



31 TEN CONSULTING

Utilising our collective skills and experience we assist our clients to seize opportunity and address challenge by:

- Developing innovative delivery and funding structures
- Unblocking challenging development opportunities
- Enabling better use of assets, powers and income streams
- Facilitating decision making for the future
- Developing mutually beneficial partnerships

DEVELOPING TOOLS FOR SUCCESS

31ten has extensive experience in developing a range of tools for this sector including:

- **Residential Property Analysis & Temporary Accommodation Yield Analysis** – enabling the purchase of the best properties based on statistical targeting
- **Project Risk Analysis** – Utilising techniques to quantify and measure risks and their financial impact
- **Bespoke Financial Models for partnership delivery** - Enabling the viability of approaches and schemes to be judged quickly and dynamically

DISCUSS OPPORTUNITIES



Andy Pack
Director

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Projects include:

- Brent Cross Cricklewood Regeneration Scheme;
- Alton Estate / Winstanley & York Road, Wandsworth;
- Hornsey Town Hall, Haringey; and
- Northstowe, Cambridgeshire



Chris Shepherd
Director

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Projects include:

- Croydon Council Growth Zone & Revolving Investment Fund;
- Cardiff Central Square;
- GLA – Silvertown Quays; and
- Barking & Dagenham’s housing delivery programme



DEVELOPING PUBLIC AND PRIVATE SECTOR PARTNERSHIPS

31ten Consulting works in partnership with over fifty public authorities and private sector companies throughout the UK to enable our clients to achieve their development objectives and deliver their major schemes.

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OPPORTUNITIES FOR PARTNERSHIP



Brick by Brick (Croydon)

Brick by Brick is Croydon Council's development vehicle. Croydon has the potential to be a model for suburban and city living, with excellent links throughout the South East.



The borough is currently undergoing major economic and civic renewal including major retail investment in the metropolitan centre and significant new investment in infrastructure creating an unrivalled context for investment and growth.

Brick by Brick has ambitious plans to develop over 2,500 mixed tenure residential units on sites throughout the borough and is looking for dynamic and like minded companies who can help further its objectives.

Brick by Brick, through 31ten, is seeking interest from investment partners looking to work in partnership on a selection of mixed use sites.



Southend on Sea Borough Council – Better Queensway

Better Queensway is a major regeneration project adjacent to Southend town centre less than an hour from London Liverpool Street station.



Our client is seeking a partner to fund, develop and manage the scheme together in a collaborative risk/reward share structure. The detailed scheme will be developed in partnership and will provide:

- In excess of 1,200 residential units of which 440 will be re-provision of affordable units;
- Major road infrastructure including covering the dual carriageway that runs through the site;
- Significant commercial development; and
- Long term income through management of the operational units.

The opportunity will be coming to the market in May through a Competitive Dialogue process with the aim of appointing a preferred partner by January.



Hertfordshire County Council – Cross County Partnership Vehicle

Hertfordshire is an affluent borough situated to the north of London with quick transport links into the city. The Council has identified in excess of 50 sites for development.



The Council are seeking a strategic development and funding partner to help them deliver the sites with a primary goal of generating significant financial returns. The portfolio is divided into:

- An initial tranche of 12 residential led mixed use sites that are relatively simple to develop;
- Additional 40 sites with varying levels of difficulty;
- Further potential surplus sites identified through One Public Estate; and
- Two Urban extension sites in Baldock and Cheshunt.

The opportunity will be coming to the market in March 2017, through a Competitive Dialogue process, with the aim of appointing a preferred partner by December 2017.

email us at info@31tenconsulting.co.uk if you feel that 31ten Consulting could help your organisation capitalise on these or any other opportunities and partnerships