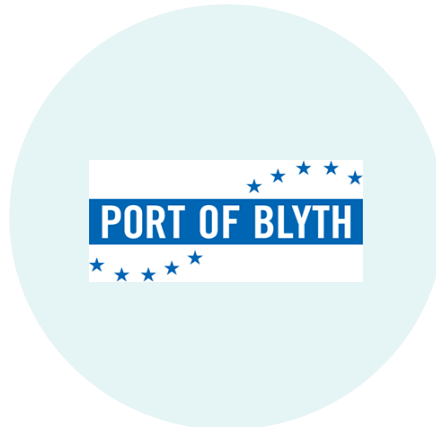


Advance Northumberland Presentation to Scrutiny Committee

March 2023

Developments



What we do

- Project Management
- Budget and Programme Control
- Procurement
- Planning and Regulatory advice and support
- Public Consultation
- Design Management
- Progress Reporting
- Risk Management
- Contract Administration
- Claims
- Funding Business Case support
- Due Diligence
- Quality Control
- Third Party Developer Technical Support



Advance Northumberland Developments have a skilled and experienced team with a proven track record of successful completed projects.

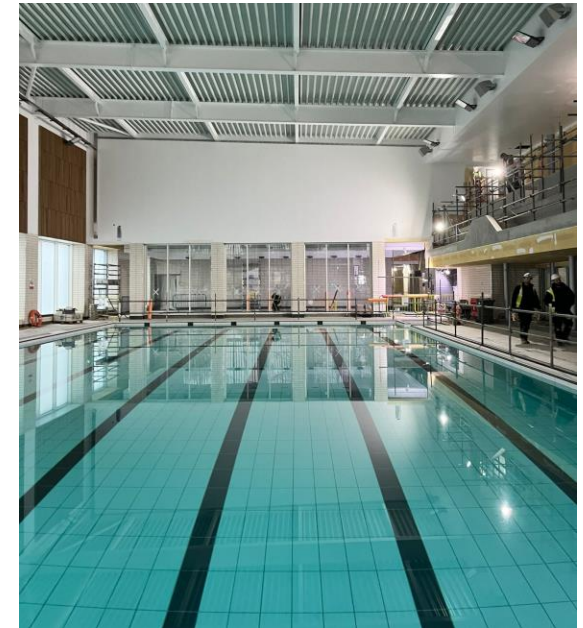
...with a pipeline of £150m of committed projects running to 2025

- Infrastructure
- Marine
- Leisure
- Entertainment
- Retail
- Commercial
- Residential
- Regeneration
- Restoration

Current Highlights

Delivered new Leisure Centres in Berwick and Newbiggin - with Morpeth to follow

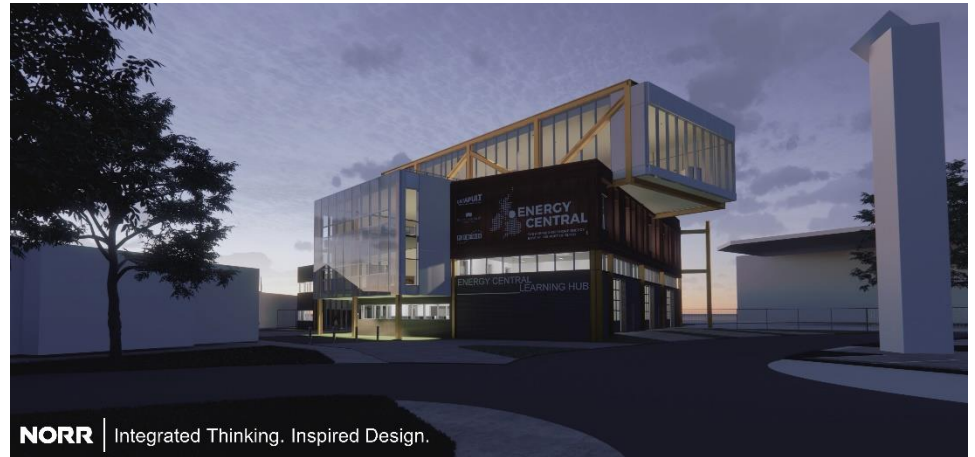
We have appointed and managed the design teams and build contractors and are currently proving project management and quality management services for the construction phase.



Current Highlights

Project Management and Quality Management services for the two flagship projects in the programme:

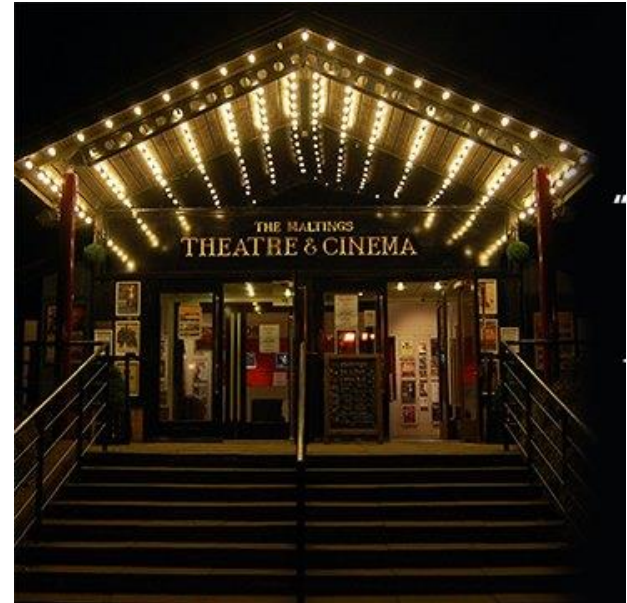
- **Energy Central Learning hub**
- **Culture Centre and Market Place**
- Working closely with the EB Programme team to manage the design process and support stakeholder consultations and business case development.
- Manage construction stage and handover



Current Highlights

Borderlands funded £17m redevelopment of Maltings Theatre and Cinema
Includes Pop up cinema at Berwick Barracks

- Develop brief with Maltings Trust
- Procurement and management of design teams
- Close working with English Heritage on Berwick Barracks
- Management of RIBA design competition at New Maltings
- Manage Construction and handover stage



Housing Regeneration

Place making –
consultation is key.

Sustainable
Development:
Delivering Quality
Homes and
delivering positive
Change to a
locality. Zero
carbon initiatives

Prosperity: Creating
new Jobs: 40-50
directly employed
house building
jobs, training
opportunities and
supports to 100's of
jobs in
Northumberland

Improving Lives:
Delivering Quality
Homes – new
affordable homes

Investment in
housebuilding:
supporting local
SME's, with £34m
invested to date in
North East based
companies



Current Highlights

- Built 417 houses in Northumberland
- 117 in the last 12 months,—including the delivery of 107 affordable homes since formation.
- These housebuilding activities alone invest c£16.35m in locally based SME's annually
- Current active developments include: Alnwick, Blyth, Choppington, Ellington and Wooler.
- Planned starts for 2023 include further phases at Ellington & Choppington, with new sites in Bellingham, Berwick and Newbiggin-by-the-sea.



Ascent Homes





Allerburn Manor, Alnwick

Wooler – Rural Schemes



Ascent Homes

11 New Affordable Units for NCC in a rural location
70+ Private Sales



Precision Site
Engineering Ltd



Wooler – Rural Schemes

Estate Management



Commercial decision-making process delegated to Estate Management Team

- Increase Occupancy
- Maximise income
- Reduce Expenditure
- Fit for Purpose
- Diverse
- Statutory compliant
- Robust R&M processes
- Capital Programme
- Increase Tenant Satisfaction
- Improve on tenant interaction
- Efficiency and effectivities of dealing with tenants/ customers.
- R&M of property
- Finance resources within other parts of business to assist overall regeneration objectives.

Current Highlights

Provide good quality Residential & Commercial property for residents and businesses of Northumberland to live and work

Profit for purpose model - profits redistributed back into Company/Shareholder

- Proactive work by Commercial team, which has seen a saving of £95k made in 2022 on the Rates bill
- Electric charging facilities installed across the commercial portfolio. New quickfire charging points installed at Wansbeck Workspace and Ashington Workspace as part of the works
- Provide rental accommodation tenancies across Northumberland for 1,245 tenants
- Provide business accommodation for over 616 businesses across Northumberland

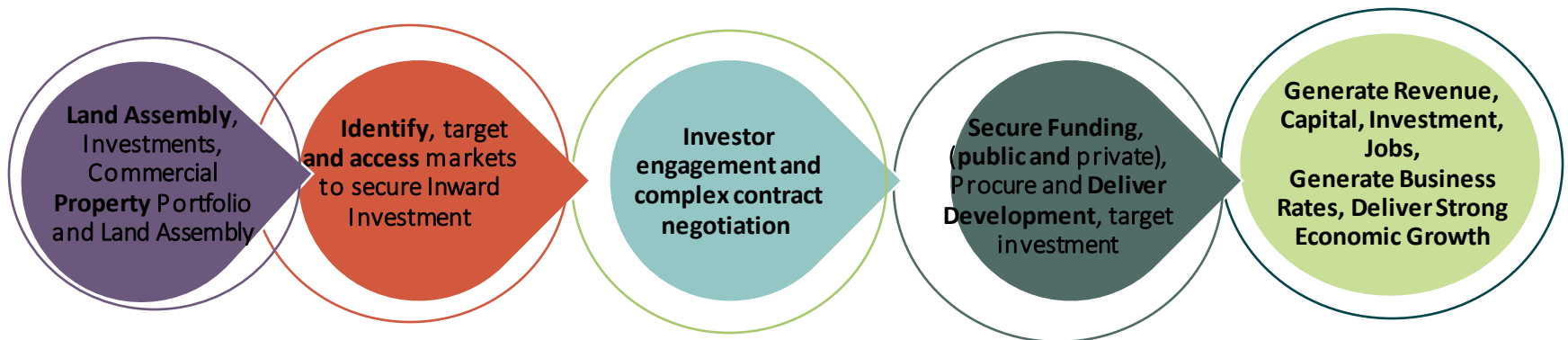
•Current Estate Comprises:

- 164,336 sqm of Commercial and Industrial Properties
- 1,206 Acres of land
- 1,157 Residential Properties
- Asset Value of Estate - £244.0 million



Economic Growth and Investments

- Acquired and developed the Advance Northumberland portfolio of income producing assets that generates the revenue to drive the business
- Working with and on behalf of NCC to support businesses across the county
- A pivotal role in attracting and securing significant inward investment, creating new jobs, new locations and providing opportunities for economic growth
- Delivering commercial development in strategic employment locations and key towns throughout the county.



Current Highlights

- Secured Inward Investment at NEP1 which will be home to a gigafactory and JDR's wind farm cable factory, which will bring thousands of new jobs to the area
- Agreed the sale of land for Northumberland College's new campus
- Bedlington Town Centre Regeneration including retail and apartments
- Ashwood Business Park development, regeneration and infrastructure - including new investment and services (petrol station, Subway and Starbucks drive thru)
- Portland Park and Retail



Current Highlights – Business Support Services

- The **Rural Design Centre Innovation Project** provides support to innovators, entrepreneurs and SMEs in **bringing new products and services to the market** which address challenges faced by rural communities, businesses and residents.
- **Business Northumberland** programme provides SMEs with access to **digital skills training, digital marketing support and high growth business coaching** to help clients to increase business resilience as well as unlocking opportunities for growth and job creation.
- Northumberland's **Inward Investment and Strategic Account Management (SAM)** - target and support new investors linked to key sectors. Working with large and medium sized businesses across the County to **unlock growth, investment and jobs**.
- **Rural Business Growth Service** provides direct support for SMEs in rural Northumberland looking to access finance. Support includes business planning, investor readiness and access to finance including a grant fund to support capital investments in rural businesses.

To date:

2.900 businesses have been supported

895 events delivered across Northumberland

attended by **6,435** delegates

500 rural businesses registered to the rural support programme

Draft Financial Position 2021-22*

Profit & Loss	2021-22	2020-21
Revenue	£42.2m	£34.5m
Operating Profit	£14.2m	£17.5m
Profit before Tax	£19.9m	(£12.9m)
Total Comprehensive Income	£19.8m	(£17.1m)

Balance Sheet	2021-22	2020-21
Total Assets less Current Liabilities	£336.9m	£316.0m
Long Term Creditors	(£303.4m)	(£302.2m)
Net Assets	£22.6m	£2.8m

*These values are draft and subject to final audit sign off

Any Questions?