



## **“LET THE DEVELOPER BE THE SOLUTION NOT THE PROBLEM”**

*Martyn Cartwright, Director, Barberry Group explains how they, as a developer, can be central to a smooth and cost efficient relocation.*

Our philosophy of flexibility is of great value to our clients. Our development skills and robust equity base helps exploit any existing property asset values and any alternative use values as part of relocation as well as bridge the practicalities of the transfer of estate interests.

To this end we have created many successful partnership, joint venture or structured profit participation arrangements in order that occupiers and tenants do not miss any potential to financially benefit from their relocation.

Forward planning is critical. We work to co-ordinate a seamless process throughout. This enables businesses to concentrate on trading rather than moving.

Critically, we have a patient approach in dealing with residual property liability or the acquisition of new premises. We seek to optimize property market conditions for clients rather than them being railroaded into tenant/occupier business timescales which may not coincide with a good market.

For example, by acquiring the freehold of No 1 Colmore Row we enabled Ernst & Young to continue in occupation of the premises for two years while construction and fit out of their new offices at No 1 Colmore Square was completed. As a result the relocation was free from any onerous liability being left in their existing premises as we cancelled the lease.

Space planning is also part of our management service. We designed and procured the fit out package for 27,000 sq ft of office space for the NHS meeting their budget constraints in terms of occupational cost liabilities by providing a mezzanine floor within the scheme at a lower base build cost.

**For further information contact Martyn Cartwright on 01562 731300.**



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