



Development Management
and Consultancy



Name **David van der Lande**

Qualifications **BSc (Hons) Estate Management**

MRICS

RICS Registered Valuer

Current Position **Director**

KEY SKILLS

- Development Strategy and Advice
- Planning Strategy
- Funding Strategies
- Corporate Strategy
- Structuring Public/ Private Partnerships
- Site Assembly Strategies
- Development Appraisals
- Development Agreements

EXPERIENCE

David van der Lande acts for and advises, private sector development boards and councils on delivering development throughout the UK across a range of uses and at different scales from major regeneration and new build schemes to smaller more complex schemes. David has advised on and delivered development that generates sustainable commercial returns that deliver social, economic and environmental benefits for occupiers, neighbours and communities.

As Director of Delivery at Icen Projects, a multi disciplinary planning and development advisory business, his role is assessing viability and negotiating implementable consents for residential led, mixed use and mixed tenure development. He heads up the national team advising clients through offices in London, Manchester, Edinburgh and Glasgow.

He is also a Strategic Director for Go-Modular Technologies, which manufactures and installs modular homes in the UK and has a detailed understanding of how off-site manufacturing can accelerate construction and deliver significant cost savings to projects.

He formed Town Centre Regeneration in 2009 and was embedded in a number of client businesses and council departments to assess and manage delivery of development for a number of major schemes, while also offering consulting services in viability, planning and compulsory purchase. Prior to TCR David was Development Director at DTZ, where he advised on mixed use, residential and retail led schemes throughout the UK.

As a Partner at Donaldsons, he was active in setting up the Planning and Compensation Division, growing it from 4 to 18 people. He led the Compulsory Purchase and Regeneration Team, advising private and public sector clients on 17 town and city centre regeneration schemes at the time of its merger with DTZ in 2007.

He has had significant experience in assessing the commercial imperatives, securing sites and negotiating planning consents, delivering residential led and mixed use development from large schemes (1,000+ units) to infill schemes (airspace and small site schemes). He has formed and managed a special projects team which delivered 1,200 planning applications within a 12 month period, 25% of which were for listed buildings for a major high street bank.

In the 12 months to Spring 2020, David has been critical to the delivery of viable planning consents for some 1,700 homes across multiple sites, set out and implemented a land acquisition strategy for a major employment site and set out funding strategies for a number of sites.

He advises on public/private and public/public agreements needed to deliver schemes, negotiating planning obligations, commercial agreements, land value equalisation agreements and compulsory purchase agreements.

He has specialist knowledge in the implementation of site assembly strategies, including the sensitivities of estate renewal programmes, with the use and execution of compulsory purchase powers from strategic use of powers to the negotiation of compensation.

David has a track record in presenting development issues, including a private briefing to the Chancellor of the Exchequer, presenting to MP's, Chief Executives, Councils, private sector boards and senior management. He has extensive and high level industry contacts across multiple organisations that deliver a range of opportunities and insights into delivering development.

David assesses public and private sector risks to secure development, grounded in a practical understanding of financial imperatives, policy guidance and development control parameters. He has commissioned and carried out stakeholder and public consultation exercises and has also appeared at multiple Public Inquiries as an expert witness.

As well as forming and leading project teams, he has procured and managed external consultant teams on behalf of the public and private sectors for delivery of strategies and regeneration projects.

Public sector clients have included Melton Mowbray, London Boroughs of Lewisham and Barnet, the City and County of Swansea, Medway, Dartford, Bath and North East Somerset and Leicester City Council. David has also advised Councils, sub regional and regional bodies, in securing funding from HM Treasury, MHCLG and Homes England.

He has advised a number of major developers including Weston Homes, Metropolitan Housing, Hammerson UK, Crest Nicholson, St Modwen, Greystar, Dominus and Land Securities.

EMPLOYMENT HISTORY

I2 Development Management – August 2020 to Present – Director, Delivery

Iceni Projects – 2016 to August 20120 – Director, Delivery

Go-modular Technologies (UK) Ltd – 2018 to Present - Strategic Director

Town Centre Regeneration Ltd - 2009 to Present – Director

DTZ 2007 - 2009 - Director, Retail Development

Donaldsons LLP 1999 – 2007 - Partner, Regeneration and Head Compulsory Purchase

GL Hearn & Partners 1996 - 1999 - Planning and Compensation, London

INTERESTS

Married, two children.

David has been on the Executive Board of a national medical charity and a Trustee of a national built environment and training charity.

David sits on the Urban Development Committee of Revo and the Local Authority Advisory Group for Revo. He co-authored the Regeneration Route Map.

He regularly presents at public events and publishes opinion pieces related to development.

He is involved in Charity Fund Raising for Cystic Fibrosis, cycling, squash, Rugby (now watching, rather than playing!), structural gardening and skiing.

SAMPLE PROJECTS (LARGE SCHEMES)

Anglia Square, Norwich – Client: Weston Homes and Columbia Threadneedle. Viability and funding assessment for 1,250 unit residential led mixed use development of edge of centre delivering active commercial uses including 11,350 sq m hotel, 1,150 sq m ground floor flexible commercial floorspace, 3,400 sq m cinema, 1,300 sq m place of worship, 9,850 sq m ground floor flexible retail, services, food and drink, office, non-residential institution and other floorspace, 940 car parking spaces.

Role:

- Lead on Viability Strategy
- Led negotiations with key stakeholders (Norwich City Council, District Valuer, Homes England)

The Wheat Quarter, Welwyn Garden City – Client: The Wheat Quarter, ZM Land and Capital and Metropolitan Housing. Enhancing a consented scheme from 850 units to 1,340 units with 31% affordable, 995 sq m of health and community use, 883 sq m office and 590 sq m of retail. Retention and reuse listed, 1920's, windowless 40m grain silos to provide c.5,860 sq m commercial space including an International Art Centre, Day Nursery and flexible commercial and leisure space.

Role:

- Lead on Viability Strategy
- Led on viability negotiations with Local Planning Authority in respect of planning obligations

Melton Mowbray Borough Council – Client: Melton Mowbray Borough Council, Advising on delivery of two strategies:

A: Town centre sites strategy – (9 town centre sites)

B: Advice on the setting up and implementation of a Manufacturing Zone (3 locations).

Role:

- Assessing development potential and content of multiple sites
- Determining strategic use of sites to deliver social, environment and economic benefits
- Presenting to Senior Officer Team
- Presenting to Leadership Team
- Presenting to Cabinet
- Setting out delivery mechanisms

Gravity, Puriton, Somerset. – Client: This is Gravity Ltd. Land Assembly Strategy and Commercial advice. 253 ha (625 acre) former Ordnance factory. Targeting delivery of 4,400 jobs and £125m of business rates income.

Role:

- Commercial terms of S106 Agreement
- Land Assembly Strategy
- Implementation and use of Compulsory Purchase
- Property Cost Estimate
- Negotiation and settlement of claims

Richmond Centre, Londonderry – Client: Vixcroft - redevelopment and refurbishment of the Richmond Centre. Securing funding, development management and reporting to funder against programme. Delivered to programme and budget.

Role:

- Preparation and presentation to investment boards and funders
- Tendered, Procured and Managed consultant team
- Development Management of works
- Reporting to Board

Belfast, Victoria Square – Client: Multi Development UK; Public Sector Partner: Department for Social Development. £400m, 75,000 sq m retail, leisure and residential city centre development, largest in Northern Ireland

Role:

- Negotiation and settlement of Compulsory Purchase compensation claims on behalf of Department for Social Development (DSD) and developer.
- Reporting to DSD Board.

Bath, Western Riverside – Client: Bath and North East Somerset Council. Private Sector Partner: Crest Nicholson: £250m 2,000 homes in central Bath

- Liaise and present to Senior Directors Group, full Council and external stakeholders on delivery of largest housing scheme in West of England
- Delivery of site assembly strategy
- Negotiation of public/private partnership delivery options
- Liaison and negotiation with Homes England to secure grant funding
- Assessment of development appraisals
- Introduction of decision making matrix for B&NES to secure interdepartmental support and agreement to planning obligations.
- Negotiation of developer's S106 planning contributions

Leicester, Highcross Quarter – Client: Hammerson plc; Public Sector Partner: Leicester City Council £450m, 70,000 sq m mixed use retail, leisure and residential city centre development

- Strategic advice with between developer and LPA
- Lead on the site assembly and compulsory purchase strategy and process
- Exemplar project: fastest delivery of scheme of this size in UK
- Site assembly of 125 interests completed on scheme opening
- No outstanding unsettled claims on date of scheme opening
- Site assembly delivered without dispute and within budget

Bath Economic Regeneration Delivery Plan – Client: Bath and North East Somerset Council. 46 ha, multiple site, regeneration strategy for Bath City Centre and Twerton Riverside.

- Tendered, Procured and managed external consultant teams to secure evidence and delivery of reports
- Managed internal and external consultation and workshops
- Delivered strategic advice on infrastructure delivery options
- Delivered strategic advice on a suite of supporting policy documents to encourage development in the city centre
- Delivered strategic advice and presented to senior directors on Bath Enterprise Area (98 ha) including City of Ideas
- Prepared and presented concept papers to Cabinet and Stakeholder groups (URP)

Stoke-on-Trent, City Sentral – Client: Realis Estates (SOT) Ltd: Public Sector Partner: Stoke-on-Trent City Council. £230m, 65,000 sq m of retail, leisure and bus station on a 6.8 ha city centre site

- Negotiation of Development Agreement
- Led tripartite negotiations Realis, Stoke-on-Trent City Council and 8 Bus operators on multiple Bus Station Agreements to secure relocation of existing Bus Station and redevelopment of the new Bus Station.
- Led negotiation of commercial terms for planning obligation agreement and managed legal and planning input
- Lead on Site Assembly and compulsory purchase strategy
- Leading on Site Assembly negotiations
- Managed monthly and quarterly reviews with senior officer team, Chief Executive and Cabinet members

Leicester, New Business Quarter – Client: Leicester Regeneration Company. Master Plan a new Business Quarter Plan for 45,000 sq m offices and station links

- Strategic Advice on delivery options and design
- Site Assembly strategy
- Strategic advice for the delivery of a Master Plan vision for the creation of a new business district for the city

Lewisham, Catford Town Centre – Client London Borough of Lewisham. Issues and Options Report

- Delivery of strategic advice on development of three town centre sites
- Re-provision of 276 social rented homes, council offices and enhancement of town centre retail offer.

Barnet, Grahame Park (3,000 homes), West Hendon (2,000 homes), Stonegrove and Spur Road (603 homes) – Client: London Borough of Barnet; Private Sector partners: Multiple commercial developers and RSIs

- Strategic development advice and negotiation of Development agreement terms,
- Specialist site assembly and compulsory purchase advice
- Financial modelling analysis of developer and partner proposals

Barnet, Mill Hill Barracks – Client: Land owner consortium (St Modwen, Annington Homes, Ministry of Defence and London Borough of Barnet). Mill Hill East Area Action Plan for 48 ha site for 2,000 homes

- Negotiation and strategic advice to Land Owner Group
- Land value equalisation and implementation mechanisms and financial structure
- Compulsory Purchase and land Assembly Strategy

Dartford Town Centre – Client Group: Dartford Borough Council, Kent CC and SEEDA. Master Plan for Town Centre

- Led consultant multi disciplinary team in drawing up a masterplan for the town centre
- Leading inputs on commercial and property markets research
- Running commercial appraisals,
- carrying out public consultation,
- Defining public sector outputs
- Advice on Section 106 contributions and preparing the draft Area Action Plan.

Rochester Riverside, Medway – Client: SEEDA and Medway Council. Creation of 32 ha brownfield development site for 2,000 home, mixed use development

- Commercial and property advice for master plan
- Commercial and financial appraisal and presentation to DCLG
- Appraised and presented Medway Council case to CPRG which secured £38 million grant to acquire interests and create developable platform.

SAMPLE PROJECTS (SMALL SCHEMES)

West Hertfordshire Sports Club, Harrow – Client: West Hertfordshire Sports Club and Gada Properties. Watford Borough Council. Improvements to WHSC through delivery of 23 one and two bed flats (100% private) on protected open space.

- Viability
- Development Consultancy
- Commercial agreement terms (WHSC/Gada/Council)

Consent secured and Council agreement following a number of failed planning and commercial agreements while also avoiding a planning appeal.

Hentucks Farm, Chalfont St Giles, Buckinghamshire – Client: Millbank Land and Maven Planning. Chiltern/South Buckinghamshire District Councils – erection of three detached dwellings in Chilterns Area of Outstanding Natural Beauty and metropolitan Green Belt.

- Viability Strategy in relation to agricultural uses and alternative uses
- Multiple scenario testing
- Development Consultancy advice
- Appeal via written representations

Secured consent on planned for appeal for residential dwellings following four failed planning applications for residential change of use.

Great Missenden, Chiltern – Client: PGMI (Great Missenden) Ltd. Chiltern District Council – demolition of existing employment buildings and houses, conversion of listed building to build 25 Houses and 5 flats on land to rear of Red Lion, High Street Great Missenden won on appeal

- Viability Strategy
- Development consultancy advice
- Appeal via formal hearing
- Expert Witness

Secured consent on appeal with no affordable and avoidance of viability review. Key outstanding viability issue, along with heritage and transport issues, at appeal was council's desired use of a Viability Review mechanism in any consented scheme.

Wych Elm, Harlow – Client: Prisma. Harlow District Council - demolition of existing retail units and construction of 122 residential units and 763 sq m mixed retail ground floor.

- Viability Strategy
- Development consultancy advice

Secured consent on appeal with no 12% affordable and contributions less than £177,000 and avoidance of viability review.

Wych Elm, Harlow – Client: Prisma. Harlow District Council - demolition of existing retail units and construction of 102 residential units and 780 sq m mixed retail ground floor.

- Viability Strategy
- Development consultancy advice

Secured consent on appeal with no affordable and contributions less than £177,000 and avoidance of viability review.

Kenton Lane, Harrow – Client: Gada Properties. Partial Demolition of first floor retail back of house to build 26 flats over existing trading Tesco and an additional 3 affordable units on neighbouring Local Authority land.

- Viability
- Development consultancy advice
- Strategy to structure Tripartite Planning/Housing Authority/Developer agreement

Secured consent for scheme delivering 10% affordable housing on neighbouring Local Authority land.

Filbert Street, Leicester – Client: Winfox Ltd Leicester City Council on former Leicester Stadium site - 361 apartments (class c3) (131 x studios, 50 x 1 bed, 84 x 2 bed, 49 x 3 bed, 36 x 4 bed and 11 x 5 bed); commercial unit (classes a1, a2 or a3).

- Planning Viability
- Development Advice

Viability advice to create a flexible form of student/live work units and demonstrating the scheme was unable to support affordable housing.

Transport related Case Studies

Corringham Station – proposed addition of new station with potential development values to existing line on behalf of Savills Investment Management

Stoke on Trent Bus Station – Development consultancy advice to Realis Estates and City of Stoke on Trent in respect of the relocation of the City centre bus station, including negotiations with bus operators and SoTCC transport team.

Telford and Wrekin Station – assessment of potential commercialisation and improvement of rail station to serve Telford town centre on behalf of University Superannuation Scheme.

East Croydon Station – assessment of potential development for the delivery of additional platform and pedestrian access for East Croydon Station as part of a master planned site at East Croydon for Arrowcroft Plc

WH Smith, Kings Cross Station – Advising WH Smith in respect of compulsory acquisition of store as part of station reconfiguration.

Intu Merryhill – Advising shopping centre owners on impact of proposed station in respect of proposed light rapid transit stop at Merryhill on behalf of Intu

Leicester Station – Assessment of potential commercialisation and reconfiguration of station as part of New Business Quarter proposals adjoining Leicester Mainline Station on behalf of Leicester Urban Development Company

High Speed 1, Channel Tunnel – Land acquisition for route and tunnels for channel tunnel rail link and acquisition of sub soil interest