



BARFORD+CO ... 40 YEARS OF ADDING VALUE

Barford+co
PROPERTY + LAND + PLANNING

BARFORD+CO OUR TEAMS



PLANNING

William Allwood and Martin Page



PROFESSIONAL

Sheila Smyth and Martin Olley



AGENCY

James Price, Phil Halmshaw, Felicity Paddick and Howard Westgate

INTRODUCTION

Barford + Co is 40 years old in 2014. To mark the occasion, the following review identifies some of the projects and instructions we have been involved in over the 40 years of our existence. Some of the projects you may recognise, some you may not. Many of the schemes are regarded as landmark developments. We are pleased that we have been able to contribute in a small way, to the improvement of the local environment by virtue of our planning, development, agency and professional activities.

TWO EARLY RETAIL PROJECTS:

Sheep Market, St Ives – Site assembly, planning permission obtained and lettings negotiated to Budgens, Boots and Nationwide.

St Benedicts Court, Huntingdon – a substantial town centre development for Galliford Estates and Sears Holdings. Pre-lettings agreed with Waitrose, Boots, Mothercare and other retailers.



Sheep Market, St Ives



St Benedicts Court, Huntingdon

1974 TO 1978 THE EARLY YEARS



Days that Changed the World

D H Barford + Co was established by David Barford in St Neots in 1974. Having initially worked in surveying and planning and having gained experience in construction and development, David

decided that the time was right to go it alone. D H Barford + Co was born and occupied its first office in The Shrubbery, Church Street, St Neots.

The early years of D H Barford + Co's existence coincided with a period which was fraught with political and social turmoil with the three day week and power cuts a feature of this part of the company's existence. These were the days that changed the UK and maybe the world.

Notwithstanding these economic and social difficulties, D H Barford + Co made an instant impact in the local area and was involved in several high profile schemes including:

Burleigh Hill, St Ives – Having been involved in obtaining an outline planning permission for a large scale comprehensive mixed use development in St Ives prior to establishing D H Barford + Co, David was able to put together a consortium of three active housebuilders who purchased the land. One of D H Barford + Co's first instructions was therefore to assist and advise the consortium in the project management of the

Bells Brook, Biggleswade, an early instruction – now developed as a Sainsburys Store

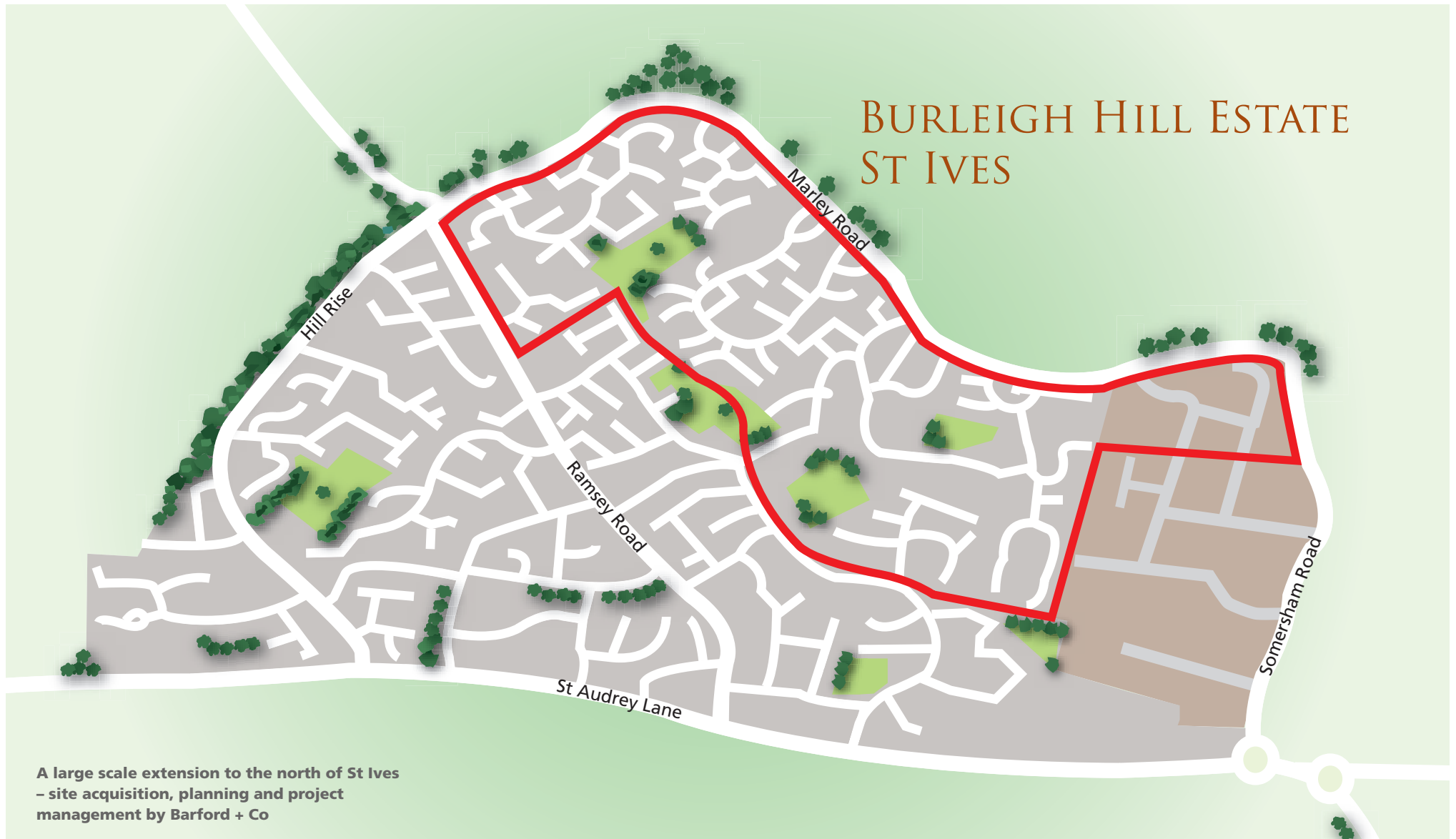


development which is the extensive area as shown opposite.

D H Barford + Co continued to provide advice and project management services to the consortium for over ten years until the completion of the development which included the construction of 1200 new dwellings, a major expansion of the St Ives industrial estate, a neighbourhood shopping centre including a Co-op Rainbow supermarket, two new schools and a northern bypass (Marley Road) for the town.

Bells Brook, Biggleswade – Another project for D H Barford + Co at this time was land at Bells Brook, Biggleswade which was located in a prime location immediately the A1. An early planning success was the exercise which eventually led to the grant of permission for change of use for part of the site to a lorry park. The site now forms part of the Sainsburys supermarket at Biggleswade. "This serves to show how patience and a longer term approach can produce results where a client wishes to hold out for the best outcome" commented David Barford.

1974 TO 1978 THE EARLY YEARS



1979 TO 1983 A NEW FORCE

A New Force Hits the United Kingdom – and a Different One Hits Cambridgeshire and Bedfordshire

1979 saw the election of Margaret Thatcher as Prime Minister. After the turmoil of the preceding decade, nobody immediately would have predicted the impact which the new Prime Minister would have on the future of the United Kingdom.

At a local level, D H Barford + Co had started to grow in size, with Ivor Watson and Andrew Birks joining David Barford to enable the expansion of the business to cater for the growing development sectors in the Cambridgeshire and Bedfordshire areas. In this period, D H Barford + Co was responsible for several major instructions together with its day to day agency, valuation, professional and planning work. Some of the more significant projects included:

Priory Lane, St Neots – Assembly of land in St Neots Town Centre for development of new food store for Waitrose.

Moores Walk, St Neots – Acquisition of land and acting as project co-ordinator for the Moores Walk retail shopping complex in St Neots. Negotiated pre-lets to Somerfield and Argos. Subsequently provided professional advice to the owners including rent reviews lease renewals management services and valuations.



And then there were three ... Ivor Watson, Andrew Birks and David Barford

Land to the north of Duloe Hill, St Neots – The firm was actively involved throughout this period in assembling, acquiring and obtaining planning permission for the large scale residential and commercial extension of St Neots at Eaton Socon in the Bushmead Road and Duloe Road area.

Howard House – A New Home – With the business firmly established, D H Barford + Co needed a new home. Howard House was constructed in 1982. This is located immediately opposite the company's first home at The Shrubbery in Church Street.





The wraparound

Moo's
Pick up yours today

Moo's Walk:
Cafe & Coffee
Shop
Try the
Best
Coffee
in St Neots
→

Moore's Walk, St Neots. A development by Whittome Properties Ltd

1984 TO 1988 BOOM AND BUST

This period saw D H Barford + Co's expansion continue and the company became one of the leading firms of Chartered Surveyors and development consultants operating within its core area of Huntingdonshire, South Cambridgeshire and north and mid-Bedfordshire. As a specialist firm focusing its activities predominantly in its core area, the company's reputation grew rapidly.

With the economy in full flow, and settled into its new offices at Church Street, the company continued to operate at the leading edge of the commercial and residential markets with a series of high profile planning permissions and development projects being completed during this period. These included:

Grove Farm, Little Paxton, St Neots – Concluded the acquisition of land and buildings at Grove Farm, Little Paxton. Planning permission was obtained for a residential development, with the retention of Grove House, a Grade II Listed building forming a centrepiece to the development. This building was converted to offices.

Manor Farm Hartford, Huntingdon – promotion and subsequent sale of a substantial tranche of residential land to the south west of the new Huntingdon bypass. 85 acre site sold to Countryside Homes.



Grove House, Little Paxton

Manor Farm Hartford, Huntingdon

St Germain Walk, Huntingdon

1984 TO 1988 BOOM AND BUST

Huntingdon Ring Road – Barford + Co was appointed by Murketts in connection with the development and sale of its car showroom in Huntingdon Town Centre. Following detailed negotiations and the agreement of terms with Churchmanor Estates, this site became part of Churchmanor's St Germain Walk shopping complex which included a new Sainsburys town centre supermarket. Barford + Co was appointed as joint agent and was involved in concluding lettings of the other shops to Peacocks, Wilkinsons, The Post Office and Blacks Outdoor.

Meadow Business Park Harrison Way St Ives – Acted for Saville Properties in the redevelopment of the former abattoir site at Meadow Lane, St Ives. The ensuing development was one of the first business parks in the Huntingdonshire area, creating a new way of working for businesses in out of town locations with high levels of dedicated car parking.

Tesco, Huntingdon – represented the owners of land adjacent to the newly opened Huntingdon bypass in obtaining planning permission for a food retail store for Tesco. Negotiated the terms of the sale of the site to the emerging food giant. Another significant retail project.

Former English Chicory site at Needingworth Road St Ives – Acting for McCormick UK and having obtained planning permission for 225,000 sq ft of office space, Barford + Co sold the site to London based developer Hyperion Properties in 1988. With an area of 18 acres the land was eventually developed as Compass Point, with the iconic Silvaco building having been constructed on the frontage of the site.



Meadow Business Park, St Ives



Tesco, Stukeley Road, Huntingdon



Former English Chicory Site, St Ives – now Compass Point

1989 TO 1993 RECESSION – AND RECRUITMENT



Martin Page, Phil Halmshaw and Sheila Smyth

The boom of the 1980's ground to a halt in 1989, followed by an extended period of deep recession in the early 1990's. Not to be deterred by this downturn, and with confidence in the opportunities arising in the local and regional markets, D H Barford + Co took stock. With the local area more immune to the Country's economic swings than some of the larger areas, the company continued to invest in its expansion.

In late 1988 **Martin Page** joined to set up a dedicated planning department. Up to this point,

David Barford and Ivor Watson had dealt with planning matters directly but now was the time to capitalise on the increasing flow of planning and development opportunities. Martin was joined by a planning assistant and the department immediately became recognised as a high profile planning consultancy, working both in its own right in obtaining planning permissions and conducting appeals, and in support of D H Barford + Co's wider agency and development activities.

In July 1991, **Sheila Smyth** joined Ivor Watson as part of the expansion of the company's professional department. Following this in 1993, **Phil Halmshaw** joined as Associate Director in the Agency and Development Department.



Planning permission obtained for David Smith Ltd at Marley Road, St Ives

1989 TO 1993 RECESSION – AND RECRUITMENT

The company continued to be involved in a range of high profile development, agency and planning projects including:

Wyboston Lakes – Barford + Co was first instructed by the owners in the mid 1970s and has been involved since in providing consultancy advice and obtaining numerous planning permissions in connection with its hotel, office and training/conference centre at Wyboston Lakes. Other planning permissions obtained include an Innovation Centre, a continuing care retirement village and medical centre.

St Ives Business Park, Harrison Way, St Ives – secured an option from the landowner and obtained planning permission on appeal, for 250,000 sq ft of offices at St Ives Business Park. Appointed as agent and development adviser to Saville Properties. The first building, the impressive Kings Hall, was completed in 1990.

Gates Hydraulics, Station Road, St Neots – as a result of a successful rating appeal by Barford + Co, the company's rateable value was reduced by £150,000.

Baulk Farm, Eaton Socon, St Neots – obtained planning permission for a 25 acre business park subsequently developed by Artisan (UK) Developments as Alpha Park.

Land at Marley Road, St Ives – acting on behalf of David Smith Ltd, planning permission was obtained for the company's new 90,000 sq ft factory to the north of Marley Road. Following the development of the site, Barford + Co has continued to advise the company on a range of professional matters.



Potton House, Wyboston Lakes – planning permission obtained in 1989



Wyboston Lakes

1994 to 1999

1994

Loves Farm, St Neots – Barford + Co was instrumental in identifying the potential of a large tranche of agricultural land at Cambridge Road, St Neots, to the east of the railway line. Acting on behalf of landowner, the Rowley family, the first stage in the process was to make representations on the emerging Local Plan in respect of the allocation of the site for a predominantly residential expansion area to the east of St Neots. Having identified the potential allocation, the task was then to find an appropriate developer partner to promote the 200 acre site which had potential to accommodate 1250

dwelling. Following detailed negotiations with a number of parties, Birmingham based Gallagher Estates was selected as development partner and an Option Agreement was completed in 1997. Loves Farm is now an established residential area in St Neots, with a range of retail, community and social facilities forming part of the scheme. The key ingredients to the success on behalf of the landowner in this case were the ability to identify a future residential allocation based on local planning knowledge and intelligence, the presentation of a coherent strategy for the allocation of the land and the ability to realise that potential by agreeing advantageous

terms on behalf of the landowner with an expert land promoter.

Residential land at Huntingdon Street, St Neots – having negotiated an option agreement and obtained planning permission in 1998, Barford + Co was instructed to sell the land which is located directly opposite Priory Park in St Neots. The housing market was at this point coming back to life and the site was sold in two lots to Westbury Homes and Connolly Homes. The Potton show home site at Mill Lane St Neots was also established as part of this instruction.



Aerial view of Loves Farm, St Neots



Potton Homes Showhouse complex at Mill Lane, St Neots

1994 to 1999

1995

Phoenix Park, St Neots – acted in the acquisition and obtained planning permission for the development of a prime seven acre island site adjacent to the A1 and next to the Listed Crown public house for business uses. Constructed infrastructure and divided the site into individual serviced plots which were then sold to be developed by Premier Inn, The Mosaic Company, Brookdale Care, SCCS and Artisan Developments.

Land at Crosshall Road, St Neots – successful planning appeal which resulted in the grant of permission for residential development of this prominent gateway site in St Neots. Developed for a scheme of retirement housing by Taywood Homes.



Premier Inn, Phoenix Park

1996

Land at Fengate Peterborough – On behalf of Darlows Ltd, acquired 8 acres at Fengate, Peterborough for industrial development. Now developed and occupied by Toolstation, Ridgeons and other companies.

15-16 Market Hill, St Ives – Sold the long established shop premises of J Drever & Son at Market Hill, St Ives for upgrading and conversion to create a new shop for Peacocks stores. A sad day to lose a superbly old fashioned toy and hardware shop from the town, offset by a fresh new fashion retailer in Peacocks moving into the remodelled and refurbished store.

Land off Little End Road, Eaton Socon, St Neots – Secured planning permission on appeal for the development of 32 homes on a 2.5 acre site which was formerly in industrial use. A planning opportunity arising from the Government's drive to re-use brownfield land.



Retirement Housing, Crosshall Road



Ridgeons, Fengate, Peterborough



Peacocks, St Ives

1994 to 1999

1997

Warehouse and depot, Mill Road, Offord Cluny – 72,000 sq ft industrial complex and depot on a site of 5 acres. Sold on behalf of Superior International Ltd.

Wyton Airfield Nr Huntingdon – acted for GPS PE Pipe Systems in connection with negotiation of lease of former runways at Wyton Airfield. Secured a long term lease at particularly advantageous rent for the company's pipe storage facility.



Land at Beamish Close, Middlefield Industrial Estate, Sandy – obtained outline planning permission for the development of a 14 acre industrial site on the established Middlefield Estate. Negotiated terms of a joint venture with Letchworth based Wheatley Commercial. Project managed the construction of the estate road and infrastructure, on behalf of Wheatley and the owners, and divided the site into individual serviced plots which were sold to Eastaff Buildbase, the Highways Agency, ALF, The Concrete Company and others.

Loves Farm, St Neots – option agreement completed with developer partner and promoter, Gallagher Estates.

1998

Land at Great North Road, Beeston Sandy – secured planning permission for the redevelopment of the RC Robinson Haulage depot fronting the A1. Subsequently instructed to sell the 6.5 acre site with the benefit of planning permission for residential development. Sale negotiated with London based Fairview Homes.

Land at St Peter's Road, Huntingdon – acted for Northampton based Hampton Brook Developments in the letting of former BT premises at St Peter's Road, Huntingdon. Introduced and negotiated terms for the pre-letting of a new trade counter unit for Jewsons builders merchant.



Buildbase, Middlefield Industrial Estate, Sandy



Land sold at Beeston, Sandy – haulage yard sold to Fairview Homes



Jewson in St Peter's Road, Huntingdon

1999

Barford + Co celebrates its 25 year anniversary!

142/142 High Street, Huntingdon – Appointed to sell run down retail premises which were previously used as a picture gallery in a high profile position in Huntingdon High Street. Property sold and refurbished and converted to create the now popular Prima Restaurant.

Residential land at Fenstanton – Obtained planning permission for the development of a substantial residential scheme at The Headlands, Fenstanton for housing. Sold to Westbury Homes for its development.

St Germain Walk, Huntingdon – Following the completion of the town centre redevelopment by Churchmanor Estates, Barford + Co was appointed as joint agent in the letting of newly constructed retail units to Peacocks, MVC, Wilkinsons, Superdrug and other retailers.



Prima, High Street, Huntingdon



Barford + Co Team in celebrating their 25th anniversary in 1999



Westbury Scheme, Fenstanton



St Germain Walk, Huntingdon

2000 to 2005

2000

Hunts Post Huntingdonshire Business Awards –

Barford + Co sponsors
the Retailer of The Year
award for the first

time. Barford + Co is proud to continue to sponsor this event which truly celebrates and rewards local enterprise and success. Past winners include: E W Elphic of Huntingdon, Johnsons of Oldhurst, The George Hotel Buckden, Piggots Jewellers of St Ives, Harvey's Bridal Boutique, Anne Furbank of Buckden, Admiral Windows Alconbury.



2001

Former Priory Mall, Market Square, St Neots – Priory Mall was a development of shops located towards the western end of St Neots High Street. It opened in 1988 but by 1993, with the recession having seriously undermined the retail market, the Mall was largely empty. It lay vacant for several years. As the economy gained strength in the late 1990's, the theme pub sector emerged. Barford + Co advised the owners on the potential to acquire an adjoining shop which would in turn create the opportunity for a range of development options – in particular with the thriving leisure sector. Plans were put together demonstrating how the building

could be reconfigured to create a large pub. Discussions with Wizard Inns ensued and by mid 2001 conditional contracts for a new 25 year lease had been completed. The Priory public house opened in 2002.

Industrial land at St Peter's Road, Huntingdon – 3.6 acre site sold on behalf of GPS PE Pipe Systems to Wiisons Alloys. Now developed as Wickes DIY store.



Phil Halmshaw presents the Retailer of the Year Award to Harveys Bridal Boutique in 2012



Priory Public House, St Neots



Wickes, St Peter's Road, Huntingdon

2002

Land at Cherrytrees, Lower Stondon, Beds –

Obtained planning permission on behalf of Zwetsloots Ltd for the residential development of its 16.8 acre nursery site at Lower Stondon, Bedfordshire. Conducted marketing and secured a sale to Bovis Homes and Westbury Homes.

137 High Street, Huntingdon – This poorly configured and run down shop had been let for many years to the Warehouse Clearance Shop. The potential to convert the property to a theme bar was identified by Barford + Co and terms were agreed with Wizard Inns for a 25 year lease. The refurbishment and remodelling was completed in 2003 and the Cromwell pub opened later that year, producing an enhanced rental return.

Land at Hinchingsbrooke Park, Huntingdon –

Appointed by Cambridgeshire County Council in respect of sale of 20 acre residential site at Hinchingsbrooke Park, Huntingdon. Sold to at a record price for the area.



Cromwell Bar, High Street, Huntingdon



Cherry Trees, Lower Stondon one of two very significant residential land sales in 2002

2000 to 2005

2003

Land at Bury Road Industrial Estate, Ramsey –

Following the grant of planning permission for the residential development of this 4.5 acre industrial site, which was previously the railway station for Ramsey, Barford + Co was instructed by owners Premier Composites to market the site. The land was sold to Bloor Homes in 2003 and was developed in 2004/5.

12 Bridge Street, St Ives – Former Bryants Department Store – the Bryant family appointed Barford + Co to

handle the sale of its department store in Bridge Street, St Ives in 2003. The popular family run department store had decided to relocate to a smaller shop in The Waits. Despite interest from a number of pub and restaurant operators, the property was sold to Cambridge based Eaden Lilley who invested in the remodelling of the building. Locals were delighted with this outcome and Eaden Lilley opened their impressive new department store in time for Christmas 2003. The store became Townrow in 2009. Townrow is a Braintree based family department store founded in 1892.

Land and Buildings at The Lane, Wyboston, Beds –

Former abattoir site sold to Brookdale Care. Barford + Co successfully obtained planning permission on appeal for the development of a care home. The facility was developed and opened in 2005.



12 Bridge Street, St Ives as it was in 2003 (above) and 2014 (below)



2000 to 2005

2004

Residential land at Hinchingbrooke Park, Huntingdon

– Acting for Huntingdonshire District Council, Barford + Co concluded the sale of a 4.4 acre residential site to Barratt Homes. This became the company's Genesis development.



Huntingdon Model Laundry site, Ouse Walk, Huntingdon

– Town centre development site sold to Huntingdon Housing Partnership and Campbell Buchanan for high quality town centre housing.

Ramsey High Street – Former R Hyde department store sold for mixed use retail/residential redevelopment.

2005

Midland Road, Raunds – appointed by land owners to advise on land with medium term strategic potential for residential development. Negotiated terms of a Promoter's Agreement with Northampton based Barwood Land.

27 Ermine Street, Huntingdon – Edge of town depot/workshop sold to Gould Construction for high quality residential development.

Grand Cinema, Great Whyte, Ramsey – Appointed as planning and development consultant. Obtained in principle approval to redevelopment of cinema. Sold to Luminus Group in 2007 and subsequently developed as Ramsey library with associated housing.



Ramsey Library, on the Grand Cinema site



Redevelopment at Ouse Walk, Huntingdon



The Former Grand Cinema in Ramsey

2006 to 2010



The Old Falcon, Market Square, St Neots



Cromwell Road, St Neots

2006

Grant Hall and James Hall, St Ives Business Park – Newly constructed office buildings, developed to a superb specification, raising the bar for office accommodation in the Huntingdonshire area. Grant Hall was let to local property services group Partners In Property. James Hall followed a year or so later with lettings to Dansac, Campbell Buchanan and Selex.

The Old Falcon, Market Square, St Neots – Acting on behalf of Charles Wells, Barford + Co sold the Old Falcon Hotel in St Neots Market Square. The owners ambitious plans for the property unfortunately did not come to fruition and the building is being remarketed by Barford + Co.

Former Collins and Aikman Car Plant, Cromwell Road, St Neots – Industrial break-up opportunity. Stapleford Commercials purchased the former Collins and Aikman car plant at Cromwell Road. Barford + Co was appointed as development adviser to the company. By demolishing inappropriate buildings and structures, the overall site was rationalised and three large self-contained industrial units created. Following completion of the remodelling and break up exercise, lettings were concluded to Cambridgeshire County Council for a new Household Waste Centre for St Neots (Plant 3 - 56,000 sq ft) and St Neots Packaging (Plant 1) (44,000 sq ft) leaving our client with a handsome return on its investment. Plant 2 (circa 46,000 sq ft) was then sold to P T Holdings.



James Hall, St Ives Business Park

2007

Former Bus Depot, Stukeley Road, Huntingdon – Obtained planning permission for redevelopment of former Huntingdon and District Bus Depot at Stukeley Road. Following the submission of a planning application by Barford + Co planning permission was granted for a high density residential scheme. The site was sold to Camvil Developments Ltd.

Kings Hall, St Ives Business Park – sale of investment – 16,000 sq ft office building, let in parts, producing an income of £214,000 pa. Sale concluded following competitive bidding.



Kings Hall, St Ives Business Park



Former Bus Depot, Stukeley Road, Huntingdon



Huntingdonshire Regional College – Proposals for new campuses – Acting on instructions from Huntingdonshire Regional College, Barford + Co was commissioned in 2007 to secure planning permission for its ambitious plans for new campuses at St Neots and Huntingdon. Detailed planning permissions were negotiated for both sites and the residential development of the existing campuses.

2006 to 2010

2008

Land at Stratton Business Park, Biggleswade –

Acting on behalf of Jordans Cereals, Barford + Co negotiated the acquisition of a large industrial site at Stratton Business Park, Biggleswade for the development of a new distribution facility. The acquisition was subject to the grant of planning permission for new warehouse for which Barford + Co obtained detailed permission in 2005. The development was completed in 2008.

Brook House, Brook Street, St Neots – Impressive period offices located in St Neots Town Centre to Care Solutions Ltd.

Middlefield Industrial Estate, Sandy – Barford + Co represented various, mainly local occupiers in ground lease rent reviews, following the sale of the freehold reversion by Mid Bedfordshire Council to Wrenbridge Land. Barford + Co successfully defended its client's position both by negotiation and at arbitration hearings.



Brook House, St Neots



Jordans Distribution Centre, Stratton Business Park, Biggleswade



Middlefield Industrial Estate, Sandy

2009

Land at Station Road, Gamlingay –

Submitted a planning application for the development of a 10 acre site on behalf of owners, Merton College Oxford. Negotiated terms of a complex S106 agreement which resulted in the grant of a valuable residential permission on 7 acres of the site in return for the owners agreeing to provide land elsewhere in the village and make financial contributions to the construction of a range of community facilities. Planning permission was eventually granted in 2011.

Land and Premises at St Peter's Road, Huntingdon –

Barford + Co's professional department was appointed by the Wilson Retirement Fund to manage the fund's extensive property holdings in St Peter's Road and Windover Road, Huntingdon.

Sandy – Middlefield Industrial Estate

– Barford + Co's planning department secured the allocation of a significant 25 acre site for commercial development to the north of the existing Middlefield Estate at Sandy;



Plans for land at Station Road, Gamlingay

2006 to 2010



Enterprise House, Little Paxton

2010

Enterprise House, Little Paxton, St Neots – Enterprise House, a 20 year old office building, and in need of modernisation and upgrading became available in 2010. Barford + Co introduced the property to Endurance Estates who produced plans for the refurbishment of the building. Concurrently negotiations were conducted with Mass Consultants, a locally based company which had outgrown its existing premises and had a requirement for new office accommodation. Terms for a sale of the property to Mass were agreed and contracts were exchanged. Endurance completed the refurbishment in 2011 and handed over a gleaming refurbished office building to Mass. The availability of

the property and the Mass requirement led to a back to back sale opportunity. This is a good example of local market intelligence and agency awareness being the critical factor in achieving a successful outcome for developer and occupier alike.

Factory at Cromwell Road, St Neots – Secured a reduction in the rateable value of over £30,000 of industrial premises at Cromwell Road on behalf of St Neots Packaging.

Huntingdon Road, Upwood Nr Ramsey – Sale of former builders yard for residential development. Sold to Amesview Developments for attractive cul-de-sac scheme. Barford + Co obtained planning permission for the redevelopment of the site.



Residential development at Upwood, Nr Ramsey

2011

Land at Phoenix Business Park, St Neots – Won planning appeal for development of a care home and day centre on behalf of Brookdale Care.

Hill Road, Biggleswade – Sale of former County Tyres depot and garage to Whitfield Group for redevelopment an impressive residential complex alongside River Ivel at gateway to Biggleswade.

Jordans Mill, Broom Near Biggleswade – Barford + Co was appointed as planning consultant by Jordans Cereals. The brief was to secure planning permission at Holme Mills, South Hill Road. The objective was to create a visitor attraction providing tourists and students with a thorough grounding in the art and science of milling and other food technologies plus the applied science behind ecological sustainability. Barford + Co obtained planning permission and the centre opened in the spring of 2013.



Riverside Flats ... Hill Road, Biggleswade



Successful care home appeal ... Phoenix Park, St Neots



Jordans Mill, Broom

2011 to 2014

2012

Land at Station Road, Gamlingay – Land for which Barford + Co obtained planning permission in 2011 was sold to Kier Homes. Now being developed as the company's Millbrook Meadows scheme.

Sunderland Road, Sandy – Acting on behalf of London based Chancery Gate, planning permission was obtained, against the odds, for the redevelopment of an obsolete industrial complex set on a 5 acre site. Permission was granted for a high density scheme. Sale was concluded in July 2012.



Millbrook Meadows – CGI of Kier Homes development at Station Road, Gamlingay

Stonely Grange, Stonely Nr Kimbolton – Barford + Co was instructed by the owners of Stonely Grange, near Kimbolton in 2012, to find a purchaser for the impressive period property which had fallen into a state of disrepair. The property had been converted into 12 flats but the cost of maintenance had eroded the rental income. After establishing the potential for adding value by extensions and alterations to the buildings, the marketing of the property generated significant interest. Competitive upward bidding led to an exceptional price being generated.



Stonely Grange, Nr Kimbolton

2013

The Old Post Office and George Hall, Huntingdon –

The historic buildings at George Street, which had lain vacant for more than ten years, were sold by Barford + Co to national pub operator, JD Wetherspoon.



Lidl – Stukeley Road, Huntingdon –

Following the granting of planning permission on appeal, Lidl completes its acquisition of the former Alda Motors site and the adjoining site to the north.

Barford + Co was instrumental in

brokering the deals between the landowners and Lidl. A further boost to Huntingdon's changing retail landscape.

Rowley Arts Centre, St Neots –

Barford + Co is part of the development team and joint agent for Turnstone Estates on the Rowley Arts Centre, an exciting town centre scheme where a six screen Cineworld Cinema and four restaurants will open in May 2014. This development will bring more people into the town centre and will be a particular boost to the town's night time economy. With another 4000 homes planned for the town over the next 10 years and with further spend coming in from Cambourne, the future for St Neots look bright.



Land at George Street, Huntingdon – Planning permission is finally granted for the Sainsbury's proposals at George Street.



The Old Post and George Hall (left) is set to become a Wetherspoons pub



An artist's impression of Turnstone Estate's Rowley Arts Centre development in St Neots

2011 to 2014



Sainsbury's are moving to George Street, Huntingdon

2014

Land at George Street, Huntingdon – Sainsbury's development finally looks set to commence. The long awaited sale of land at George Street, Huntingdon to Sainsburys was completed on 28th March.

Land at Mill Road, Cambridge – 1.5 acre site sold on behalf of the Co-operative Group to major London based contractor and developer McLaren. The company reveals its proposals to develop a scheme of student housing – 324 bedrooms with associated common kitchen and other facilities.

Inside Track Site, Great North Road, St Neots – Acting on behalf of national logistics company DHL, Barford + Co has completed the sale in the early part of 2014 of the former Inside Track premises at Eaton Ford, St Neots. Having obtained outline planning permission for a scheme of approximately 50 dwellings in 2013, the property was marketed with the benefit of that permission. The response

to the marketing was strong and following detailed negotiations with the three preferred bidders, terms were agreed with local based house builder Campbell Buchanan in late February 2014. The sale was concluded within 20 working days and Campbell Buchanan intends to commence its scheme of development in the summer.



324 bedrooms of student accommodation will be built in Mill Road, Cambridge

30 Acre Site Secured on behalf of GPS PE Pipe Systems – In one of the largest land transactions in the Huntingdonshire area for some considerable time, Barford + Co has acted for GPS PE Pipe Systems in the acquisition of 30 acres of commercial land at Warboys Airfield Industrial Estate.



Biggleswade Road, Potton

Residential Site – Biggleswade Road, Potton – Following promotion through the Local Plan, Barford + Co has secured approval for the development of 150 houses and 2.5 acres of commercial land. Marketing of the site is to commence in Spring 2014.

Mosaic House, Eaton Socon, St Neots – 2014 started brightly with the sale of Mosaic House, a 9,000 sq ft industrial building with high quality offices. The price achieved suggests that values are close to the market peak of 2007.



Mosaic House

2011 to 2014

STOP PRESS!

Houghton Grange, St Ives – Within the last few days, Barford + Co has announced another coup with its appointment by the Government's Biological and Biotechnology Sciences Research Council as agent to market the former Poultry Research Establishment site at Houghton Grange near St Ives. The site has planning permission, secured by Barford + Co, for around 100 high quality homes in a superb elevated position overlooking the Great Ouse valley. Barford + Co's appointment followed a rigorous selection and tender process in which competition from many high profile national and regional residential land specialists and agents was fought off.

Harrison Way, St Ives – Planning permission was granted for a new Morrisons foodstore on 7th April 2014. Barford + Co has been development consultant and agent for the landowners for over 25 years, and we were instrumental in attracting Morrisons to the last phase of the St Ives Business Park site.



Proposed Morrisons, St Ives



Houghton Grange, St Ives

BARFORD+CO – ABOUT US



DAVID BARFORD David was elected a Fellow of the Royal Institution of Chartered Surveyors in 1981. Although no longer part of the management of the business, David is a consultant and continues to provide support to Barford+Co.

David enjoys his holiday home in the New Forest and remains a keen jogger and cyclist.



MARTIN PAGE (Dip. Environmental Planning) joined the partnership in 1988 to help develop a professional planning service. Prior to this Martin had gained experience as a planning officer at Hertfordshire County Council. In

1987 he became a certified Member of the Royal Town Planning Institute (MRTPI). Martin is Director responsible for overseeing the wide range of planning work undertaken by the company.

Martin enjoys the odd round of golf and is a keen biker. He particularly relishes the adrenalin rush which comes from haring around the narrow lanes of the Isle of Man on his annual trip to the TT races.



In response to the company's growing professional workload **SHEILA SMYTH** (BSc (Hons) Estate Management) joined the company in 1991. In 1993 Sheila qualified as a Professional Associate of the RICS and became an Associate Partner with Barfords in 1997. In 1999 she was promoted to Partner. Sheila is the Director responsible for the Professional Services Department which includes all valuation, rent review and lease renewal, rating, and property management work.

Sheila spends much of her spare time with her family and on their farm with Bertie the Labrador and the growing herd of Lincoln Red cows.



PHIL HALMSLAW (BSc (Hons) Urban Estate Management) joined the company in 1993 as an Associate Partner. Prior to this Phil had worked for the Peterborough Development Corporation and after qualifying as a Chartered Surveyor in 1986 he took up the position of Development Surveyor in London with Hyperion Properties plc. Phil is the Director responsible for Agency and Development and specialises in providing advice on residential and commercial development opportunities, joint ventures conditional contracts, option agreements and overage arrangements.

Phil enjoys a range of sporting interests including table tennis (at which he represented Yorkshire), squash and football. He remains a dedicated follower of Bradford City. Weekends are often spent on the River Nene on his boat Scorpion or hiking around the Nene Valley with family and pet Labrador Gem.



In 2008 **FELICITY PADDICK** joined the company as an assistant in the agency department. Felicity has now progressed and is now in the final year of her RICS and Estate Management degree and is underway with her RICS qualification.

Alongside Felicity's sterling efforts at Barfords, she keeps herself well occupied with a veritable menagerie of 22 horses, 9 dogs and numerous chickens on the family farm in Cambridgeshire. Congratulations to Felicity on her marriage to Ben in 2013.



In 2009 **MARTIN OLLEY** (BSc General Practice Surveying) joined the company as a Senior Surveyor in the professional department. Martin qualified as a Chartered Surveyor in 1996 and gained a broad range of experience in both residential and commercial general practice surveying before moving to London to become an Associate in the property management department of E A Shaw Chartered

Surveyors, in Covent Garden. Within the company Martin works in both commercial property management and landlord and tenant matters. Martin was made an Associate Director in 2011.

Martin is a keen sportsman, particularly on the cricket field. Now a member at Lords, Martin played first class county cricket for Northants and Middlesex. He is also a Spurs fan and keen cyclist and biker and spends many weekends on the country roads of Hertfordshire.



In 2011 **HOWARD WESTGATE** (B.Sc. (Hons) Estate Management) joined the company as a commercial agent and surveyor. Prior to joining, Howard gained considerable experience and developed expertise in all areas of commercial property in the Cambridge area. In 2012 Howard was made an Associate Director.

Howard is a keen fisherman and an American car enthusiast. He is once again the proud owner of a red 1975 Corvette Stingray, having lost his last one to the 'unfortunate' equation of wet road, sharp corner and inappropriately positioned crash barrier!



In 2012 **WILLIAM ALLWOOD** (BA (Hons) Town Planning Studies) joined the company's planning team. William started his planning career in Huntingdon District Council and has over 25 years of planning experience behind him having worked in both the public and private sectors. In 1996 William became a certified Member of the Royal Town Planning Institute (MRTPI).

William is a Planning Aid Volunteer, giving free assistance to charities and not for profit organisations. In his spare time, William is a keen Arsenal fan.

BARFORD+CO – OUR SERVICES

AGENCY SALE AND LETTING OF COMMERCIAL PREMISES • SALE OF COMMERCIAL LAND • SALE OF RESIDENTIAL LAND AND BUILDING PLOTS • ACQUISITION OF COMMERCIAL PREMISES AND LAND • MARKET ANALYSIS AND REPORTS • DEVELOPMENT ADVICE AND CONSULTANCY • RESIDUAL SITE VALUATIONS AND APPRAISALS • OPTION AGREEMENTS AND CONDITIONAL CONTRACTS

PROFESSIONAL VALUATIONS • RENT REVIEWS • LEASE RENEWALS • BUSINESS RATE ASSESSMENTS AND APPEALS • SCHEDULES OF DILAPIDATION AND CONDITION • ARBITRATION/EXPERT WITNESS CASES • PROPERTY MANAGEMENT • SERVICE CHARGE ADMINISTRATION AND COLLECTION

PLANNING PLANNING APPLICATIONS AND APPEALS • SITE APPRAISALS • PLANNING ACCESS AND DESIGN STATEMENTS • LOCAL PLAN REPRESENTATIONS • NEGOTIATION OF SECTION 106 AGREEMENTS • CERTIFICATES OF LAWFUL USE AND DEVELOPMENT • STRATEGIC LAND PROMOTION • PROJECT TEAM CO-ORDINATION



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