

End of Campaign Marketing Report

**31a North Street, Emsworth
Hampshire, PO10 7DA**

Report date: 27th February 2019

Prepared for:

Christine Mabbs

Weaver and Mabbs Engineering

Prepared by:

Philip Holmes

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Trusted advice for:

Weaver and Mabbs Engineering

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1 Scope of Instructions

- 1.1. Vail Williams have been instructed to advise on the marketing of the former industrial building occupied by Weaver and Mabbs Engineering at 31a North Street, Emsworth.
- 1.2. Following their appointment in September 2017, Vail Williams commenced marketing in February 2018 and the marketing campaign has continued for 12 months, therefore finishing in February 2019. This report provides evidence of the marketing campaign which has been undertaken in accordance with the requirements of policy DM3 (Protection of Existing Employment and Tourism Sites) of the Havant Borough Core Strategy. This is detailed in Appendix 1.
- 1.3. In the Appendices in this report, there is documentary evidence of the marketing campaign undertaken which has included advertising in various newspaper publications, websites and specialist publications.
- 1.4. This report is to demonstrate and provide evidence of the marketing activities undertaken during the campaign.

2 Personnel Contact Details

- 2.1. Vail Williams LLP, 1000 Lakeside, North Harbour, Western Road, Portsmouth PO6 3EN.
- 2.2. This instruction was managed by Philip Holmes, Vail Williams Solent Region, supported by Leanne Conroy, Surveyor.

3 Property Information

The Previous Occupier

- 3.1. The property was occupied by Weaver Mabbs Engineering Ltd which was founded in 1972 and supplied high-quality components, fabrications and assemblies. The Directors of Weaver Mabbs Engineering Ltd are the current owners of the freehold interest.
- 3.2. The business closed on 28th September 2016. Vail Williams were instructed to advise on the disposal of the property in September 2017 and after a period of consultation with the owners on the disposal strategy, the property was launched to the market in February 2018.
- 3.3. **The Property**
- 3.4. Please see the marketing details in Appendix X. The building comprises three interlinked buildings around a central courtyard. The first is a two storey office building which is cellular in layout with a central staircase. The building is in poor decorative repair and would require a comprehensive refurbishment to allow it to be re-let.
- 3.5. The second area is the main warehouse. The building has access via a pedestrian door and roller shutter from the central courtyard and directly off Palmers Road.
- 3.6. The third area is what appears to be the original part, which is an adjoining two storey building with a suspended timber first floor.

- 3.7. The main access is via a narrow vehicular access off North Street in between the Pizza Hot and Charcoal Grill Takeaway and Southern Co-operative Funeral Care retail units. Both occupiers have rights of pedestrian access across the entrance area to the rear of the respective properties.
- 3.8. **Condition**
- 3.9. The buildings appear to be wind and watertight and is not suffering deterioration as a result of water penetration, but are in a poor state of repair. If the existing structures were to be re-used for the same, or other uses, in our view a comprehensive refurbishment would be necessary.
- 3.10. The primary works would have to ensure the electrical supply and distribution around the building is compliant. In addition, structural improvements, full redecoration, and replacement of heating and ventilation systems would have to be carried out.
- 3.11. The key requirement will be to ensure the building complies to modern health and safety requirements and a full survey would be required. This may include new fire alarm systems, safety glass, water supply checked to avoid contamination, removal and management of deleterious materials (e.g. asbestos), gas safety certificate and the provision of a comprehensive Health and Safety Manual.
- 3.12. In Appendix 3 we attach the Energy Performance Certificate undertaken prior to marketing on 18th January 2018. The rating given was E101, which is marginally above the current requirements of MEES regulation where an energy rating below F126 would require improvement works to allow the marketing of a lease at the property.
- 3.13. In our opinion, the property requires a comprehensive refurbishment to allow it to be leased to a tenant for a use falling within "B" use class purposes. Considering the potential costs involved and the likely rental income when the works are done, in our view this is not financially viable.
- 3.14. **Subletting**
- 3.15. The three buildings at 31a North Street are linked. Whilst it is theoretically possible to split the building into three separate, self-contained units to separate tenants, our advice was that this option should not be pursued.
- 3.16. It would be necessary to install new WC facilities or improve the existing facilities, self-contain the three units by new partitioning, separation of the power supplies and ensure they comply with current building regulations.
- 3.17. The option was discussed with the owners and it was agreed this was financially prohibitive and for this reason, the marketing strategy focused on the letting of the building to a single tenant.
- 3.18. **The Future User**
- 3.19. The building has been used since 1972 as an engineering business. The modern B2 (general industrial) user would not be interested in occupying this building. Firstly, the unit has three separate parts so there is not an efficient use of the space. The access is compromised as it is narrow and makes it difficult for any vehicle larger than a transit van to turn around in the courtyard and enter/exit the site in a forward motion.
- 3.20. Whilst there are commercial properties surrounding the immediate boundaries, the area is primarily residential, particularly Palmers Road to the rear. The future occupiers (whose use would fall within B use class purposes) of the property would concern themselves with business interruption and complaints if their operation causes noise and smell.
- 3.21. A modern occupier requires an industrial building located in an established commercial area. There are many alternative options for the "B" use class occupier in terms of purpose built industrial buildings in the area, that would be a more compatible fit for this type of occupier.

- 3.22. In our opinion this is a historical, badly sited use and we see this as an opportunity to permanently remove this use from this location.
- 3.23. **Alternative Business Uses**
- 3.24. Within the current Business Use, we recognise the building could be used as either offices/R&D (B1a or B1b) or B8 (wholesale and warehousing).
- 3.25. **Offices/R&D Space**
- 3.26. To use the building solely as offices, the existing office building will require refurbishment and the other buildings converted from poor quality workshop and industrial space.
- 3.27. Small, collaborative office space is growing in popularity and we received an enquiry from this type of user. However, the enquiry was from an applicant who took the view that it would not be viable to incur the cost of converting the space to offices and did not proceed any further beyond their initial enquiry.
- 3.28. **Warehouse**
- 3.29. As with modern B2 occupiers, the modern warehouse occupier requires efficient space to ensure their business is profitable. Again the “last mile” type of delivery service is growing in popularity, but their preference is for purpose-built estates close to main arterial routes and motorway junctions with substantial vehicle parking areas.
- 3.30. Businesses of this nature will need to operate in the building during nighttime hours, off-loading the inward deliveries into their vans ready for the daytime rounds. This use could cause disturbance to the local residents.
- 3.31. **Marketing Period**
- 3.32. As detailed in para 10.13 of the Havant Borough Core Strategy this property does not have a floorspace of over 1,000 sq m.
- 3.33. The gross internal floor area (GIA) is 562 sq m. Therefore, the building is not considered as a “major site” and considered as “other sites” and a 12-month marketing period is permitted in this instance.
- 3.34. The marketing strategy was to identify an occupier falling within the current established use of B2 (general industrial), or other B class uses, which would require a change of use consent outside the requirements of policy DM3.
- 3.35. **Commencement of Marketing**
- 3.36. In Appendix 4 there is documentary evidence of the marketing. To prove commencement of the marketing campaign on 19th February 2018, we attach a screen print of our property database system. This details the date the property was added to the Vail Williams marketing system and when it was launched to the market via our approved commercial property websites.
- 3.37. Also, in Appendix 5 is a photograph of the marketing board taken by Alphabet Signs on 31st January 2018, as evidenced by the confirmation e mail from our board contractors.
- 3.38. **Type and Scale of Marketing**
- 3.39. Para 10.13 of the Havant Borough Core Strategy states that the “type and scale of marketing should be commensurate with the scale of existing floorspace proposed to be lost”. The floor area is 562 sqm and therefore the recommended strategy took this into consideration.
- 3.40. As this is considered under the policy as not a “major site”, the marketing strategy took this into account. Upon our initial inspection it was clear the building would be attracted to local

businesses, rather than national occupiers. Therefore, the quoting terms, the type, condition and location of the building merited a local campaign rather than a high-profile marketing strategy.

- 3.41. A high-profile marketing campaign incurs a large cost in terms of professionally designed marketing details, photography and boards, national advertising and using consultants to run the social media campaigns.
- 3.42. The marketing campaign undertaken was commensurate with the type of building. The details and the board were designed in-house, and the marketing budget was low-cost but with the same overall effect of ensuring it was fully exposed to the recommended target market.
- 3.43. **Quoting Terms**
- 3.44. We were instructed to quote £30,000 per annum based on a new lease at the building. This equates to £53 per sq metre.
- 3.45. In our view this rent is justified considering the quoting rents of other similar buildings. Whilst it is not possible to directly compare this building, given its unique nature, to other properties, we have compared this industrial building with older style industrial buildings in the area.
- 3.46. The agreed rents for similar, but conventional industrial buildings range between £59 per sq metre and £70 per sq metre. The quoting rent has been discounted to reflect the disjointed nature of the building and the inefficient use of the accommodation.
- 3.47. This does not reflect the condition of the building. It would be necessary for the landlord to either undertake improvement works to the building to improve the space or offer incentives to the tenant.
- 3.48. Upon our recommendations we were instructed not to quote a rent or sale price on the details. As expected, the mix and range of users may have influenced the ultimate agreed rent and our advice was to engage with the occupier to discuss their proposed use and then have specific discussions on the quoting rent.
- 3.49. **Enquiry Schedule**
- 3.50. In Appendix 6 we attach the enquiry schedule. Due to GDPR regulations, we have not provided the applicants personal contact details, but it can be seen the enquiries have been logged, details and information sent, viewings have been undertaken and feedback obtained.
- 3.51. Some of the feedback surrounded the applicant's requirement to take a lease on part of the building. These enquiries had to be rejected as it was not possible to split the building into separate parts.
- 3.52. We also received enquiries from occupiers interested in the building for uses that fall outside B class purposes and therefore policy DM3 applies in this instance. Uses included a physiotherapist (who only required part) auction house and other sui-generis uses such as a music studio, yoga studio, art gallery and school.
- 3.53. The other negative feedback was the condition of the building. The majority of applicant's had the view the cost of refurbishing the building and undertaking alteration works to suit their specific requirements was prohibitive.
- 3.54. The negotiations did not reach to the detailed stage of a formal cost analysis, but many took the view the works were sufficiently prohibitive to withdraw from any further negotiations.

4 Summary

- 4.1. Vail Williams have undertaken a marketing campaign for a 12-month period for the building by complying, where possible, to the requirements of Policy DM3 of the Havant Borough Core Strategy and using our tried and tested marketing tools and initiatives.
- 4.2. The enquiry schedule clearly provides the feedback from the many enquiries for the building. The schedule demonstrates the property is no longer viable for a B Class Use and alternative uses falling outside this use should be considered.
- 4.3. The building is in a poor state of repair. In our view a substantial amount of improvement works are required to ensure the building is fit for purpose as a commercial use and ensure it complies with modern health and safety legislation.
- 4.4. In our view an alternative use for the building that has a lesser environmental impact in terms of noise, smell, and commercial vehicle movements would be preferable in this location.
- 4.5. Therefore, in our opinion we have satisfied the requirements of Policy DM3 and in our view the current use is obsolete and a change of use application for the building should be considered.

Description		Address
Fee Earner	Philip Holmes	Vail Williams
Contact Number	023 9220 3232	Building 1000 Lakeside
Email	pholmes@vailwilliams.com	North Harbour
Signature		Western Road
Date	27 th February 2019	Portsmouth
		PO6 3EN
		Tel: +44 (0)23 9220 3200
		Fax: +44 (0)23 9220 3210

Appendix 1

Policy DM3

in the case of a retail unit, this will be sufficient to ascertain whether an alternative retail use is viable. If the premises are no longer required for retail purposes, priority will be given to alternative uses which contribute to the general vitality and viability of the area. In the case of all other community uses, a longer marketing period is required. There are fewer buildings in general community use, for example public houses and village halls and once lost, will be harder to replace in the future.

- 10.10 It is recognised that some community facilities are located in areas proposed for redevelopment which can bring about wider community benefits. Where the loss of a facility is proposed as part of a wider redevelopment for which there is a recognised need, justification for the loss of the facility will still be required.

Where else to look:



[PPS1: Delivering Sustainable Development](#): The provision of good quality and easily accessible community facilities is important in creating sustainable communities.

Policy CS1 encourages the effective use and enhancement of community centres.

[Town and Country Planning Use Classes Order 1987](#);

[Town and Country Planning \(Use Classes\) \(Amendment\) \(England\) Order 2005](#);

[The Town and Country Planning \(Use Classes\) \(Amendment\) \(England\) Order 2006](#)

Promoting Havant Borough's Economy

DM3 Protection of Existing Employment and Tourism Sites

1. The change of use or development of land or premises currently or last used for B use class employment purposes to non-B use class employment will only be permitted where it has been demonstrated that the land or premises are not fit for purpose and financially unviable for B use class purposes. Where it is clearly demonstrated that the site is no longer suitable for B use class employment, other types of economic development should be considered in the first instance. These uses will be expected to provide employment opportunities of similar quality and quantity as those which previously existed. Only if another type of economic development cannot be found which provides similar quality and quantity of employment opportunity, will other uses then be considered.
2. The change of use or development of land or premises currently or last used for tourism purposes to non-tourism uses will only be permitted where it has been demonstrated that the land or premises are not fit for purpose and financially unviable for any tourism use.

For both employment and tourism sites this shall be demonstrated through an active and exhaustive marketing process covering at least 18 months for a major site and 12 months for all other sites.

In all cases the marketing process requires as a minimum:

- i) Confirmation by the marketing agent on headed company paper that the premises were appropriately and extensively marketed for the required length of time as set out by the council.

- ii) **Dated photographs of marketing board/s of an appropriate quality, size, scale, location and number, during this time, on the premises.**
- iii) **An enquiry log, how it was followed up and why it was unsuccessful.**
- iv) **A copy of all advertisements in the local press and trade journals (should be at least four weeks' worth of advertisements spread across a six month period).**
- v) **Evidence of marketing via the internet.**

- 10.11 It is important for the economy of the borough to protect existing employment sites that are fit for purpose. Policy criteria CS2.5 and DM3.1 only safeguard B use classes namely offices, manufacturing and warehousing. However, the council does recognise that significant employment opportunities are provided by other forms of economic development. Economic development must provide jobs, generate wealth or produce an economic output. Therefore redevelopment of existing employment sites for other types of economic development will be considered once it has been demonstrated through a vigorous and exhaustive marketing exercise that the site is not fit for purpose for B use employment purposes. This flexible approach will prioritise uses which enhance the borough's business offer or reduce barriers to employability such as childcare facilities. The proposed redevelopment should provide new full time equivalent jobs of a similar number and quality as those existing or previously existing on site.
- 10.12 Other uses that are not a type of economic development, such as housing, will only be considered once all forms of economic development have been duly considered.
- 10.13 A flexible approach to complementary uses should be taken. The type and scale of marketing should be commensurate with the scale of the employment floorspace proposed to be lost. Therefore the council will require evidence that a marketing exercise has been carried out for at least 18 months for a major site and at least 12 months for other sites. A major site is defined as being over one hectare in area or containing over 1000 square metres of commercial floorspace. Evidence is required that the marketing price is realistic and that the marketing has been appropriate and genuine. A record of all the required marketing will need to be presented with the application proposal. Where an existing firm is relocating elsewhere within the borough, maintaining or increasing employment numbers will be acceptable.
- 10.14 The period of marketing must have ended on a date within the six months prior to the date the planning application was submitted. In some instances, where the proposal includes the loss of significant employment or tourism floorspace, the marketing process may need to be extended. The advice of the council should be sought prior to the commencement of any marketing campaign to ascertain the period and extent of marketing required and to discuss the extent of alternative uses that should be explored.

Where else to look:



[Property Market Review 2007](#): Assesses the overall quality of existing business sites and industrial estates across the borough and finds out from companies based in the borough what their future accommodation needs are likely to be.

[Havant Borough Employment Land Review 2010](#):
Employment Land Reviews provide a key part of the evidence base for Local Development Frameworks. The ODPM Guidance Note on Employment Land Reviews (2004) confirms their centrality as one amongst a range of tools in the attainment of sustainable communities.

[PPS4: Planning for Sustainable Economic Development](#): Recognises changes in working

Appendix 2

Marketing Details

31A NORTH STREET, **EMSWORTH**, PO10 7DA



WAREHOUSE AND OFFICE PREMISES **TO LET**



6,008 sq.ft (562.39 sq.m) Gross Internal Area

KEY FEATURES

- Prominent location
- Secure site
- Warehouse and separate office premises

31A NORTH STREET, EMSWORTH, PO10 7DA



LOCATION

The property is located on North Street, Emsworth. This is situated off Havant Road (A259), and is within 1.7 miles to the A27, which provides access to the A3(M) and M27 Motorways, and Southampton, Portsmouth, Chichester and London respectively.

The nearby train station of Emsworth is a short walk from the property, with local rail services to Havant, with onward connections to London Waterloo.

SCHEDULE OF AREAS (APPROX.)

Description	ft ²	m ²
Warehouse	3,927	369.04
Offices	2,081	193.35
Total Gross Internal Area	6,008	562.39

DESCRIPTION

The site comprises three buildings, a two-storey office, warehouse and a two-storey workshop.

The buildings are in a courtyard style and the site is accessed from North Street via a driveway.

There are two loading doors, one giving access to the warehouse from the courtyard and one to the rear of the property which is accessed by Palmers Road.

SPECIFICATION

- Prominent location
- Secure site
- Two roller shutter loading doors

TENURE

The property is available by way of a new full repairing and insuring lease.

RENT

Rent on application.

EPC

Energy Performance Rating: E-101

Reference Number: 0510-0838-1699-2699-0006

BUSINESS RATES

We are advised by the Valuation Office Agency website (www.voa.gov.uk) that the property has a rateable value of £19,750. However, we would advise an interested party to confirm the accuracy of this information.

LEGAL COSTS

Each party to be responsible for their own legal costs incurred in this transaction.

SERVICES

Vail Williams LLP has not checked and does not accept responsibility for any of the services within this property and would suggest that any in-going tenant or occupier satisfies themselves in this regard.

31A NORTH STREET, EMSWORTH, PO10 7DA



VIEWING

Strictly by appointment through the sole agents below.

CONTACTS

Philip Holmes / Alex Gauntlett
Vail Williams LLP

pholmes@vailwilliams.com

023 9220 3200

07733 124438

agauntlett@vailwilliams.com

023 8082 0906

07584 657826



Subject to Contract
April 2018

Misrepresentation Act 1967 – Vail Williams for themselves and for the vendors or lessors of this property, whose agents they are, give notice that: 1. The particulars are set out as a general outline only for the guidance of intended purchasers or lessees and do not constitute nor constitute part of an offer or contract. 2. All descriptions, dimensions, reference to condition and necessary permissions for use and occupation, and other details are given without responsibility and any intending purchasers or tenants should not rely on them as statements or representations of fact but must satisfy themselves by inspection or otherwise as to the correctness of each of them. 3. No person in the employment of Vail Williams has any authority to make any representation or warranty whatsoever in relation to this property. Finance Act 1989 – Unless otherwise stated, all prices and rents are quoted exclusive of Value Added Tax (V.A.T.). Any intending purchasers or lessees must satisfy themselves independently as to the incidence of V.A.T. in respect of any transaction.

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Our Services: Acquisition & Disposal, Building Consultancy, Corporate Real Estate, Development Consultancy, Investment and Funding, Leasing Advisory, LPA Receivership, Planning Consultancy, Property Asset Management, Rating, Valuation

Appendix 3

Energy Performance Certificate

Energy Performance Certificate

Non-Domestic Building



31a North Street
EMSWORTH
PO10 7DA

Certificate Reference Number:
0510-0838-1699-2699-0006

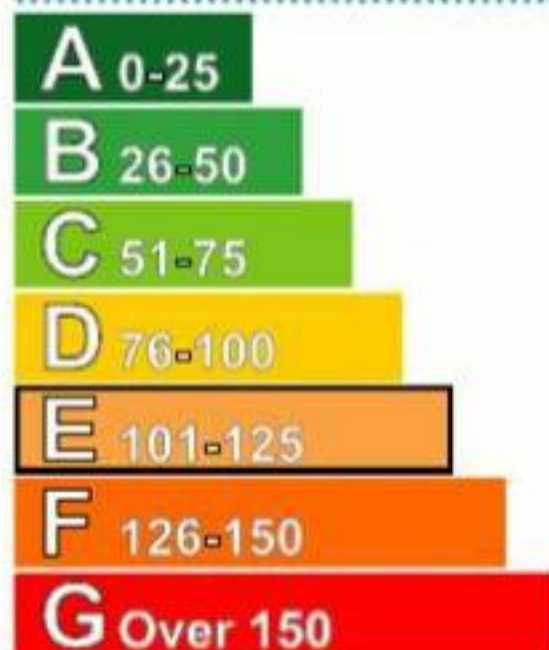
This certificate shows the energy rating of this building. It indicates the energy efficiency of the building fabric and the heating, ventilation, cooling and lighting systems. The rating is compared to two benchmarks for this type of building: one appropriate for new buildings and one appropriate for existing buildings. There is more advice on how to interpret this information in the guidance document *Energy Performance Certificates for the construction, sale and let of non-dwellings* available on the Government's website at www.gov.uk/government/collections/energy-performance-certificates.

Energy Performance Asset Rating

More energy efficient



Net zero CO₂ emissions



101 This is how energy efficient the building is.

Less energy efficient

Technical Information

Main heating fuel:	Grid Supplied Electricity
Building environment:	Heating and Natural Ventilation
Total useful floor area (m ²):	577
Assessment Level:	3
Building emission rate (kgCO ₂ /m ² per year):	51.51
Primary energy use (kWh/m ² per year):	302.67

Benchmarks

Buildings similar to this one could have ratings as follows:

34	If newly built
98	If typical of the existing stock

Administrative Information

This is an Energy Performance Certificate as defined in the Energy Performance of Buildings Regulations 2012 as amended.

Assessment Software:	DesignBuilder SBEM v5.0.3 using calculation engine SBEM v5.3.a.0
Property Reference:	129608610000
Assessor Name:	Jeremy Maltby
Assessor Number:	EES/015691
Accreditation Scheme:	Elmhurst Energy Systems
Employer/Trading Name:	UK Energy Surveys
Employer/Trading Address:	21 Curtis Road Alton Hampshire GU34 2SD
Issue Date:	18 Jan 2018
Valid Until:	17 Jan 2028 (unless superseded by a later certificate)
Related Party Disclosure:	Not related to the owner.

Recommendations for improving the energy performance of the building are contained in the associated Recommendation Report - 0990-1960-0498-1560-8020.

About this document and the data in it

This document has been produced following an energy assessment undertaken by a qualified Energy Assessor, accredited by Elmhurst Energy Systems. You can obtain contact details of the Accreditation Scheme at www.elmhurstenergy.co.uk.

A copy of this certificate has been lodged on a national register as a requirement under the Energy Performance of Buildings Regulations 2012 as amended. It will be made available via the online search function at www.ndepcregister.com. The certificate (including the building address) and other data about the building collected during the energy assessment but not shown on the certificate, for instance heating system data, will be made publicly available at www.opendatacommunities.org.

This certificate and other data about the building may be shared with other bodies (including government departments and enforcement agencies) for research, statistical and enforcement purposes. Any personal data it contains will be processed in accordance with the General Data Protection Regulation and all applicable laws and regulations relating to the processing of personal data and privacy. For further information about this and how data about the property are used, please visit www.ndepcregister.com. To opt out of having information about your building made publicly available, please visit www.ndepcregister.com/optout.

There is more information in the guidance document *Energy Performance Certificates for the construction, sale and let of non-dwellings* available on the Government website at: www.gov.uk/government/collections/energy-performance-certificates. It explains the content and use of this document, advises on how to identify the authenticity of a certificate and how to make a complaint.

Opportunity to benefit from a Green Deal on this property

The Green Deal can help you cut your energy bills by making energy efficiency improvements at no upfront costs. Use the Green Deal to find trusted advisors who will come to your property, recommend measures that are right for you and help you access a range of accredited installers. Responsibility for repayments stays with the property – whoever pays the energy bills benefits so they are responsible for the payments.

To find out how you could use Green Deal finance to improve your property please call 0300 123 1234.

Appendix 4

Marketing Evidence

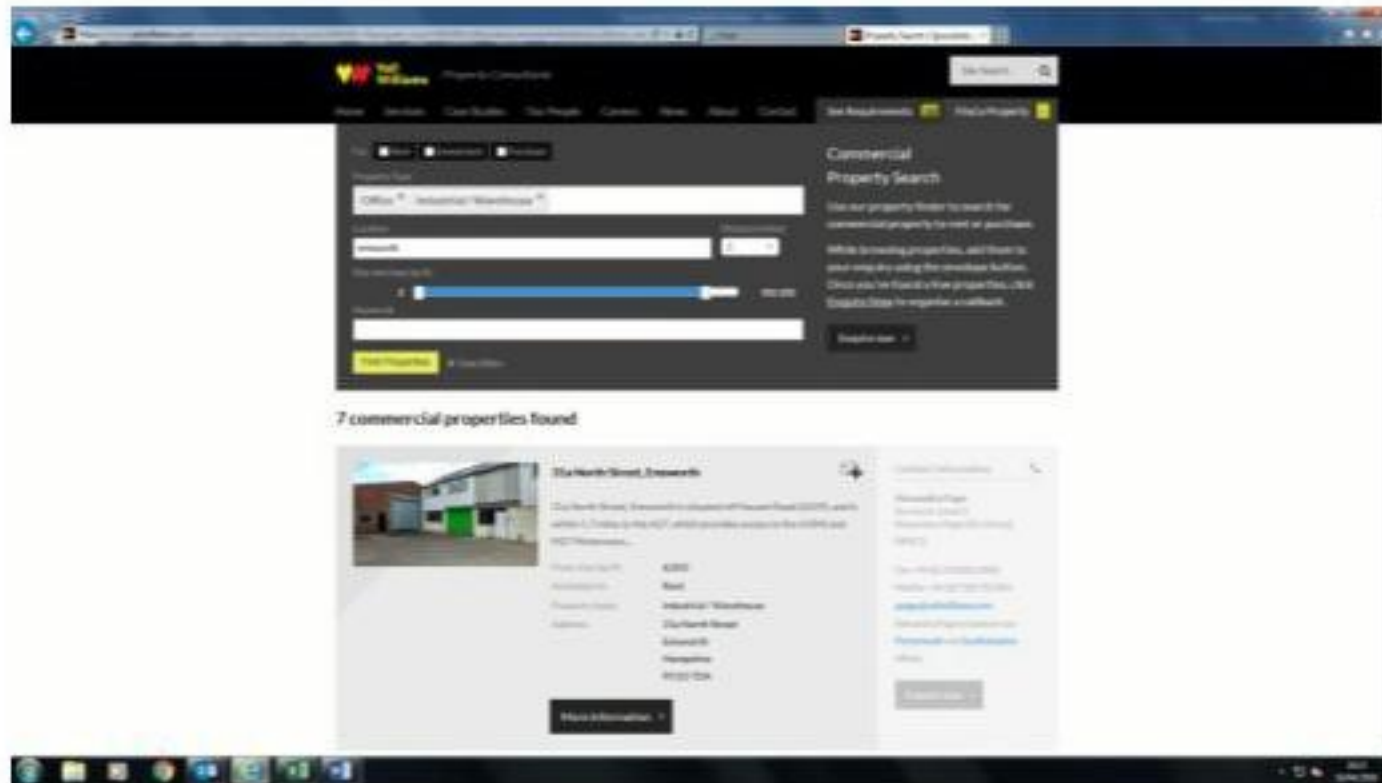
31a North Street, Emsworth

Marketing carried out from January 2018 as per agreed marketing schedule:-

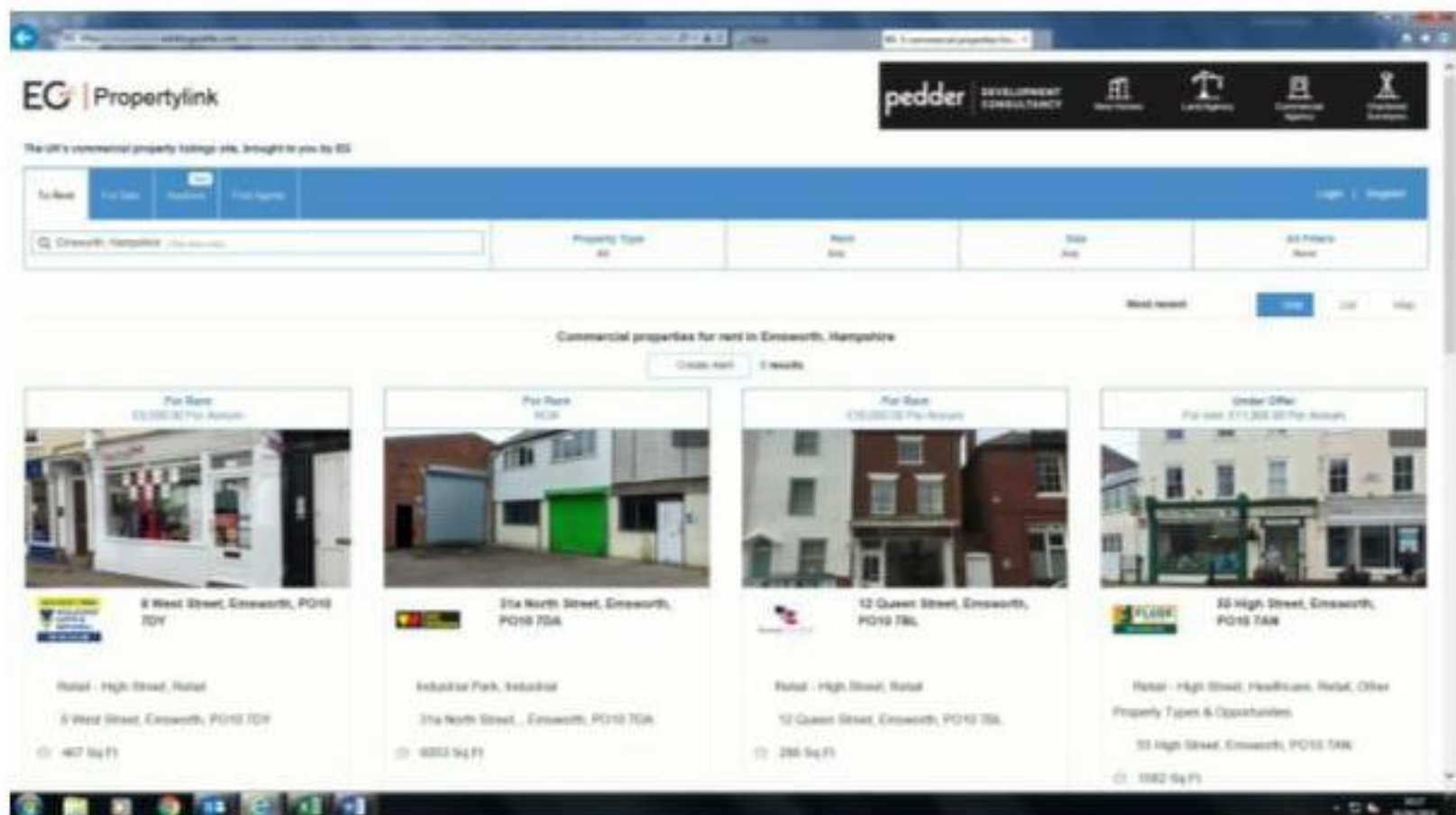
Marketing Type	Date carried out
Marketing Boards	Jan 2018
Websites (see below for screenshots)	From Jan 2018
Mailing – HTML emailing to office occupiers	
Advertising in South Coast Central Property Register April 2018 Edition. Sent to approx 8,000 local occupiers along the south coast (see photo below)	April 2018
Advertising – Local Newspapers 8, 10 x 2 adverts from Nov 2018 – May 2019 within the Portsmouth News and Chichester Observer (alternating)	Nov 2018 Nov 2018 Dec 2018 Jan 2019 Jan 2019 Feb 2019 Feb 2019
TOTAL	

Websites:

www.vailwilliams.com :-

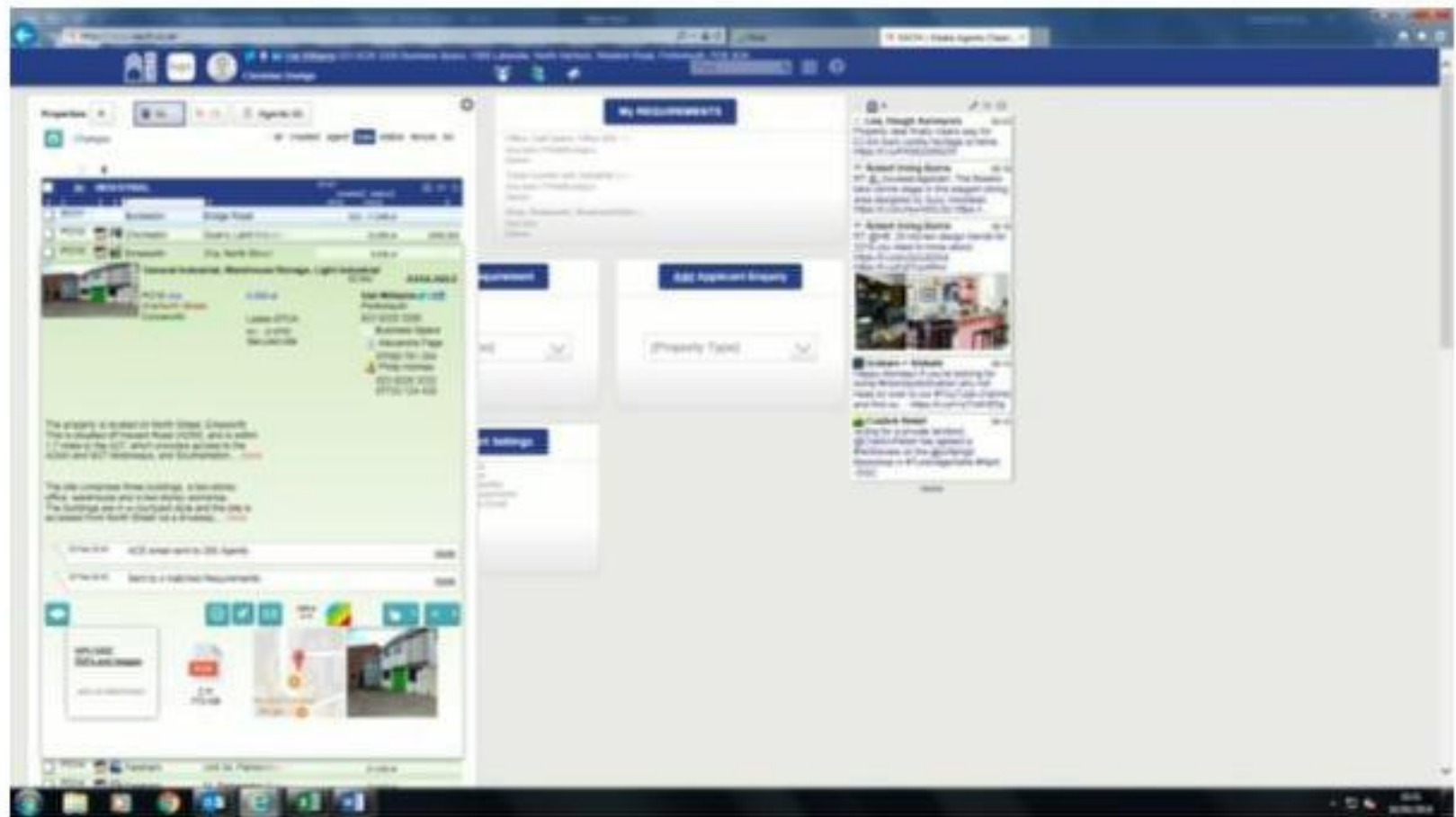


www.egpropertylink.co.uk :-

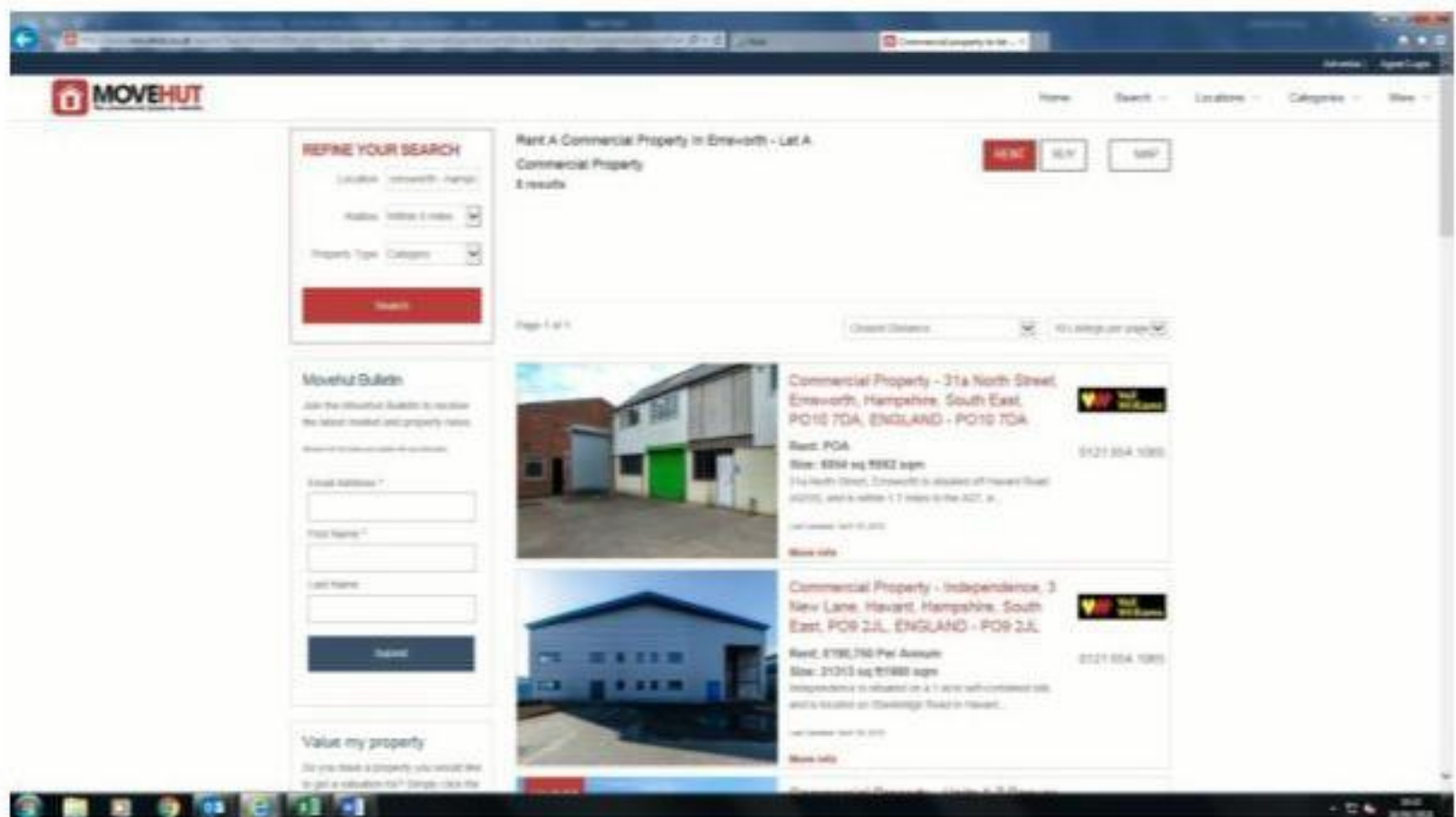




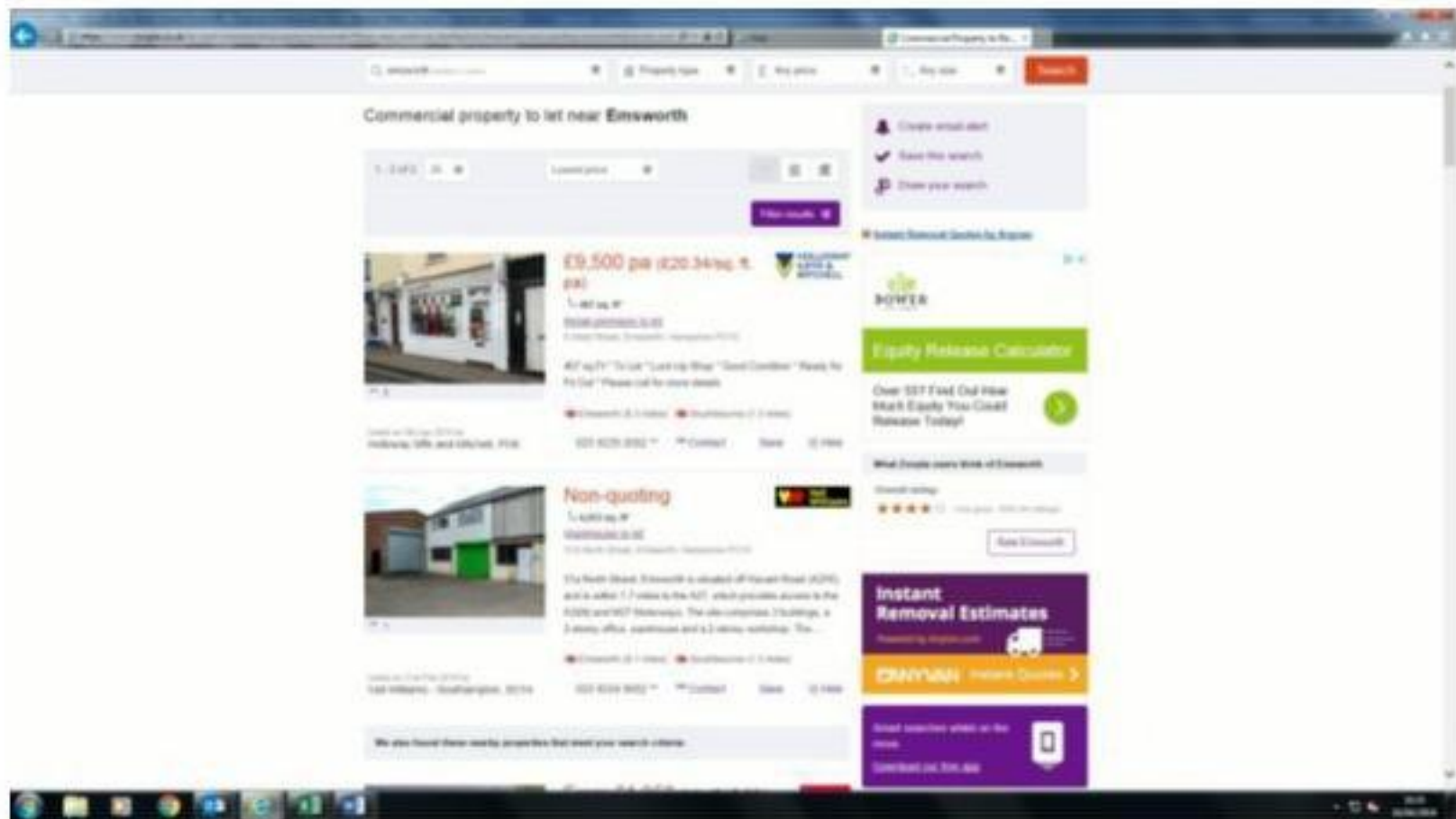
www.each.co.uk :-



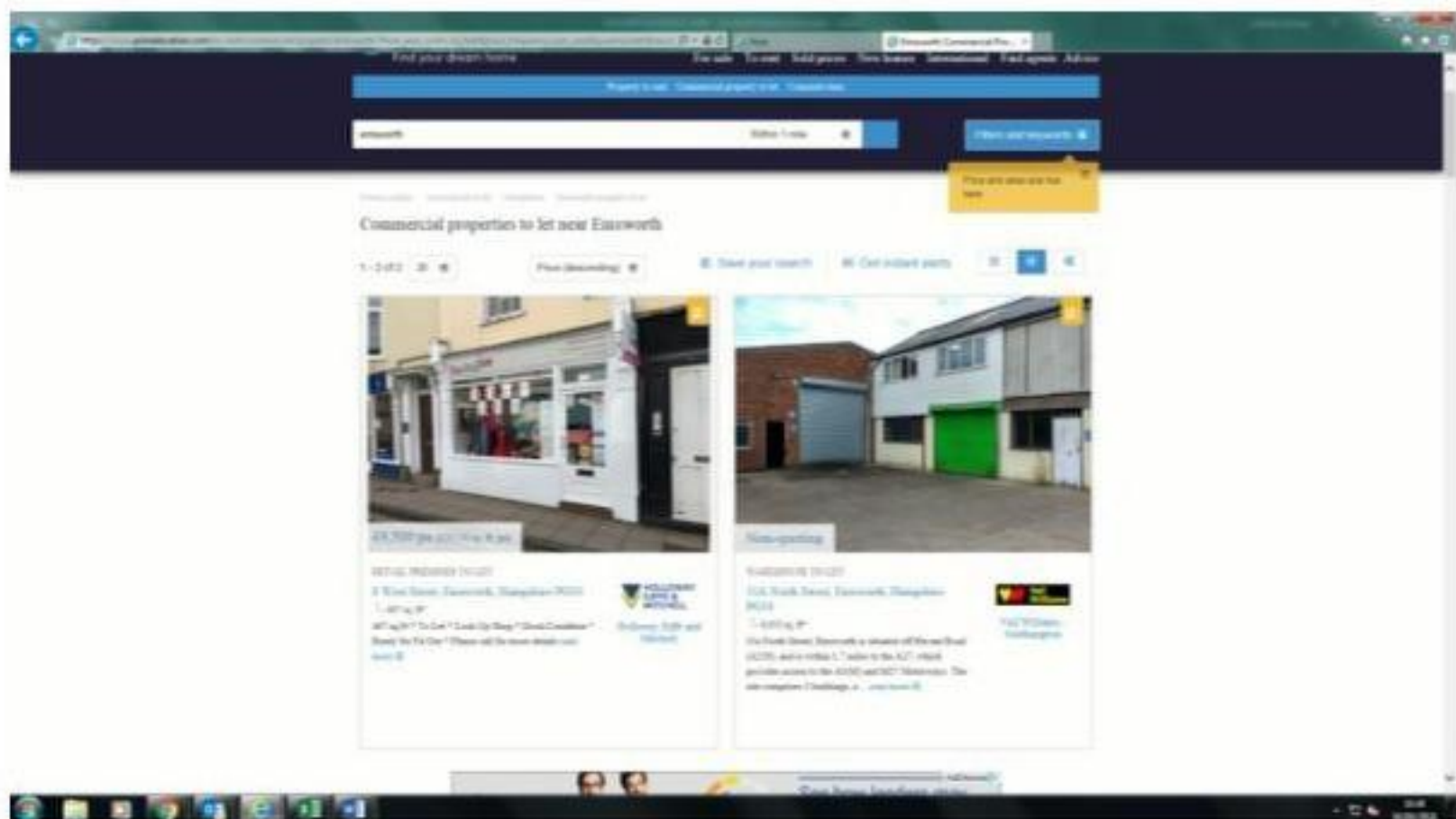
www.movehut.co.uk :-



www.zoopla.co.uk :-



www.primelocation.com :-



Copy of South Coast Central Property Register magazine (April 2018):

ADVERTISING:

To go in the Portsmouth News and Chichester Observer on the following dates:-

Wednesday 7th Nov – Portsmouth Property:

10 | THE PORTSMOUTH NEWS | Wednesday 7 November 2019

Gardening

Tackling a thorny issue

Are bare-root or containerised roses best for you? Hannah Stephenson asks two experts

If there's one rose you can't live without, it's the one that's been in the ground since you were a child. But what if you're looking for a new one? Should you go for a bare-root rose or a containerised one? Hannah Stephenson asks two experts.

Bare-root roses are the traditional choice, but they can be tricky to get used to. "They're like a little plant that's been in the ground for a long time," says expert Sarah Jones. "They're used to being in the ground, so they can be a bit of a shock when you put them in a pot."

Containerised roses are the newer choice, but they can be more expensive. "They're like a little plant that's been in a pot for a long time," says expert Sarah Jones. "They're used to being in a pot, so they can be a bit of a shock when you put them in the ground."



Expert advice from Sarah Jones, a horticulturist with 20 years of experience, is that bare-root roses are the best choice for most gardeners. "They're like a little plant that's been in the ground for a long time," she says. "They're used to being in the ground, so they can be a bit of a shock when you put them in a pot."

Expert advice from Sarah Jones, a horticulturist with 20 years of experience, is that containerised roses are the best choice for most gardeners. "They're like a little plant that's been in a pot for a long time," she says. "They're used to being in a pot, so they can be a bit of a shock when you put them in the ground."



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★ Trustpilot 4.9/5

+45,000 'excellent' reviews since 2009

£25 off Removals

Partner with Zoopla Rightmove

Call free & quote 'PRESS' on 0800 048 8015 or visit www.anyvan.com/press

31a North Street, Emsworth

Warehouse and Office Premises - To Let

4,000 sq ft (2022 sq ft net)

To Let

- Situated on main site
- Prime location
- Three buildings a 2-story office, warehouse, and a 3-story workshop
- Two loading docks
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HOMES



FIND YOUR NEW FRONT DOOR

VIEW PROPERTY FOR SALE IN YOUR LOCAL AREA

DISCOVER HOMES - EVERY WEEK IN PAPER AND ONLINE

Thursday 22nd Nov – Observer Homes

31a North Street, Emsworth Warehouse and Office Premises - To Let 6,300 sq ft (242.28 sq m)  To Let • Situated on secure site • Prime location • Three buildings: a 2-storey office, warehouse, and a 2-storey workshop • Two loading doors • EPC: E101	DANNAN Moving home? We'll beat any price! How do you know? Quotes in 2 mins (no visit required) £25 off Removals Book now! rightmove.co.uk Call now & quote FREE! on 0800 048 8011 or visit www.anyvan.com/quote	LOOKING FOR A NEW HOME? NEW PROPERTY FOR SALE IN YOUR LOCAL AREA. CONTACT NOW! EVERY WEEK IN PAPER AND ONLINE	Land West of Yapton Road (Poultry Farm) Middleton-on-Sea, PO22 6DY  Prime Development Opportunity For Sale - Freehold disposal with vacant possession - Site area circa 1.25 acres (0.51 ha) - The site benefits from detailed planning permission for 12 no. dwellings (Planning Ref: M105/10/PL) - Further information can be obtained from the selling agent - Offers invited on an unconditional basis by way of informal tender, offers invited by noon, Friday 18th January 2019 All enquiries Rory Abbey Strutt & Parker T: 01403 406 598 E: Rory.Abbey@struttandparker.com STRUTT PARKER
CoastalET A Coastguard Property, Network Lane, Haverhill, Haverhill, PO21 4DZ Telephone: 01403 266000 BOGNOR REGIS Completely redecorated two bedroom single storey bungalow behind offices in Aldwick Road and close to shops and sea. Fitted kitchen with plumbing for automatic washing machine, lounge, bathroom with electric shower over bath and wc. Double glazed, gas ch, garden. EPC Rating B, Admin Fee: £210.00 £750 pcm INDUSTRIAL & COMMERCIAL PROPERTIES TO LET	goodmove We buy and sell houses WE BUY HOUSES FOR CASH ✓ Sell as fast - or as slow - as you like ✓ No fees & no obligation ✓ Any condition or location ✓ NAPS approved & RICS regulated Get up to £30,000 cash advance BEST PRICE PAID Call us FREE today for a cash offer www.gm.co.uk 0800 031 9383		

Wednesday 5th Dec – Portsmouth Property

Rosebery Avenue, Cosham

HOMES

House that scores behind the door!

*A superb open-plan living space that floods with light**

It's a tough job to tell what lies behind the front door of a house but a glimpse of the door itself is a home in itself. Cosham suggests it should be something interesting.

And peering through that door of the Rosebery Avenue property quickly reveals that it's a superb home in the best thing you are likely to encounter.

An extension at the rear has allowed creation of a light-filled kitchen/dining/family room that is a great place to enjoy the best of the original living room with a superb open-plan living space that floods with light thanks to two roof lanterns and a wall of bi-fold doors across the open.

The house has a superb location, a superb view, a superb light and a superb location. It's a superb home in the best thing you are likely to encounter.

Behind the big window at

the front is the original sitting room with a bay window and a view of the sea. The kitchen, with island unit incorporating a breakfast bar, is a superb place to enjoy the best of the original living room with a superb open-plan living space that floods with light thanks to two roof lanterns and a wall of bi-fold doors across the open.

It's a very exciting space where life can be lived to the full - so it's good that the house is a superb home in the best thing you are likely to encounter.

The first floor features an original three bedrooms layout, with a big bay window and a view of the sea. The kitchen, with island unit incorporating a breakfast bar, is a superb place to enjoy the best of the original living room with a superb open-plan living space that floods with light thanks to two roof lanterns and a wall of bi-fold doors across the open.

The house has a superb location, a superb view, a superb light and a superb location. It's a superb home in the best thing you are likely to encounter.

the master bedroom, with the original bay window and a view of the sea. The kitchen, with island unit incorporating a breakfast bar, is a superb place to enjoy the best of the original living room with a superb open-plan living space that floods with light thanks to two roof lanterns and a wall of bi-fold doors across the open.

That's a superb home in the best thing you are likely to encounter. The house has a superb location, a superb view, a superb light and a superb location. It's a superb home in the best thing you are likely to encounter.

The house has a superb location, a superb view, a superb light and a superb location. It's a superb home in the best thing you are likely to encounter.

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The house has a superb location, a superb view, a superb light and a superb location. It's a superb home in the best thing you are likely to encounter.



Jutland House, Chichester
Ground Floor Offices
185 - 1,000 sq ft RPA

For Sale or To Let

- Current planning consent for A2/B1A/D1 (health/medical) uses
- Suitable for alternative commercial uses - subject to planning
- Allocated car parking spaces
- Adjacent to train station
- Can be split into smaller units

31a North Street, Emsworth
Warehouse and Office Premises - To Let
6,000 sq ft (567.30 sq m)

To Let

- Situated on secure site
- Prominent location
- Three buildings: a 2-storey office, warehouse, and a 2-storey workshop
- Two loading docks
- EPC: E101



Wednesday 9th Jan – Portsmouth Property

Manor Cottage, Church Path, Fareham

HOMES

Excellent opportunity for modernisation

Believed to date from the early/mid-18th century

Manor Cottage is one of two fine houses situated on Church Path in the heart of Fareham's town centre. Believed to date from the early/mid-18th century, the property has a particularly attractive Victorian exterior, including a facade with bay and half bay windows, a large and ornate chimney, and a central entrance with a pediment. The property, which is in need of modernisation, offers potential buyers a wonderful opportunity to restore an important historical house to create the perfect home. The listing accommodation also includes many period features and includes original oak, tile, stone, plaster, wood, and many more. The property is in need of modernisation, offering potential buyers a wonderful opportunity to restore an important historical house to create the perfect home. The listing accommodation also includes many period features and includes original oak, tile, stone, plaster, wood, and many more.

challenges and our ability. To this end, we have been able to secure a number of key contracts, including a number of new contracts, and a number of new contracts. The house is a good example of a Victorian house, and the house is a good example of a Victorian house. There is no forward chain and viewing is strongly recommended to the site agent.

The property, which is in need of modernisation, offers potential buyers a wonderful opportunity to restore an important historical house to create the perfect home. The listing accommodation also includes many period features and includes original oak, tile, stone, plaster, wood, and many more.

The listing accommodation also includes many period features and includes original oak, tile, stone, plaster, wood, and many more.

Search price
£550,000

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fareham@pearsons.co.uk



HOMES



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31a North Street, Emsworth
Warehouse and Office
Premises - To Let

5,000 sq ft (500,00 sq ft)

To Let

- Situated on a secure site
- Prominent location
- Three buildings: a 2-storey office, warehouse, and a 2-storey workshop
- Two loading docks
- EPC: E101

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Thursday 24th Jan – Observer Homes

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31a North Street, Epsom
Warehouse and Office
Available - To Let
£2,000 up to £100,000 per year

To Let

- Situated in prime site
- Prime location
- Three buildings: a 2-story office, warehouse, and a 2-story workshop
- Two loading docks
- £250-£1000

HOLIDAY HOMES FOR SALE

SALE

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--------------------------------	-----------------------------------

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KEEPERS GREEN

Wednesday 6th Feb – Portsmouth Property

(copy of Wednesday 9th January 2019 above due to not having received copy for 6th February 2019 to date)

Manor Cottage, Church Path, Fareham

Excellent opportunity for modernisation

Believed to date from the early/mid-18th century

HOMES

Manor Cottage is one of Fareham's oldest and most historic properties. Located on Church Path, the property has a rich history and is believed to date from the early/mid-18th century. The property is a two-story stone building with a gabled roof and a small garden. It is currently in a state of disrepair and offers a fantastic opportunity for modernisation. The property is situated in a quiet residential area and is close to the town of Fareham. The property is a two-story stone building with a gabled roof and a small garden. It is currently in a state of disrepair and offers a fantastic opportunity for modernisation. The property is situated in a quiet residential area and is close to the town of Fareham.

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01329 880110
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HOMES

LOOKING FOR A NEW HOME?

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21a North Street, Emsworth
Warehouse and Office
Premises - To Let
6,200 sq ft (2002 sq ft sq ft)

To Let

- Situated on secure site
- Prime location
- Three buildings: a 2-story office, warehouse, and a 2-story workshop
- Two loading docks
- EPC: E100

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Thursday 21st Feb – Observer Homes

(copy of Thursday 9th January 2019 above due to not having received copy for 6th February 2019 to date)

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**Available and February completely
renovated 3 bedroom detached
cottage close to town centre and sea.
Large, new fitted kitchen, new
downstairs bathroom with an extra
large shower, with hand basin and
wc, new hall study, 2 double
bedrooms upstairs, newly fitted
bathrooms, gas oil, double glazed
garden, ample parking on
neatly made, EPC Rating: DMC,
Arrangement fee: £210.00**

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IN DISCUSSING THIS WITH US**
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**Available and February completely
renovated 3 bedroom detached
cottage close to town centre and
sea. Large, new fitted kitchen,
new downstairs bathroom with an
extra large shower, with hand basin
and wc, new hall study, 2 double
bedrooms upstairs, newly fitted
bathrooms, gas oil, double
glazed garden, ample parking
neatly made, EPC Rating: DMC,
Arrangement fee: £210.00**

**WE ARE INSTRUCTED ON
BEHALF OF A PRIVATE
INVESTOR TO SELL
PROPERTIES WITH
GOOD TENANTS. PLEASE
CALL IF YOU ARE INTERESTED
IN DISCUSSING THIS WITH US**
£1,100 p.w.

**31a North Street,
Emsworth**
**Warehouse and Office
Premises - To Let**
£1,000 up to £10,000 p.w.



To Let

- Situated on corner site
- Excellent location
- Three buildings: a 2-story
office, warehouse, and a
2-story workshop
- Two loading docks
- EPC: E101

HOLIDAY HOMES FOR SALE

**Holiday Home Ownership
at Chichester Lakeside**



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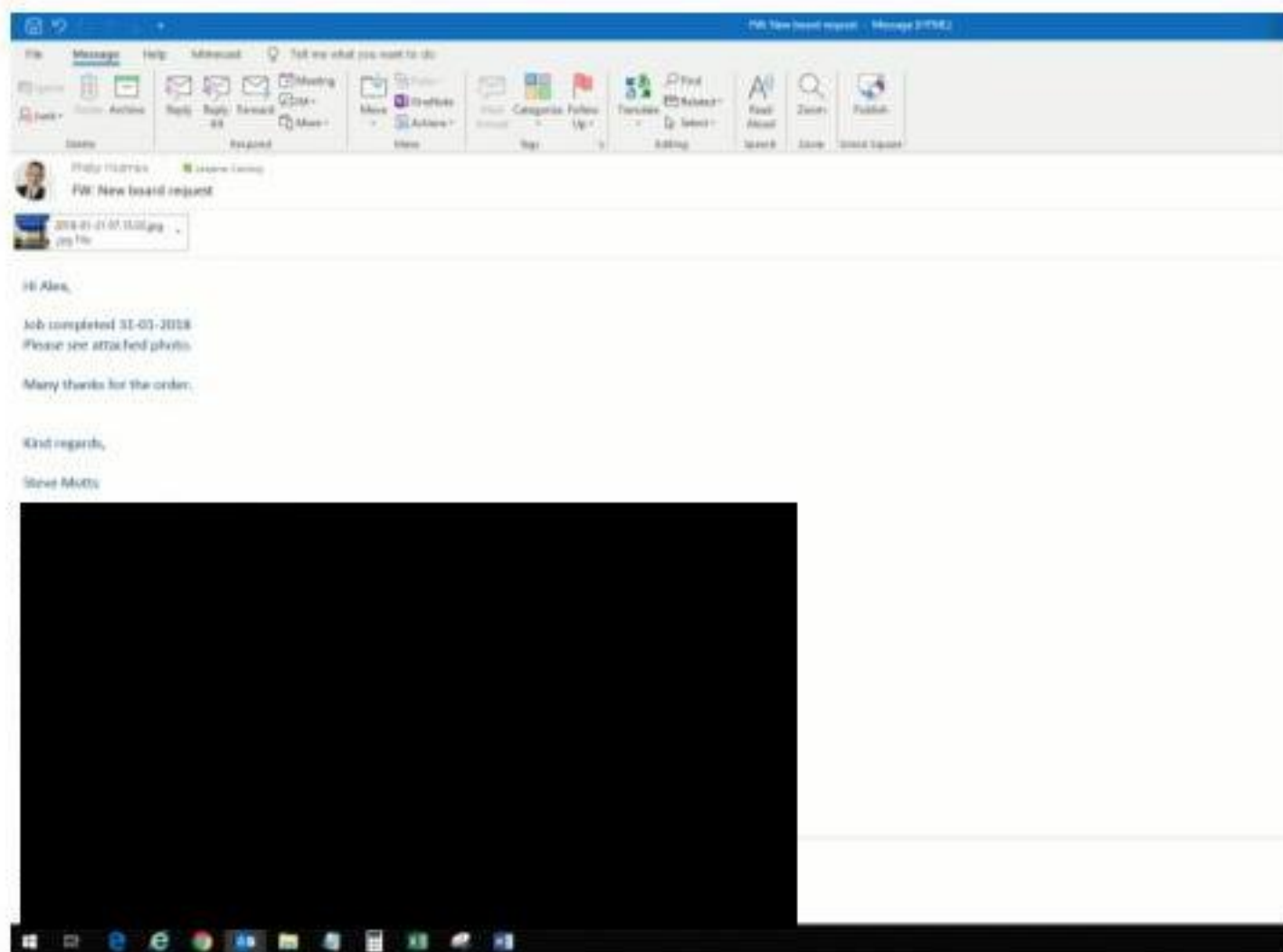
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Appendix 5

Marketing Board



Appendix 6

Enquiry Schedule

* Please note: In compliance with GDPR no private individual has been named.

Date of Initial Enquiry	Company	Size Range (sq.ft.)	Location	Comments
16-Feb-18	No company name given			16/2/18 - VIEWED. Auctioneer company. Auctioneers and so would need change of use. A planning application is required and therefore unable to progress this enquiry
27/03/2018	No company name given			27/3/18 - Details sent. Looking for Storage. Change of use required and no further feedback received.
27/03/2018	Temple Spa	1,000 - 3,000	Chichester and surrounds	27/3/18 - Details sent. Yoga studio and art gallery. Client not keen on the use and planning consnet would be required. Also advised the rent is too high. Unable to progress this enquiry
18/04/2018	Brewer Cowls	1,000 - 3,000	Emsworth and surrounds	18/4/18 - Details sent. He is looking for storage space of his stock on only a temporary basis. The landlord currently stores items in the building so not possible, therefore unable to progress this enquiry.
19/04/2018	Primmer Olds obo D1 Client for a Special School	3,000 - 8,000	Whiteley to Emsworth	19/4/18 - Details sent. On behalf of a client for a D1 Use (D1 Non-residential institutions such as Clinics, health centres, crèches, day nurseries, day centres, schools, art galleries). This enquiry is for a Special School for 15-20 children. A change of use would be required and therefore unable to progress this enquiry.
19/04/2018	Kreet Stone	500 sq ft		19/4/18 - Zoopla Enquiry - Seeking industrial space for assembly and maintenance of sheds. Too Large for him and enquired about splitting the building so no further interest.
26/04/2018	Part Worn Tyres 4 U	3,000 sq ft	Emsworth - Portsmouth	26/4/18 - details sent but its too big and not a single building. No further interest
11/05/2018	Emsworth Osteopaths		Emsworth	11/5/18 - made a direct enquiry for 31a North Street via EGPL (Estates Gazette Property Link internet website). Details have been sent. No further interest as a change of use is required.
14/05/2018	Automer Newbury			14/5/18 - for car storage/vehicle maintenance Advised he could only use a small part of the buildings for vehicle maintenance as the majority is on two floors, therefore unsuitable. Enquiry closed.
14/05/2018	Vivid Homes/ Hampshire Homes			14/5/18 - have viewed and will arrange for a further viewing with a colleague. They will look at putting together a scheme and discuss the planning issues with Havant BC. Interested in purchasing for residential development.
17/05/2018	No company name given			17/5/18 - via EGPL (Estates Gazette Property Link website) - requested for details to be sent. This has been done and LMC has emailed to get further information. This applicant has not responded to chasing. Enquiry closed.
11/06/2018	Vertical Technology			11/6/18 - via EGPL (Estates Gazette Property Link website) - requested for details to be sent and viewed on two occasions. For the storage of access equipment and harnesses etc with offices. They decided the property required too much work when taking into account the quoting rent. Enquiry closed
09/07/2018	No company name given			09/07.18 - Tel call to office - did not give a company at this stage. Details sent, no responses to calls. Therefore enquiry closed.
06/07/2018	Southbourne Builders	2,000 -3,000	Emsworth - Southbourne	Their requirement is for only part of the space which is not feasible as the space can only be let as a whole. Therefore we cannot progress this enquiry
01/08/2018	The Workshop Finchdean			Zoopla enquiry. details have been sent. They are a vehicle repair company that has been trading for 4 years and looking for larger premises. Depending on layout, possibly with a view to having an MOT bay, so would look for a long lease. Details sent to see if the premises would work for him. Awaiting hearing. No further contact so enquiry closed.
07/08/2018	Monster Creative			For hot desking/collabrative workspace and printing area. Discussed the cost to upgrade to quality offices which will be too high and there of no further interest due to the investment required in the building.
10/08/2018	Waypoint Life Crafts			Interested in purchasing or leasing the property for own occupation. Prepared to undertake refurbishment. His offer to lease or purchase was too low and not acceptable to the owner. Enquiry closed.
15/08/2018	Lion Removals			Wanted to know rent and lease length and wants to arrange a viewing. Contact made to arrange but no further communication received. Therefore enquiry closed.

17/08/2018	Belcher Frost			7/9/18 - For archive storage. They viewed and they have advised that the property needs far too much work to put it into a serviceable condition to store their valuable archives and is too big, although they were considering letting part of the building to one of their co-tenants who is based on the same estate as their storage premises. 17/8/18 - Zoopla enquiry requesting details. LMC has emailed and awaits feedback. They are lawyers in Emsworth currently in the Buttericks building in Havant. No further interest. Enquiry Closed.
31/08/2018	No company name given			31/8/18 - Mrs Bolt is interested in either taking a lease or purchasing for use of an auction room. Their main issue relates to the concerns over access which needs to be resolved. PH requesting instructions from the client. Previous enquiry and a planning consent would be required. Not able to progress this enquiry. Closed.
31/08/2018	Woodart			31/8/19 - specific enquiry for North Street. Details sent and awaits feedback. No contact made, therefore enquiry closed.
06/09/2018	The Emsworth Brew House			19/9/18 - VIEWED - they would be interested but cannot afford the £30,000 rent straight away. Requesting a stepped rent and having sought instructions from the owner, whilst they would like to support a local business, financial constraints will not allow them to offer a sliding scale rental term. 6/9/18 - Details sent and await feedback. Not able to progress this enquiry. Closed.
25/09/2018	No company name given			25/09/18 - Architectural salvage company and works other parties who want to take a lease of the "lock up" at Emsworth. He would be looking to store and sell architectural salvage at the building. Advised that the quoting rent is £30,000 per annum and feedback was that the rent that is too high. No Further Interest. Closed.
30/09/2018	No company name given			30/09/2018 - Zoopla enquiry - requested the details and price which LMC provided. I have followed up to see if she needs further info at this stage. No contact made, therefore enquiry closed.
16/10/2018	No company name given			16/10/18 - EGPL enquiry. Requested rent and whether property can be split. He has been advised we cannot split. No further interest. Closed.
17/10/2018	No company name given		5 miles of Emsworth	17/10/18 - Zoopla Enquiry. Details sent. No contact made, therefore enquiry closed.
05/11/2018	No company name given			6/11/18 - events company looking to store equipment – wanted to split and take a part – PH advised this is not possible, no further interest. Closed.
15/01/2019	Pirate Studios			15/1/19 - VIEWED - for a music recording studio. Interested but acknowledges the property needs a lot of work and is close to residential so the use as a studio may cause disturbance issues. Not able to progress this enquiry. Closed.
21/01/2019	Nurture Them Naturally			21/1/19 - Zoopla Enquiry. Requested details which have been sent. A pet shop and would required a change of use, therefore we are unable to progress this enquiry. Closed.
24/01/2019	Southbourne Builders			24/1/19 - enquired again for a builders office and Boxing Gym. Interested to view but would need change of use and therefore we are unable to progress this enquiry. Closed.

Appendix 7

Schedule of Photographs



Elevation fronting north side of Palmers Road.



Full height building looking north



Two storey building looking east



Entrance gate from courtyard towards North Street



Internal courtyard looking north west



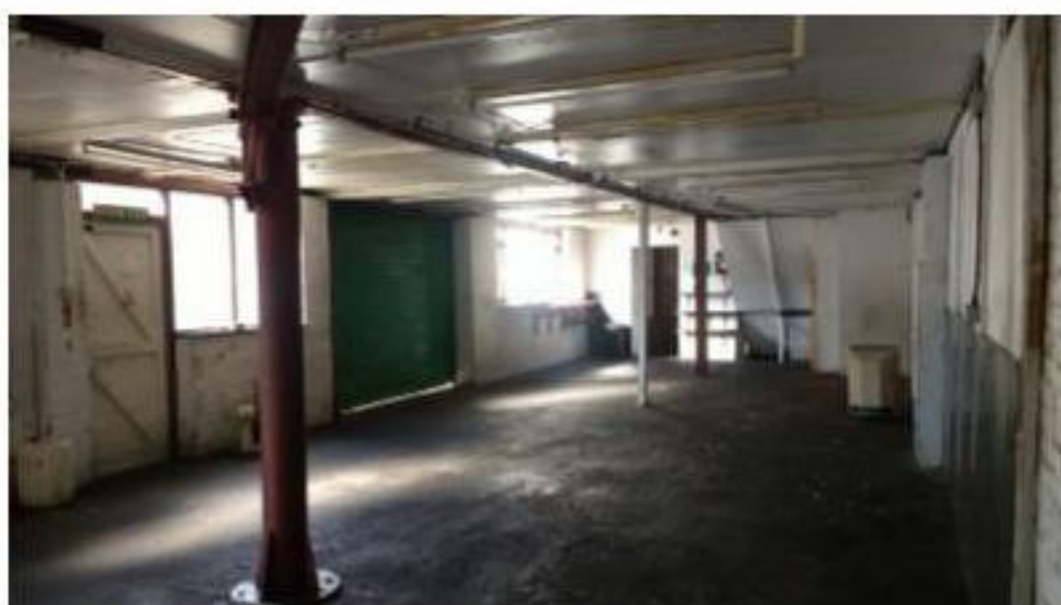
Internal parts full height building looking south



Internal parts full height building looking north



Internal ground floor two storey building looking south



Internal ground floor two storey building looking north



Internal first floor two storey building looking north



Internal first floor two storey building looking south

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