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181121 Response to Planning Enquires



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Dear Anna

Former Barnes Hospital

You have asked Savills to provide a response to various queries raised by the London Borough of Richmond-upon-Thames (LBR) in relation to the historic marketing of the Former Barnes Hospital. I suggest that you read this letter in conjunction with our previous correspondence relating to marketing (dated 25th October 2018), which I enclose for your convenience.

Set out below is an itemised response to the queries raised in the order they have been raised.

- Public Bodies were made aware of the opportunity to acquire the Property via the ePIMS portal, as detailed in our letter. The property has been listed on this portal since August 2016 and no enquires have been received. Separately, we had one-on-one discussions with the Education Funding Agency on account of the Council's desire to see a primary school included within a development, but the EFA rejected the site.
- Historic marketing brochure attached, prepared in January 2017.
- We have summarised the bids process in our letter, but cannot provide full details of the bids received because this is confidential information. Similar requests have been made in relation to the former Richmond Royal Hospital, to which we have responded similarly. Unlike for Richmond Royal, we cannot provide a summary of the bid analysis or purchaser selection because the process did not progress that far before the sale was aborted following discussions with LB Richmond.
- Evidence of the facility no longer being needed has presumably been covered off within the Planning Statement, which is in turn summarising the Trust's public consultation and subsequent decision making process. I would imagine that the Council will already be aware of much of this as I understand that RER have provide much of this information relating to Richmond Royal.
- We do not believe it is clear as to what is being requested in terms of "meaningful engagement", but state that the opportunity was openly marketed as described in the marketing letter and no interest was received from any public bodies.
- We would imagine that this has been covered in the Trust's public consultation and decision making process before declaring the property surplus, which again we presume is covered in the Planning Statement.
- We cannot really advise on the consideration given to adapting the site, but expect that this will have been covered the EMP and the Trust's decision making process prior to declaring the property surplus.
- Again, we cannot really advise on this, but given that Richmond CCG and others had been consulted as part of the decision to declare the property surplus, presumably this is a non-point.

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- With the exception of price, I think that we have covered this off in our marketing letter already. Guide was not straight forward because we invited offers on both unconditional and subject to planning bases. However, we informally suggested that we would achieve at least £10m for resi plot and £5m for the community plot assuming planning was in place. The site was however openly marketed and bids were invited by informal tender (i.e. we were inviting the market to dictate the pricing). We did not reduce the price. The request for further information appears to assume that we had approached this disposal as through we were selling a house or a flat, which is not an appropriate way of disposing of complicated development opportunities. Details of the marketing process have been provided in our marketing letter.
- No marketing board was used. The site is not located on a prominent thoroughfare so it was not considered necessary. The site was widely advertised elsewhere.

In response to the additional queries:

1. The Trust can provide details of the EMP, but I would imagine much of this is covered elsewhere.
2. The Trust can provide details of the process that lead the property being declared surplus, but I would imagine much of this is covered elsewhere.
3. The Trust can provide details of how the existing care facilities will be re-provided, but again I would expect that this has been covered off elsewhere.
4. The details of the marketing exercise have been provided. This was not run for the purposes of planning, it was run for the purposes of achieving a sale. The marketing was unrestricted and interest was generated from a range of users, although the bidders were exclusively focussed on C3 and C2 uses.

I trust that this letter is helpful, but please do not hesitate to contact me should you have any further queries.

Yours sincerely



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Director
Development

cc. John Cohu (Montagu Evans)
Tom Cole (Montagu Evans)
Joseph Clark (SWLSG)
Emily Downey (SWLSG)
Harry Wentworth-Stanley (Savills)

Enc. 181025 MHS Barnes Marketing History (Marketing Letter)
Barnes Hospital – A4 Brochure APPROVED (Marketing Material, January 2017)