

# I-ELPNG CREATE CONNECTED TRANSPORT HUBS TO BRING PEOPLE TOGETHER

We're more than just about the bottom line. Our dedicated team of national property and transport experts can help you create a station gateway to open the door to more than just a day out...

Britain's railway stations act as a key link between the rail network and the wider communities they serve. Stations have an important role to play as a catalyst for the sustainable development of the villages, towns and cities in which they sit. They are more than just a property asset. Utilised properly they can unite communities, support local identity and enterprise, and enhance the travel experience for passengers.

We work with organisations across the public and private sector, in partnership, to create transformational station gateway schemes. Our teams are place-making and place-shaping towns and cities across the UK. We are proud of our transport heritage and look forward to working with you to cement stations as engines of regeneration.





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### THERE'S MORE TO LSH

Acting out of our London and regional offices, our multidisciplinary team can help identify, appraise, unlock and maximise the development potential and investment, environmental and social value of complex urban and rural sites and buildings.

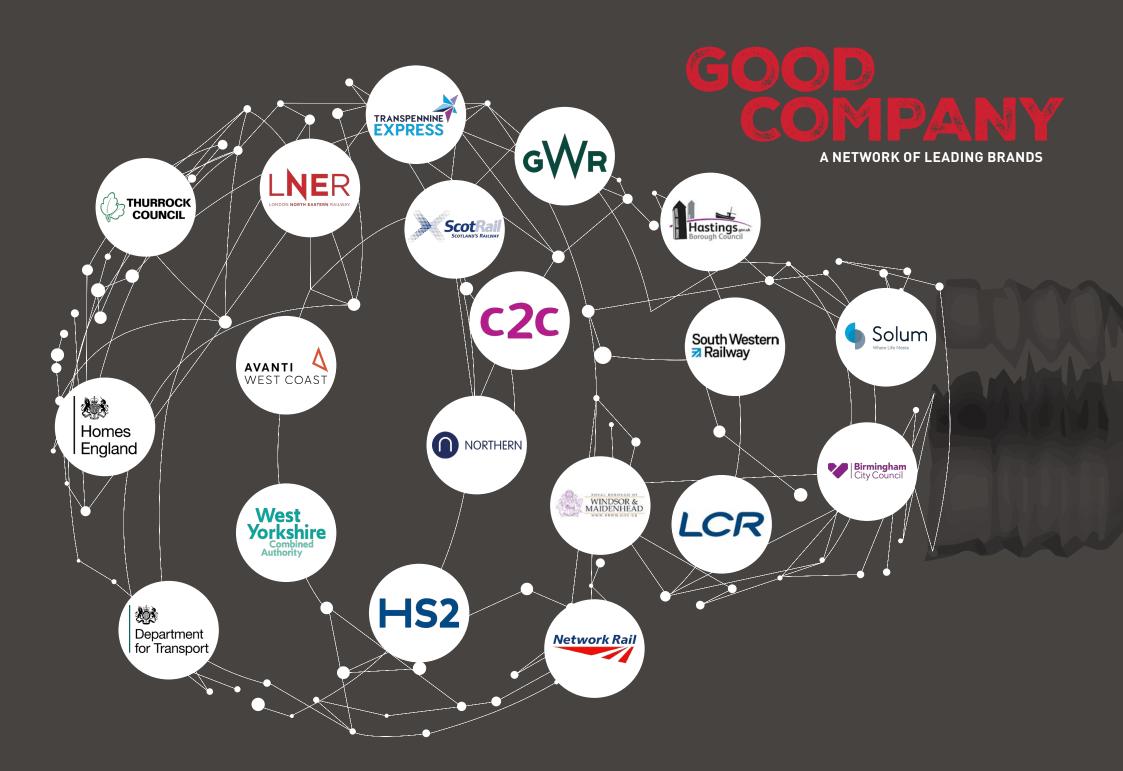
Delivering transformational and commercially viable regeneration and infrastructure projects on complex sites that meet place-making, Net Zero, and social value objectives, is not easy. It requires expert advice and market intelligence at all stages of the planning, design, development and regeneration lifecycle.

We're creating the UK's and Ireland's most progressive commercial property consultancy. One that relentlessly challenges the status quo, finding new ways to think and do things that shrug off convention and bureaucracy.

Our professional team comprises over 100 specialist town planners and surveyors, development consultants, urban designers & masterplanners, town centre regeneration experts, economists, compulsory purchase order (CPO) / land assembly advisers, transport & infrastructure specialists, and dedicated public sector consultants.

Our advice covers a wide range of sectors and specialisms, including:

- Residential (Airspace, Build to Rent, Housing, Student Accommodation, and Senior Living)
- Town Centres, Retail, and Leisure
- Defence and Security
- Education
- Commercial (Offices, Workspace, and Science Parks)
- Energy and Infrastructure
- Healthcare
- Hotels
- Public Sector
- Media
- Transport & Infrastructure
- Green Book Appraisals
- CPO, Land Assembly and Procurement



# COVERING THE ENTIRE PROPERTY & REGENERATION LIFECYCLE



VISION & STRATEGY
RESEARCH
MARKET ANALYSIS
APPRAISAL, VIABILITY & FEASIBILITY



ACQUISITION BY AGREEMENT CPO SERVICES



MASTER PLANNING
DESIGN BRIEFS & GUIDES
DESIGN & ACCESS STATEMENTS



STAKEHOLDER ENGAGEMENT
PLANNING APPLICATIONS &
APPEALS
NEGOTIATION OF PLANNING
OBLIGATIONS



MARKETING & PR
MORTGAGE ADVICE
LETTINGS & SALES
INVESTMENT & DEVELOPMENT
SALES
ONLINE AUCTIONS
HOUSING ASSOCIATION

SALES EXPERTISE



LANDLORD & TENANT
PROPERY & ASSET MANAGEMENT
FINANCIAL SERVICES
EMERGENCY / SOCIAL RELOCATION



DIRECT DEVELOPMENT SERVICES

JOINT VENTURE SOLUTIONS

PUBLIC PROCUREMENT EXPERTISE

DUE DILIGENCE SERVICES

# FUNDING

VALUATION
DEVELOPMENT FINANCE
FORWARD PURCHASE
INVESTMENT PURCHASE

# RAILWAY INDUSTRY STRATEGIC PLAN



### MEETING CUSTOMERS' NEEDS

Meeting the needs of future passengers and freight customers by:

- increasing value for money and improving the performance, reliability and convenience of rail;
- meeting multi-modal expectations and reducing journey time; and
- maintaining a safe railway as part of a safe transport system.



### DELIVERING FINANCIAL SUSTAINABILITY

Ensuring rail is financially sustainable, efficient, and value for money by:

- reducing costs to government;
- ensuring a sustainable balance of fare/free and government funding; and
- increasing the efficiency of operations, asset management and capital investment - delivering on time and on budget.



### CONTRIBUTING TO LONG TERM ECONOMIC GROWTH

Catalysing long-term economic growth by:

- reducing total journey time and cost for tansport users:
- connecting labour markets and realising agglomeration benefits; and
- connecting places to markets, directly investing in skills, innovation and digital infrastructure.



# LEVELLING UP AND CONNECTIVITY

Reducing regional inequalities and improving connectivity between communities by:

- contributing to long-term economic growth in areas to support levelling up;
- contributing to social benefits from improved connectivity; and
- improving rail passenger and freight connectivity across the union.



# DELIVERING ENVIRONMENTAL SUSTAINABILITY

Supporting government's environmental sustainability objectives by:

- encourahing modal shift by increasing the attractiveness of rail;
- delivering rail net zero, protecting biodiversity and addressing air pollution; and
- protecting transport links by investing in climate adaptation.

# TRUSTED EXPERTS OUR WORK



### HASTINGS STATION GATEWAY APPRAISAL

Commissioned by Homes England and Hastings Council in 2022 to advise on the capacity, development potential, viability and deliverability of key assets and sites at Hastings Station. We were subsequently retained to prepare a Strategic Regeneration and Investment Framework for the wider town centre.



### CORBY TOWN DEAL FUND

Helped secure £20 million of capital funds from the Government as part of the Town Deal Fund to help kick-start key projects and interventions in Corby. These included a new £10m Sixth Form College which opened in the town centre in September 2023, and proposals for a safe and attractive pedestrian and cycle route to better connect the town centre with the out-of-town railway station.



### WAKEFIELD WESTGATE REGENERATION SCHEME

With the previous station being no longer fit for purpose, Wakefield Westgate was relocated to a former overflow car park. The relocation formed a key plank of the wider regeneration and gateway to the town promoted by Wakefield Council known as the Westgate Key Development Area. LSH dealt with all the retail/catering lettings to facilitate relocation and provided a high-quality customer retail offering within the new station.



## SHEFFIELD RAILWAY STATION "PROJECT OF THE YEAR"

Project of the Year" at the National Rail Awards, forming part of the "Sheffield Masterplan", delivered improved accessibility to the station and increased space for modern customer facilities. We advised Midland Mainline on strategy for the scheme, achieving vacant possession prior to works, including for Landlord & Tenant protected tenancies, optimal layout specification and retail mix. We utilised local and rail retail specialist knowledge to pre-let all available space.



## LICHFIELD DISTRICT COUNCIL INTEGRATED TRANSPORT HUB

LSH advised on the development potential of a Councilowned gateway site opposite the Railway station. Following our review of the opportunities and constraints across the site, a solution was identified to relocate the existing bus and coach station to an alternative site adjacent to the railway station to create a new integrated transport hub, and free up the Council's site for a mix of new residential and commercial uses.



### NEWQUAY STATION QUARTER

We have been providing development advice to London & Continental Railways (LCR) to inform initial optioneering and subsequently a visioning document for up to 400 new homes, coupled with a new high-quality station square to create a new arrivals space to the town. Our inputs included commercial and residential typologies, mix & products, depth of market, absorption rates and developer / delivery partner appetite, in order to achieve the most viable scheme and land values.

# TRUSTED EXPERTS OUR WORK



# ROTHERHAM TOWN CENTRE MASTERPLAN & DELIVERY STRATEGY

Prepared a town centre masterplan to support the Council's on-going aspirations for the regeneration of the Town Centre. The Masterplan was needed to draw out Rotherham's USPs, raise its profile as a major leisure and visitor destination, and ultimately attract new investment and development.



# MAIDENHEAD TOWN CENTRE MASTERPLAN

Instructed by the Council to help shape and deliver the regeneration options for a number of opportunities areas identified across the Town Centre. The three Opportunity Areas were identified: (i) West Street Opportunity Area; (ii) Reform Road Opportunity Area; and (ii) the Railway Station Opportunity Area.



### NORTHAMPTON RAILWAY STATION REDEVELOPMENT

Instructed on a £20m station redevelopment scheme, to include four new retail units. We created the marketing strategy and carried out the marketing exercise. Six prelets were subsequently secured six-months in advance of scheme completion, to Starbucks, WHSmith, Coffee Republic, Enterprise Rent-a-Car, PhotoMe and town Notemachine operated cash machines. We also dealt with the management of the existing tenants of the old station, which was to be demolished.



# TILBURY TOWN DEAL FUND

Helped secure £23 million of capital funds from the Government as part of the Town Deal Fund to produce a Station Gateway Masterplan. The outcomes of the proposed work will be an improved 'sense of arrival' into Tilbury for all, better connectivity to the Town Centre and Port and uplift in the ground floor shops around the Station



## YORK STATION REDEVELOPMENT

Brought in by LNER at an early stage of the redevelopment scheme at York Station, reporting on retail viability, and estimated commercial values to convert operational spaces to retail spaces. The scheme saw the release of circa 4500 sq ft of new retail spaces, with two new retail units to be created from it. We successfully marketed and let both units to Sainsburys and Pret a Manger.



## TWICKENHAM STATION GATEWAY PLANNING PERMISSION

Instructed by Solum (JV between Network Rail and Kier Property) to secure planning permission for a station gateway redevelopment, which included new residential homes, a mix of town centre uses, a riverside walkway, a new station and associated infrastructure. The new development consisted of a new podium over live railway tracks to create three new residential blocks, which presented a number of design and viability challenges. Planning permission was secured for the new mixeduse development followed by a series of subsequent amendment applications to vary certain elements of the approved scheme to address viability and phasing matters.

# PROVIDING KEY TRANSPORT LINKS ACROSS THE UK.

# ONE NATIONAL PROPERTY MANAGEMENT TEAM.

We have been providing full estate management, agency and commercialisation services across all East Coast Mainline stations since 2009. Our core client team have been instrumental in developing ideas with LNER so each station reaches its full potential where development opportunities are recognised; commercialisation, community engagement and customer experience maximised, and retail strategies realised.





# FROM ESSEX TO LONDON & BEYOND.

# THE ONLY WAY IS

C2C

We have been retained for 25-years to provide property advice to c2c across their estate. Our team work with c2c support passenger growth, maximise revenue, minimise risk, and ensure safety, sustainability and cost control.

# ESG, SOCIAL VALUE & SUSTAINABILITY

Our mission is to foster collective leadership in the built environment to help solve the social and environmental challenges of our time through our actions, services, and supply chain.

We do this by providing strategic advice to enable investors, owners and occupiers to fully maximise their ESG opportunities, and minimise risks in their real estate, by creating solutions at an asset and portfolio level. Our in-house ESG & Sustainability team has developed a unique six-pillar programme that integrates our broad expertise in Property Management, Planning Regeneration + Infrastructure and Building Consultancy.

We recognise that each client is at a different stage in their journey to reaching net zero, and has a unique set of ambitions and priorities. We work together with our clients to understand what these ambitions and priorities are, and we support them by developing a suitable ESG strategy, with a net-zero carbon pathway to achieve their goals.

We also have a national network of advisors, partnerships, and memberships, that enable us to assist our clients all the way to third party certifications, monitor real-life energy and wellbeing performance, and report against ESG frameworks.



Net Zero











Resource Use Social Value

Biodiversity Wellbeing

Certification





Lambert Smith Hampton

lsh.co.uk



# LET'S WORK TOGETHER

To find out more about any aspect of our **Planning**, Regeneration + Infrastructure services please contact a member of our team detailed below



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