



STOFORD

UNLOCKING YOUR LAND VALUE
THE STOFORD WAY

ABOUT US

OUR TRACK RECORD SPEAKS FOR ITSELF

Stoford, one of the UK's leading property specialists, is a privately owned company with all the shareholders fully employed by the business. It was founded in 1996 to focus on occupier led pre-let commercial property developments in the Midlands.

Since then, the company has grown significantly and has completed commercial developments totalling over 14 million sq ft with a value of over £1 billion across a diverse range of sectors throughout the UK. Our portfolio includes industrial and distribution warehousing sites, production plants, business parks, offices, retail schemes and hotels.

We have a successful track record of major development and regeneration projects and enjoy a close working relationship with many city and town councils, planning authorities, local enterprise partnerships, landowners and joint venture partners.

We are proud to have developed for some of the UK's largest occupiers and financial institutions including The Range, ERA Home Securities, Severn Trent Water, Npower, Admiral Insurance, Tesco, The Co-operative, Poundland, Vax, Standard Life, LaSalle Investment Management, Logicor, BlackRock, Mountpark and GE, together with Government Departments such as HMRC, DSA, DEFRA and The Home Office.

Our innovative approach to site and contract procurement ensures that we are highly competitive and able to deliver a quality project on time and to budget.

Over the past few years we have had some significant success and most recently won the IAS Awards 2020 'Deal of the Year'. We have also received EG Awards 2019 – Developer of the Year – Highly Commended and made it as a finalist at both the Property Awards 2018 for 'Developer of the Year' and EG Awards 2018 for 'Industrial / Retail Company of the Year 2018'. We also previously won the Estates Gazette Midlands 'Property Developer of the Year' award for three consecutive years.

UNLOCKING YOUR LAND VALUE THE STOFORD WAY

Stoford understand that your land is an important asset, and we will work with you to develop a bespoke strategy that will maximise its value.

The planning process is complex, requiring a focused approach, detailed technical knowledge and information to be prepared and used to either secure planning permission or to secure an allocation within a Development Plan. Stoford specialises in the promotion and delivery of land.

We have a strong track record of delivering land for employment uses, from offices to logistics warehouses, in addition to hotels and other mixed use schemes. We also secure land for residential development, on both greenfield and brownfield sites, which we will then sell onto housebuilders for the delivery of new homes.

If you have land that you would like to discuss the development potential of, please get in touch with the team at contactland@stoford.com

WHY WORK WITH STOFORD?

Stoford are committed to delivery, and we will therefore work collaboratively with landowners to bring forward land to the market with planning consent for commercial or residential development.

We will guide you through each stage, as outlined on the illustration on the next page. As a landowner, you can be involved in the process as much or as little as you wish and we establish this with you at the outset through an agreement. We work closely with landowners, ensuring that there is a key point of contact within Stoford, with access to our development, planning and construction team.

Contact us for a no obligation discussion and see if we can help you unlock the value of your land.



01. SITE STRATEGY

From the outset of all projects, an individual planning promotion strategy is agreed with landowners which then forms the basis of the promotion and development agreement. Where land is not allocated for development it is almost always recommended that the land should be promoted through the Local Authority's Development Plan process, seeking an allocation for the proposed development.

Typically 5 to 10 year promotion periods are required to secure an allocation. If a site is allocated we recommend that an outline planning application is submitted to establish the land's full development potential and to understand the issues and costs associated with it's delivery. Planning applications usually require 12 - 18 months to prepare and secure.



02. THE TEAM

Stoford's highly skilled in-house team will assemble the numerous professional consultants and advisors required to progress with the agreed planning promotion and development strategies.



03. TECHNICAL AND ENVIRONMENTAL CHALLENGES

All of the Stoford project team contribute to the technical and environmental challenges of delivering a scheme. We draw upon our extensive land, planning, development and construction experience to devise innovative solutions to the challenges encountered. Our goal is to maximise value and minimise cost whilst always being mindful of our agreed objectives.



04. LOCAL AUTHORITY ENGAGEMENT

We have an excellent track record of working with council leaders, local planning authorities and other public sector consultees. Many of these organisations have experience of our past successes and our ability to address their requirements but importantly to attract new businesses and investment to an area.



07. PLANNING APPLICATION

Stoford are known for delivery planning and development land.

On your behalf we manage the entire planning application process effectively with a view to obtaining planning permission on the best terms possible.



06. DEVELOPMENT PLAN PROMOTION

It is a combination of the earlier stages of investigation and engagement that inform us of the most effective steps to be taken in promoting the land. There are frequent opportunities to continue to engage with a Local Authority to position the land as positively as possible. From our experience thoroughly promoting the land provides the best chances of securing an allocation.



05. STAKEHOLDER AND COMMUNITY ENGAGEMENT

When land is being promoted or subject to a planning application, it is essential to consult with the local community, and also with organisations who will, in time, comment on a planning application before it is determined. It is important to fully engage with these organisations as early as possible to understand any issues or concerns and to positively address them in the planning process.



08. DISPOSAL STRATEGY

Following the award of planning permission the agreed disposal options are implemented whether it is an early sale to market, procurement of infrastructure and/or joint development.



09. LANDOWNER PAYMENTS

As part of the disposal options landowners are able to sell their land but are also offered the potential to share in development profits.

STOFORD

OVER 100
UNLOCKED SITES IN UK SINCE 1996

