemic levels. It is clear from this that the industrial sector will be correlated with the retail markets and consumer confidence more significantly than in the past.

Although the sector and region will be cushioned by a tight supply line and currently tenant demand remains robust, in truth it is unclear what these economic headwinds actually mean.

Looking forward and reflecting changing occupier demands we are seeing an increased focus on ESG offerings within the industrial sector. Air source heat pumps, solar technology, LED lighting, high BREEAM and EPC ratings, energy monitoring, rainwater harvesting and electric vehicle charging points are becoming common and helping to sift the definition of 'prime' towards sustainable assets. Taking this further, we expect to see future developments targeting Net Zero Carbon as the industry takes positive steps to match ambitions targets from both landlords and tenants.

Market	Vacancy Rate %	Headline Rent £psf	Estimated Under Construction sq ft
Bournemouth & Poole	3.00%	£9.50 - £10.50 psf	100,000
Southampton & Eastleigh	1.75%	£10.00 - £11.00 psf	336,000
Portsmouth & Havant	1.90%	£10.00 - £11.00 psf	369,000
Overall South Coast	2.60%	£9.50 - £10.00 psf	1,250,000

INDUSTRIAL MARKET REVIEW

Solent Freeport

The confirmed Solent Freeport will incorporate sites across the Solent region including, Fawley Waterside, Marchwood, Redbridge, Southampton Airport and Dunsbury Park should be viewed as an opportunity for the industrial sector. Key benefits of the Freeport status are highlighted below:

- SDLT relief on land and building acquisition in the tax sites
- Enhanced Capital Allowance Benefits on construction and renovation of buildings as well as on plant and machinery
- National Insurance Contribution relief for new employees up to a threshold of £25,000
- Business rates relief of up to 100% for new and certain expanding businesses
- Relaxed planning environment aimed at stimulating development
Significantly all business rates generated in the wider Freeport zone will be pooled and retained for local investment for the next 25 years - this amounts to c£500m of additional focused resource. This allows local authorities to plan and forward fund major projects and significant infrastructure improvements.

Why the South Coast

The South Coast has a number of outstanding attributes that make it attractive to industrial occupiers and investors. The ports form vital gateway economies for the rest of the UK. The strategic location means container ships make their first stop on entry and last stop on exit when connecting Europe with the rest of the world; giving a manufacturing advantage. For example, £71bn worth of goods go through the Port of Southampton alone, so their significance spreads far beyond the regional markets. This ensures the market is well placed in a varied economic climate.

Southampton has also been listed as a new Investment Zone by the chancellor, although details are yet to be released the following benefits have been suggested

- No SDLT on commercial and residential purchases
 - No business rates on newly occupied premises
 - Businesses to pay no national Insurance on new employee's salaries up to £50,000
- Both the Freeport and the Investment Zone should benefit the region significantly and represent a genuine opportunity for the industrial sector as well as enhance the existing economy.



Jonathan Trice
Director

jonathan@omega-re.co.uk



CONSTRUCTION MARKET REVIEW

If you really want to test yourself, agree to write 700 words on the state of the construction industry in the South during one of the most incredible periods of uncertainty and volatility that most of us will have known. By the time you read this who knows what will have happened!

In reality construction has had a particularly difficult few years and this has been exaggerated further in 2022. Rampant labour and material cost inflation supply issues have put enormous pressure on many a client's appraisal, whether they be private or public sector. It has also put the same pressure on contractors who have, for the first time in living memory, have had to factor in very significant risk against a fixed price tender – effectively playing Russian Roulette with their futures.

For a number this has proven to be a step too far and they have sadly succumbed – often taking supply chain partners with them. If it sounds like a very grim picture – and there will be many clients who will recognise all these issues as they've tried to procure contractors – then let's look at how to put yourselves in the best position to get the right price, programme and quality from your contractor and their supply chain and deliver your development to market.



THE FACE OF REGIONAL BUSINESS IS BACK

THE BUSINESS MAGAZINE RETURNS TO PRINT NEXT ISSUE NOVEMBER

PROMOTE YOUR BUSINESS WITH US

visit businessmag.co.uk/advertise/



Alan Lindstrom

Regional Business Manager
South Central and South Coast
alan.lindstrom@black-ox.com
Tel: 07305 582269

**the
business
magazine**

OUT
NOV 22

CONSTRUCTION MARKET REVIEW

In a perfect world the contractor – and his key supply chain partners - will be sat at the table with the developer and the design team as he begins his journey towards that magical planning permission that unlocks the scheme. This has become even more relevant over the last three years as materials cost and availability has dominated the contract sum and programme of just about every project. I can point at many projects that have a planning permission but have gone unbuilt as the cost of the materials specified has made the scheme unviable. I can point at many more that have drifted way beyond their originally scheduled completion dates as key materials simply haven't been available and the critical path has moved. In the former at least the client is only ruing the lost pre-construction costs, in the latter the client is facing all sorts of other costs and other issues. Smart developer clients are engaging contractors earlier and earlier in order to help guide key design and specification decisions that will not just allow better cost and programme forecasting – and more educated appraisals - but will also see a planning approval that can actually be built out without significant re-visiting. Oh, there is also the side benefit of knowing that the contractor and his supply chain can secure both cost and material production slots to ensure delivery on programme!

The same early engagement also ensures that you are moving yourself up the line of people fishing in that very limited resource pond. Given the choice between committing a team and a supply chain to driving the best possible value into a negotiated opportunity and taking the chance on winning a tender where the odds may be 1 in 3 or 4 and where, for the supply chain that could multiply the odds out even further as they are one of three or four that receives a sub-contract enquiry – which one do you reckon gets the better attention? Which one do you think gets the type of intellectual engagement that brings that appraisal into viability? Which one do you think gives you the best possible chance of paying what the contractor suggested the project would cost when you first asked as opposed to the final account you've just been hit with? Which project do you think carries the most sway with the materials providers – at all levels – when they get the enquiry? The one that comes from a specialist sub-contractor that's asking all the relevant questions and wants them as engaged and committed as they are or the one that they've had from twenty different sub-contractors, essentially the same enquiry document but on different headed notepaper?

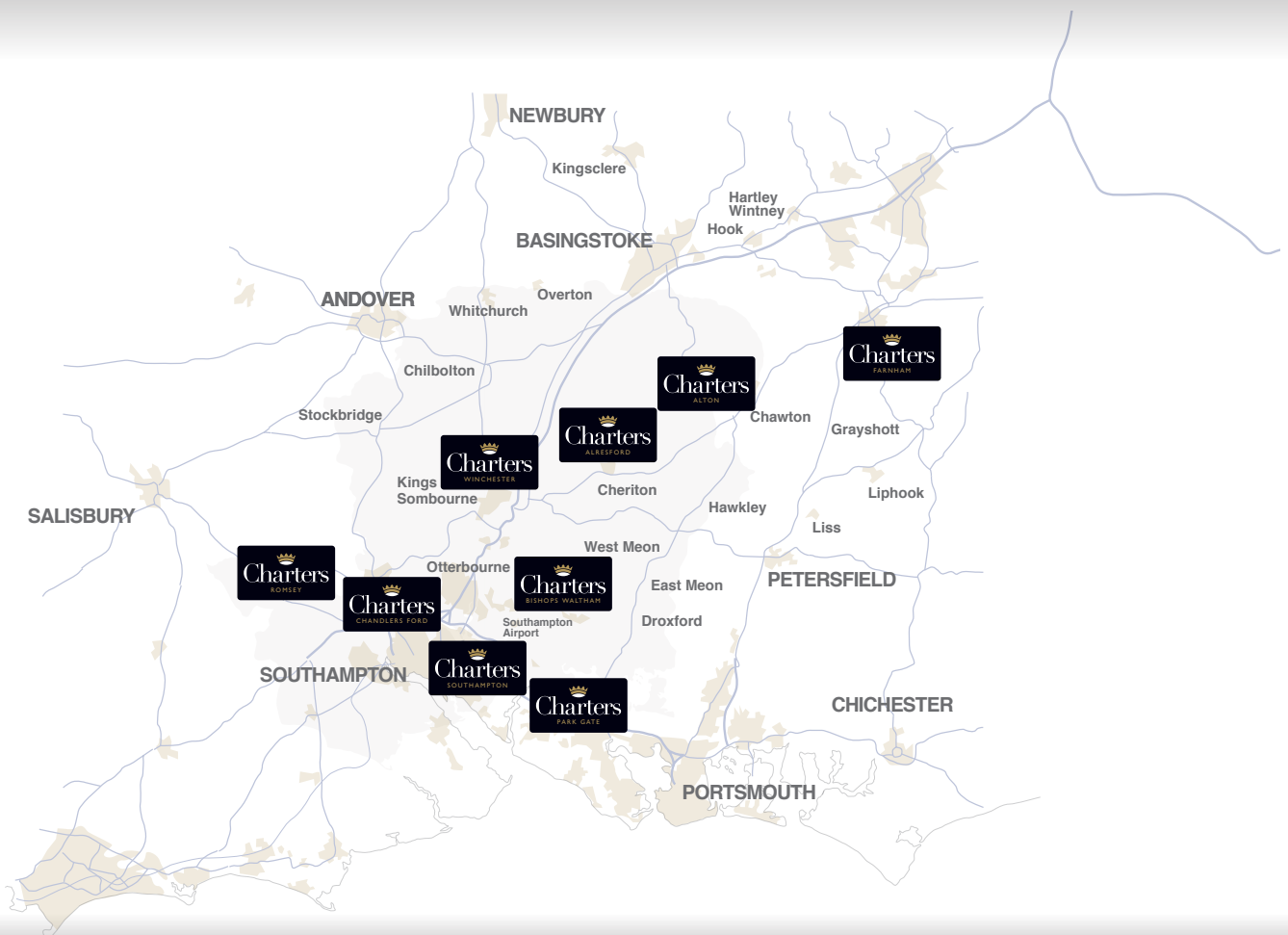


And it's that last case that is the essence of it all – if you want the best value, work WITH a contractor and their supply chain, demonstrate your own commitment and credibility and they and their own enthusiasm for the project will be passed along to suppliers that immediately view the scheme as "one to win" and to which they will bring their own A game. Make yourself a favoured client. You'll see them around you and you'll see which contractors work with them, time and again. The South Coast has some great contractors and supply chain partners who want to work alongside their clients to develop fantastic projects. The earlier you engage with them, the better the likelihood of that happening and you leap the queue for the limited resources as well as ensuring best value, programme and quality.

Jon Daines
Managing Director

*Our expanding network of offices across Hampshire & Surrey
- providing an **award-winning service**, with market leading results.*

- SALES
- NEW HOMES
- LETTINGS
- MORTGAGES
- PROPERTY MANAGEMENT
- SURVEYS
- LAND DEVELOPMENT
- COMMERCIAL PROPERTY



Visit www.chartersestateagents.co.uk
to find your nearest branch.

SCAN ME



RESIDENTIAL MARKET REVIEW

How very wrong everyone was about the market back in 2020 after the very real Brexit nightmare. The Bank of England had suggested a 16% fall in prices and the big agencies (Savills, JLL) predicted that transactions would halve to under 600,000 for the forthcoming year.

And with the doomsayers, we moved into the market with some trepidation about what was on the horizon. Then in July 2020, after some incredible Government fiscal policies, which had never before been seen, the Stamp Duty holiday began. Looking back now, when you combined Stamp Duty with the pent-up demand that had been building during the Brexit years, a huge market appeared, taking many people by surprise. The Conservative government had a new mandate by way of a large majority, meaning change was actually allowed to happen from a political sense.

Fast forward to today's market and interest rates are on the up, but ²² should we be surprised? I predicted last week that we would start seeing headlines such as 'Biggest hike in 15 years!' and I was not wrong. From 1996 to the financial crisis, rates hovered around the 5% mark. I think there needs to be a real sense brought into the market of perception versus reality. Charters look at interest rates increasing, and we see them going back to normal levels after historic and artificial lows.

Transactional levels are still going strong with 105,000 completions in August this year, the strongest since 2007. Property sales are still steaming ahead with an average selling time of around 32 days. A big misnomer is also around house prices. Currently on the HPI/ONS stats, we are at 15% year on year, the highest since May 2003. There has been no recorded retraction and there might well never be one! Will less people be moving this year? Maybe and we will see!

People are already saying to me that we are in a recession, and at the time of writing, we haven't even reached the end of the third quarter! We must remember that after the credit crunch, and the Mortgage Market Review (remember that?), we have had 8 years of sensible lending, stress tests and house price gains. If you take Southampton as an example, prices for houses have increased by almost 50% since 2014, which surely creates an equity rich market which should help dumb down the long term effects of a recession on the housing market.

It has been good news for Southampton in the mini-budget with the potential for a 'low tax' investment zone, creating a simplified planning process, cash for projects on top of the existing freeport.



George Long
MANAGING DIRECTOR
LAND & NEW HOMES
g.long@chartersestateagents.co.uk



“Southampton is the economic powerhouse of the Solent and a city of innovation. Its vibrant mix of residents, students, professionals and visitors creates unique opportunities in the city.”



Savills is delighted to be headline partner of South Coast Commercial Property Show

In an ever-changing environment, market insight and expert knowledge from our teams across the UK is more important than ever. Through our strong network of offices and local expertise, our innovative approach to real estate enables us to provide world class advice and a seamless service for all of our clients.

SAVILLS SOUTHAMPTON
Mountbatten House, Grosvenor Square
Southampton
SO15 2BZ

savills.co.uk/southampton

savills

RETAIL & LEISURE MARKET REVIEW

Kevin Marsh, director at Savills and head of the firm's UK wide Licenced Leisure team, gives an update covering pubs, restaurants and the wider hospitality industry.

The first half of 2022 generally saw robust trading conditions for pubs, with many operators reporting a bounce back in trade with like-for-like sales above pre covid 2019 levels. Consumer spending in pubs saw growth of 10.20% in July 2022 compared with July 2021, according to a report by Barclaycard.

Despite the post covid recovery in sales, the sector is facing significant operating cost headwinds. Increases in labour costs have already had an effect on operating margins and in many of the areas of the south and south west, pubs, restaurants and hotels have been unable to trade seven days a week simply because of a lack of staff, almost at any cost.

Energy costs remain firmly in the spotlight despite the Energy Price Guarantee, announced on 21st September which will limit the price rises for contracts agreed from 1 April and new contract for the next six months. This still means those operators whose supply contracts have or will come to an end this year still face significant increases in utility costs. Of course, this is only one of many costs involved in running a business and so potentially lower business rates and other efficiencies will help cushion the blow from higher utility bills.

Many of these challenges also relate to the wider licensed leisure market. Over 700 branded restaurants closed between March 2020 and March 2022, which is around 11% of the market. However, we have seen a great deal of interest in most of the properties that we have had to let this year. Demand has typically come from independent and small multiple restaurant operators who have had the opportunity to find representation in properties that might have previously been in corporate restaurant use. The burden of the fitting out costs is, as a consequence, dramatically different to fitting out from a shell. In very many of the towns along the south coast, the rents we have achieved have been at the same level and in some cases better than the rents that the branded restaurants were previously paying.

Trade in the wider restaurant market has not been as strong as in pubs with growth of just 0.8% between July 2021 and July 2022. This may be due in part to the success of pubs as an alternative choice however it is also likely to be affected by the incredible growth in home delivery sales, increasing by 275% over the last 3 years. This has created a need for 'dark kitchens', simply standalone restaurant-style kitchens with no customer interface where branded restaurant food is cooked for delivery.

As far as the immediate future is concerned given the present turmoil in the economy, it's my view that some of the wider hospitality sector may be more significantly affected than in historic downturns as 2022/23 will be the first for consumers to choose a good quality 'at home' dining experience as an alternative to a night out.

However, the one thing that I think we can remain confident about is the ability of the pub sector to perform with resilience as it gives customers an additional social experience that is very difficult to replicate by staying at home.



Kevin Marsh
Head of Licensed Leisure
kmarsh@savills.com

INVESTMENT MARKET REVIEW



Turbulent times lie ahead, but opportunity will still abound. As we head towards the end of 2022, what started off as a year of potential opportunity as we emerged from the pandemic, is starting to look somewhat turbulent – both in property investment and wider economic terms.

At the start of the year, industrial property was king, representing over a quarter (26%) of deals in 2022, and there was no immediate prospect of that changing thanks to the pandemic boom.

The market remained strong throughout the first half of 2022, then things started to change.

It began with the slowdown in the industrial sector as the heat started to come out of the very top of the market, and yields began to move out as expectations around rental growth began to look less convincing. Themes such as rising business rates ahead of Revaluation 2023, rising energy costs and interest rates began to impact deal activity.

This was swiftly followed by the unfortunate events in Ukraine – the impact of which we are now starting to see on the cost of living and rising energy prices.

It is safe to say that the industrial market has peaked, and all indicators are that yields have moved out in Q3, and asset prices have subsequently fallen. But that doesn't mean that there won't be opportunities in the market for the astute investor.

Whilst some funds are starting to slow activity, property companies that tend to buy counter-cyclically are now buying, alongside private investors who remain in the market.

In the office market, not much has changed as 2022 has progressed – whilst there have been some transactions, this market has remained slow moving, and yields have continued to move out.

The cost of owning, refurbishing and running office buildings is increasing, and growth in rents simply is not there. As a result, investors remain nervous about the costs of owning office assets, as companies focus on quality and Environmental, Social and Governance (ESG) issues.

Whilst companies recognise the need to return to the office, to one extent or another, tenants are going to find it increasingly difficult to afford the luxury of an office at a time of recession, and this may affect letting activity into Q1 2023.

INVESTMENT MARKET REVIEW

As we went into summer, the general economy and rising interest rates also started to affect the larger property investors in the market, as institutions were impacted by adverse pressure in the economy and stock market volatility.

Together, this has had a significant influence on the appetite for investment, with the number of transactions going into Q3 2022 over 50% down on the previous year. Despite this, there was still money in the market, particularly from private investors. Following the Government's not-so-Mini-Budget, however, we've seen further dramatic changes. Investment risk is undoubtedly rising, and this is making some investors think twice about where best to invest their money, particularly when they can get a safe return from Government GILTs.

This is delivering an even bigger market adjustment as we head towards the end of 2022, as investors look over the horizon to see what happens next.

Finally, the polarisation of the retail market has continued between high street retail and the convenience and foodstore markets.

The high street continues to struggle, despite some signs of recovery in 2021 when rents were rebased. Meanwhile, long-let retail investments remain sought-after, offering the security of tenants in the FMCG sectors, albeit at a lower yield.

Key to the success of a retail investment will be its location, with Cathedral cities traditionally doing well, alongside retail parks across the South Coast which have also fared better.

The question in retail as we look ahead to 2023, will be how well underlying retailers get on in a rapidly changing environment, and how investors respond.

DON'T PANIC

You could be forgiven for thinking that things in the investment market look bleak. Yes, costs are going up - business rates, interest rates, the cost of living, energy prices – and yields are going down.

Yet despite this, there will remain opportunities in the market for the astute investor. There will always be buyers and sellers - people with different risk appetites and opinions on when a market has peaked.

There will be turbulent times ahead, but don't panic, this could reveal opportunities too. This may be the case for those investors who couldn't compete in the market before, who might return if prices start to come down – that is, unless they haven't been tempted by the Government GILT.



Russell Miller
Regional Managing Partner
for Vail Williams'
South Coast Region
rmiller@vailwilliams.com



OFFICE MARKET REVIEW

With a well-publicised shortage of labour supply, attracting and retaining talent is a big issue for business. Real estate is proving a valuable tool with which to overcome this with a flight to quality being evident and with a particular focus on a building's ESG, energy efficiency and sustainability credentials.

It's been a turbulent period in the office market. 2020/21 was dominated by Covid and its seismic health, social and economic impact. The Central South market therefore experienced fluctuations in office enquiries as businesses grappled with the rapidly changing situation.

The use of technology proved incredibly effective to enable remote working and as a result, a mixture of home and office working is now commonplace and is likely to remain for the foreseeable future.

2021 and the start of 2022 has seen a distinct feeling of confidence returning in the market with the effects of the pandemic waning. Where lease events allow, companies are looking to adjust their office occupancy to reflect the changes triggered by economic circumstances. The overwhelming trend is that companies are looking to downsize but improve the quality of their office environment.

Occupiers are seeking betterment of their existing office specification, from an ESG and health and wellbeing perspective, to give employees the confidence and enthusiasm to return to the office and to benefit from collaboration, knowledge sharing, social interaction, and productivity. Certainly for 2022, the outcome of this desire for improved office space is movement in the market and as a result there has been a positive response to occupier activity. As of Q3 2022 take-up for the year has rebounded to reach 195,366 sq ft. These figures are made up of 27 transactions with an average deal size of 7,236 sq ft. This compares to 20 transactions for the same period in 2021.



**Lambert
Smith
Hampton**

OPERATION NET ZERO

It's a big challenge.

By understanding the ambitions and priorities of our clients, we can develop a suitable ESG strategy with a net zero carbon pathway to achieve their goals.

Find out more: lsh.co.uk

OFFICE MARKET REVIEW

REVIEW

With Q4 still to come and some offices already under offer, we should see a return to the recent 5-year average take-up figures of around 250,000 sq ft by the end of the year.

A combination of take-up and space leaving the market for alternative uses such as hotels and build to rent has put downward pressure on supply levels, albeit the pace of the supply side reduction has slowed recently, plateauing at around 1,000,000 sq ft along the M27 corridor.

The South Coast offers a relatively low-cost location compared with other South East markets and therefore great value. Recent high-quality refurbishments have achieved rents in excess of £25.00 per sq ft, while schemes presently underway are expecting to push rents towards £30 per sq ft looking ahead into 2023.

Beyond this, a prime rent in excess of £30.00 per sq ft is conceivable, albeit this is contingent upon new build office schemes such as Maritime Gateway coming forward. ut of town locations have also seen prime rents increase with Lakeside (Portsmouth) achieving £24 per sq ft and Aviation House in Eastleigh achieving £25 per sq ft. Solent Business Park has had new leases agreed at Forum at £21 per sq ft for Cat A space and £26 per sq ft on a Cat A plus basis.

New build development has been absent over the past decade, with a range of refurbishments driving activity. A prime example is Fidelity's Twenty3 Brunswick, where 53,000 sq ft remains available following Ramboll's occupation of the ground floor. Elsewhere, FI REM has refurbished Frobisher House to include an 'exposed service' finish to provide much needed city centre availability. While the development pipeline is relatively limited, pre-lets are being sought at Maritime Gateway in Southampton. This transformational residential-led mixed use scheme has planning approval for a 60,000 sq ft Grade A office building, with delivery anticipated in 2025.

We anticipate that prime rents will continue to be put under upward pressure with high construction and material costs and a focus by occupiers on Grade A office space. However, with a possible rise in availability in 2023 and rising inflation, interest rates and energy costs this could dampen occupier activity looking ahead to 2023 so there is an element of caution to this. Occupiers will certainly be looking keenly at their overall occupational costs and those buildings that can strike the right balance between quality (including ESG), affordability and energy efficiency may well start to see growing interest in the market.



Andy Hodgkinson
Director- Office Advisory
ahodgkinson@lsh.co.uk



Amy Campbell
Sustainability Surveyor
ALCampbell@lsh.co.uk

**Lambert
Smith
Hampton**



**Creating exceptional environments for
people to enjoy.**



Eagle Point, Little Park Farm Road, Segensworth West, Fareham, PO15 5TD.

01489 557700

marketing@amiriconstruction.co.uk



Amiri

CONSTRUCTION



@amiriconstruct



@amiriconstruct

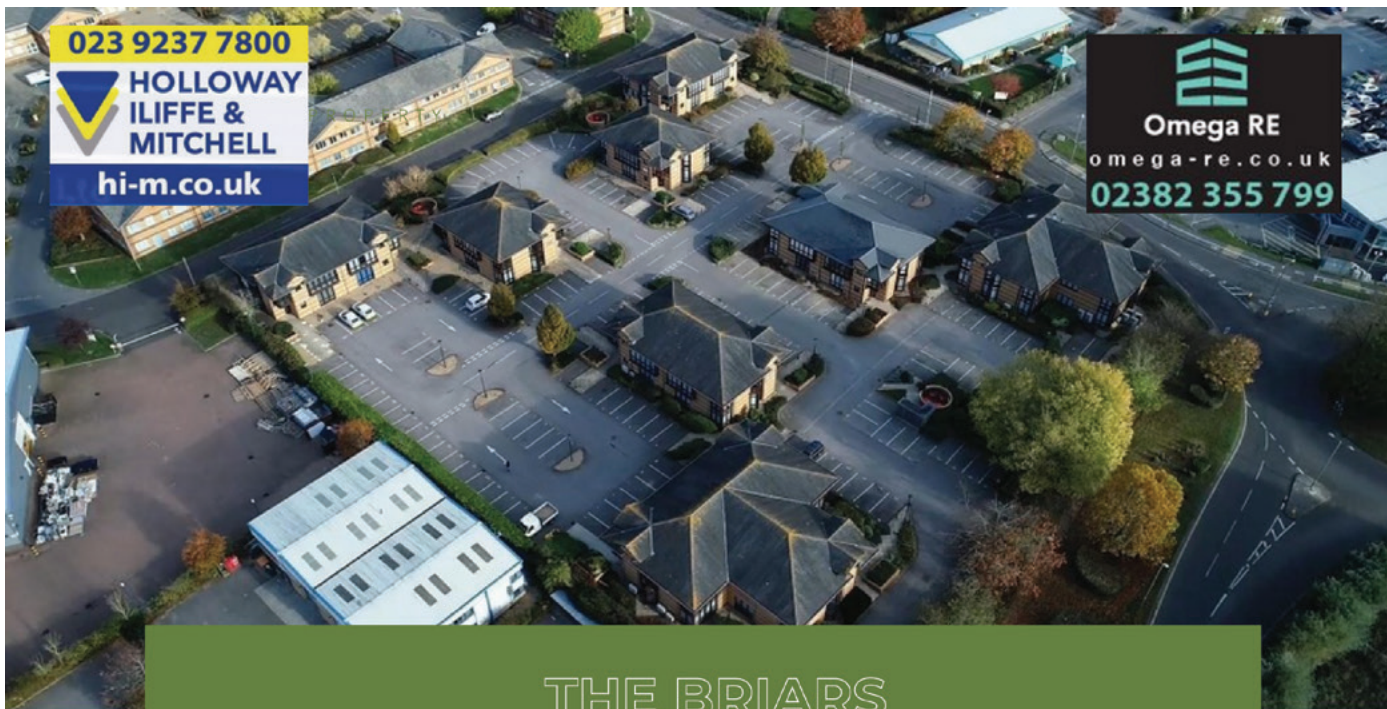


@amiriconstruction



Suite 207, SmartBase, Target Road, Aviation Park West, Christchurch, BH23
6NW.

01202 331615



023 9237 7800

**HOLLOWAY
ILIFFE &
MITCHELL**
hi-m.co.uk

Omega RE
omega-re.co.uk
02382 355 799

THE BRIARS WATERLOOVILLE



REFURBISHED OFFICE SUITES FROM 320 - 2,691 SQ FT

Located in Waterlooville's primary business district, with a generous car parking ratio 1:158 sq ft available to let on terms to be agreed.

INCENTIVES AVAILABLE

WHERE IS THE BRIARS?

The Briars is located approximately half a mile north west of Waterlooville Town Centre and approximately 1.5 miles from the A3(M), which in turn provides direct access to the M27.

The development is well served by public transport with a number of bus stops within walking distance.

The surrounding properties mainly consist of a range of commercial buildings including other office developments, a Toyota dealership, light industrial units, a 'Little Acorns' child care day nursery and Horizon Leisure Centre. 200 metres to the south of The Briars is Waterloo Park, with occupiers including McDonalds and Lidl.



BOOK A VIEWING:

Nella Pang
Nella@omega-re.co.uk
07738 625 431

Nick Holtby
Nick@hi-m.co.uk
07508 453 056

PORTSMOUTH COUNCIL UPDATE

TRANSFORMING PORTSMOUTH - INNOVATION AND AMBITION PAVING THE WAY FOR GROWTH



Portsmouth is a proud and historic maritime city that is celebrating its heritage and skills as it pushes forward an ambitious multibillion-pound transformation programme. Innovation, technology and creativity are at the heart of the city's economic development and regeneration strategy.

Recognised as a global centre for maritime technology, aerospace, defence, advanced manufacturing, as well as creative and digital industries, the city is building on its reputation and embarking on ambitious projects that will open up new opportunities for businesses, support investment and drive prosperity.

Home to a growing, international commercial port, with ambitions to become one of the UK's first zero emissions ports, the city is part of the Solent Freeport, with a live tax site at Dunsbury Park where occupiers can benefit from a generous package of tax incentives.

Plans for a greener, more vibrant and welcoming city centre have been unveiled by Portsmouth City Council, with an innovative masterplan for new residential, commercial and community space within a large open public green area - just one of over 20 private and council-led regeneration projects in the city centre.

Private and public partners are working together to transform Portsmouth and ensure the city is future-fit, celebrating its strengths and flying the flag for the south coast. Find out more about this great waterfront city and all it has to offer at investportsmouth.co.uk.



023 9237 7800



MOUNTBATTEN BUSINESS CENTRE SOUTHAMPTON



WHERE IS THE MBC?

Mountbatten Business Park is situated in a convenient position in Millbrook Road East, one mile from Southampton City Centre. The park benefits from excellent transport communications with easy access to the M271, leading to the M27 and the wider motorway network.

The surrounding comprises a mixture of commercial and residential accommodation, being situated in the city centre of Southampton. West Quay Shopping Centre is within 15 minutes walk, or a free bus from the station.

EASY IN / EASY OUT OFFICE SUITES FROM 710- 2,393 SQ FT

Located within 10 mins of Southampton Central Station, excellent starter location with low overheads and allocated parking.

INCENTIVES AVAILABLE



BOOK A VIEWING:

Nella Pang

Nella@omega-re.co.uk

07738 625 431

Nick Holtby

Nick@hi-m.co.uk

07508 453 056

SOUTHAMPTON COUNCIL UPDATE

Did you know?

PwC ranks Southampton as the 3rd highest city for 'Good Growth' in the UK 2020

Southampton is a globally recognised international trade gateway and is at the heart of the £2 billion Solent Freeport proposals.

The Port of Southampton performs a crucial role for UK plc. It is the UK's biggest export port and most efficient container port, with over £40 billion of UK manufactured goods exported from Southampton each year – 90% to destinations outside the EU.

The Port is also Europe's number one cruise port, welcoming on average over 2 million passengers each year, with each cruise ship visit worth on average £2.7 million to the economy and in 2021 a fifth 'green' cruise terminal was opened.

Southampton has one of the fastest growing tech sectors in Europe, being ranked by CBRE in the top 5 of tech 'superclusters'.

The Southampton International Boat Show typically attracts more than 100,000 visitors annually.

Nearly 2 million passengers pass through Southampton Airport each year and now British Airways is flying to 12 new destinations and delivering on their commitment to improve connectivity for Southampton. The proposed 164 metre runway extension has also recently been approved to enable more international flights in the future.

Southampton has a total student population of 46,000 including 6,500 international students from more than 135 countries. University of Southampton is a founding member of the Russell Group of research-intensive universities, and has worked on prominent COVID-19 research projects.



Southampton has been identified as one of 20 cities' nationally to increase housing targets by 35% to support Government's 300,000 homes per year target.

Focus on delivering future infrastructure with over £100 million secured to transform transportation across the city £70 million on Flood Alleviation Schemes, opening up new waterside development opportunities.

Ambitious transport revolution to get Southampton moving which includes a 'Southampton Mass Transit System', transforming public transport in Southampton and the wider area.

Investment in infrastructure, skills and innovation to support Southampton's long-term economic growth, low carbon agenda and our plan to restore and renew our city as a safer and more prosperous place.

Regenerating over 22 acres of city centre, benefitting from over half a billion pounds of private sector investment, over just three development sites, delivering:

- 2,000 jobs
- 1,750 new city centre homes
- Major public realm and connectivity improvements
- Over 525,000 ft² of new commercial space

A 30% increase in the existing commercial space at these three sites.

The Future – Getting Southampton Moving – [investinsouthampton .co .uk](https://investinsouthampton.co.uk)



**We knew there had to be a
better way... so we created it**

**Customised workspaces created in your
brand, image and culture - not ours!**

BE.SPOKE
TAILOR MADE WORK SPACE

Tel: 020 7959 6080
www.bespokespace.com

Part of the BE Offices group of companies.

MANAGING YOUR RELOCATION

TIMELINE



If you're looking for **new commercial space** or are **unsure what** the solution is right for you and your business.

We're ready to help.

www.omega-re.co.uk

Kings Park House.

SOUTHAMPTON, SO15 2AT

Make your mark.



Offices, To Let.

1,500 - 4,252 SQ FT
4 CAR PARKING SPACES
EPC - B 41



HELLIER
LANGSTON



Omega RE

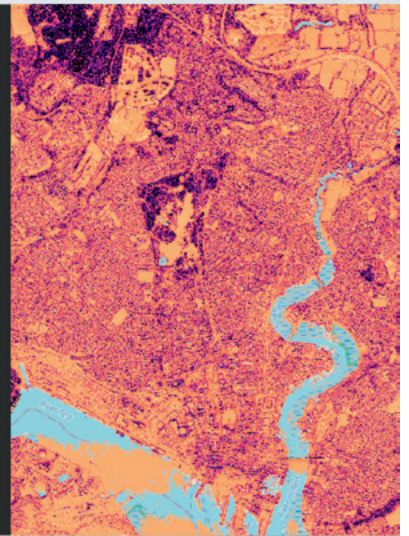
JONATHAN TRICE 07725 900415
JASON WEBB 07989 959064



FIND YOUR BUSINESS'

SOLAR POTENTIAL

We provide businesses with the clarity and tools needed to make data-led decisions about investment in solar, providing turnkey installations where solar makes sense.



ABSOLAR IN ACTION



WATCH THE FULL CASE STUDY

KENNETH DIBBEN HOUSE, UNIVERSITY OF SOUTHAMPTON SCIENCE PARK

University of Southampton Science Park are that bit closer to reaching Net ZERO in scope 1 and 2 carbon emissions by 2030 with a brand-new solar energy system.

From the initial solar survey, throughout the installation, and down to the final switch on, Absolar are proud to have supported the Science Park on their journey to solar.

The University of Southampton Science Park is on target to generate 207MWh of electricity and save 50 tonnes of carbon annually with the help of solar energy.



SOLAR SURVEY

Uncover precise live AI data needed to evaluate your solar potential and next steps



SOLAR SYSTEM DESIGN

Get the best return with a bespoke, optimised carbon and cost-saving roof system design



PROJECT MANAGEMENT

Trust in end-to-end solar energy management, from initial survey to installation



EXPERT GUIDANCE

Support with funding, grants, grid applications and selling surplus power

**ENSURE YOUR FIRST STEP TOWARDS
RENEWABLE ENERGY, IS THE RIGHT STEP.**

02382 680106
info@absolar.co.uk
www.absolar.co.uk



House Surveys to give buyers peace of mind

If you are buying a property, your first step should be to appoint a professional surveyor. You'll want to be sure that the property is in a good condition and that you won't be subject to any unexpected substantial repairs or costs.

The survey you need will depend on the type and age of the property you want to buy.

3 Types of House Survey

Level 1 - Home Condition Report – this will describe the condition of a property, with a simple traffic light rating system to identify the property condition. This is aimed at conventional properties and newer homes, woodworm or dampness.

Trinity Rose Chartered Surveyors is a team of reputable, experienced RICS registered property surveyors and valuers covering Hampshire and Surrey, who can guide you through the process.

Level 2 - Homebuyer Survey – the option of two reports (with or without valuation) that will find and record both visible and potential problems in a property that could cause damage and require future work, using the traffic light system.

Level 3 - Building Survey - commonly referred to as a structural survey, this will give you the most detail of all residential property surveys - a description of all visible defects, potential problems that are caused by hidden flaws, repair options along with details of serious risks and potentially dangerous conditions such as subsidence, structural movement, woodworm or dampness.

**To find out which survey is right for you, please call the team
on **01962 880426** or email **info@trinity-rose.co.uk****

www.trinity-rose.co.uk

THE GRAND
BAR • RESTAURANT • EVENTS

Welcome back Southampton!

We have missed events in our City and are excited to start working with new and existing clients once again.

At The Grand we pride ourselves on creating memorable events that offer unrivalled hospitality and exceptional cuisine tailored to your requests.

The Grand now offers two unique spaces and we'd be delighted to show you our venues and talk through how we can work together to help your business deliver leading events.

Unique & Impressive Function & Event Space



Corporate hire for
up to 220 guests



Tailored packages
bespoke to you



Exclusive use for
celebrations & events



Historic City
Centre location



Ballroom & cocktail lounge

We look forward to welcoming you soon, Lucy x

All enquiries to lucy@mustanggroup.co.uk | www.mustanggroup.co.uk

The Grand is part of the Mustang Family

MG MUSTANG GROUP
INDIVIDUAL VENUES ■ COLLECTIVE VALUES

FROBISHER HOUSE

Nelson Gate, Southampton,
Hampshire, SO15 1GX

FREE GIFT &
PRIZE DRAW

YOU'RE INVITED

to our Business Breakfast at Frobisher House, to take a tour of our newly refurbished Grade A Office space, which is strategically located opposite Southampton Central Train Station.



Thursday 13th October 2022



08:30am arrival



5th floor, Frobisher House,
Nelson Gate, Southampton,
SO15 1GX

Hosted by



FROBISHER HOUSE EVENT AGENDA

8.30AM ARRIVAL

8.30AM – 9.00AM

Coffees and informal networking opportunity

09.00AM – 09.30AM PRESENTATIONS

**Pete Boustred, Head of Green City & Infrastructure,
Southampton City Council:**

Southampton ambitions for the Green City Sustainability programme and creating a more inviting environment for everyone living, working, studying, and spending time in the city of Southampton.

Ryan Barber, Asset Manager - FI Real Estate Management:
Our investment in Southampton and the refurbishment of Frobisher House.

Andy Hodgkinson, Lambert Smith Hampton:
Southampton office market review & the future of the area for businesses.

09.30AM

Business card draw for event prize

09.40AM – 10.00AM

Free refreshments, networking & a tour of FigFlex Offices & Frobisher House

10.00AM DEPART

For more information please contact



0845 500 61 61
www.fi-rem.com

Ryan Barber
07919 047 036
rbarber@fi-rem.com



- Commercial installations on amenity decks add a unique selling proposition to any multi-unit luxury living experience.
- Private residential pool and patio installations that provide a big **"WOW!"** factor in any setting.
- Completely retractable when not in use.
- You never have to worry about the weather as all screens are waterproof and sunlight readable.
- Pubs and restaurants can take game day to a new level with this large format LED on the patio.

Screen Closure:	Vertically Retracts Into Cabinet
Screen Sizes:	P3: 105" / 138" / 156" / 190"
Screen Brightness:	4,000cd/m ² (nits)
Install Options:	Above Ground Partial Recess Full Recess
Audio Options:	No Sound 3.1 Cabinet Mounted 3.0/3.1 Sound Bar
A/V Input:	Outboard equipment rack included with most models
Control:	Compatible with all major third-party home automation systems
Power:	220-240VAC 20Amp Circuits: 2 to 6 (depending on model)
Sensors:	Ambient Light Sensor Rain Sensor Wind Sensor (optional)

✉ Info@vizulink.com

☎ 023 8173 3333



THE SOUTH COAST COMMERCIAL PROPERTY SPECTRUM SHOW



BRINGING KEY STAKEHOLDERS ALONG THE SOUTH COAST
TOGETHER TO PROMOTE AND ENCOURAGE INWARD
INVESTMENT AND DEVELOPMENT INTO THE REGION.



the
business
magazine



EVENTS 2023

SOUTH COAST CONSTRUCTION & PROPERTY SHOW



THURSDAY 2ND NOVEMBER 2023

SOUTH COAST CONSTRUCTION & PROPERTY SAILING REGATTA



12TH MAY 2023



HAMBLE

SOUTHCOASTCPS.CO.UK

