

# BUILDING CONSULTANCY BY WORKMAN

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WHY WORKMAN?

“

*“The largest, independent commercial property management and building consultancy firm in the UK, with offices nationwide and 35 years’ experience.”*

”

# WORKMAN AT A GLANCE

## SERVICES

Building Consultancy and Property Management specialists

## OFFICES

Birmingham, Bristol, Cambridge, Chorley, Glasgow, Guildford, London (Victoria and City), Manchester, Milton Keynes, Newcastle, Swindon and Paris

## PERSONNEL

700+ including 51 Partners

## PROPERTIES UNDER MANAGEMENT

4,300+ properties with an approximate capital value of £20bn+ and 20,000 occupiers

## BUILDING CONSULTANCY

Nationwide team of 100+  
In house CAD team

## FINANCE

Rent collection of over £1.8bn pa,  
1,400+ service charges and over  
£250m pa expenditure

## QUALITY ASSURANCE

ISO 9001 (Accredited Procedures)  
ISO 14001 (Environmental)  
OHSAS 18001 (Health and Safety,  
converting to ISO 4500)  
AAF 01/06 (Internal Controls)  
ISO 22301 (Business Continuity)

## TRAINING

Training division providing  
structured training programme  
and career development



# SOME OF THE ORGANISATIONS WE ARE PROUD TO WORK WITH



DORRINGTON



capco



RESOLUTION  
PROPERTY

Hansteen



**CBRE**  
Investment  
Management



BLACKROCK®



NEW  
RIVER

AberdeenStandard  
Investments

nuveen  
REAL ESTATE

# 39 years of sustainable growth

**1983**

Workman founded in December 1983, Marble Arch, London

**1999**

Workman grows to employ 100 professionals

**1990**

**2000**

**1987**

Bristol office opens

**1992**

Manchester and Glasgow offices open

**2008**

Swindon and Newcastle offices open

**2010**

Cambridge offices open

**2018**

Welcome-Workman Offices launched

**2020**

Venture-Workman Projects launched

Milton Keynes office opens

**2014**

City office opens; Workman now employs 500 staff across the UK

**2015**

Birmingham office opens

**2021**

IBOS and Managed Space services launched

Winner of inaugural 'Health and Wellbeing' category at the Property Week Awards

**2006**

Workman Retail & Leisure formed

**2009**

300 people employed across the UK business

**2010**

**2013**

Chorley office opens

**2016**

Guildford office opens

**2019**

Activate - Workman Placemaking launched

**2022**

12 UK offices with 51 partners employing 700+ professionals

# BUILDING CONSULTANCY – SERVICES

## STAFF

Team of 100+ nationwide

## KEY CLIENTS INCLUDE

Columbia Threadneedle,  
Hammerson, intu,  
Grosvenor, LandSec,  
BlackRock, Federated  
Hermes

## SERVICES

### BUILDING SURVEYING

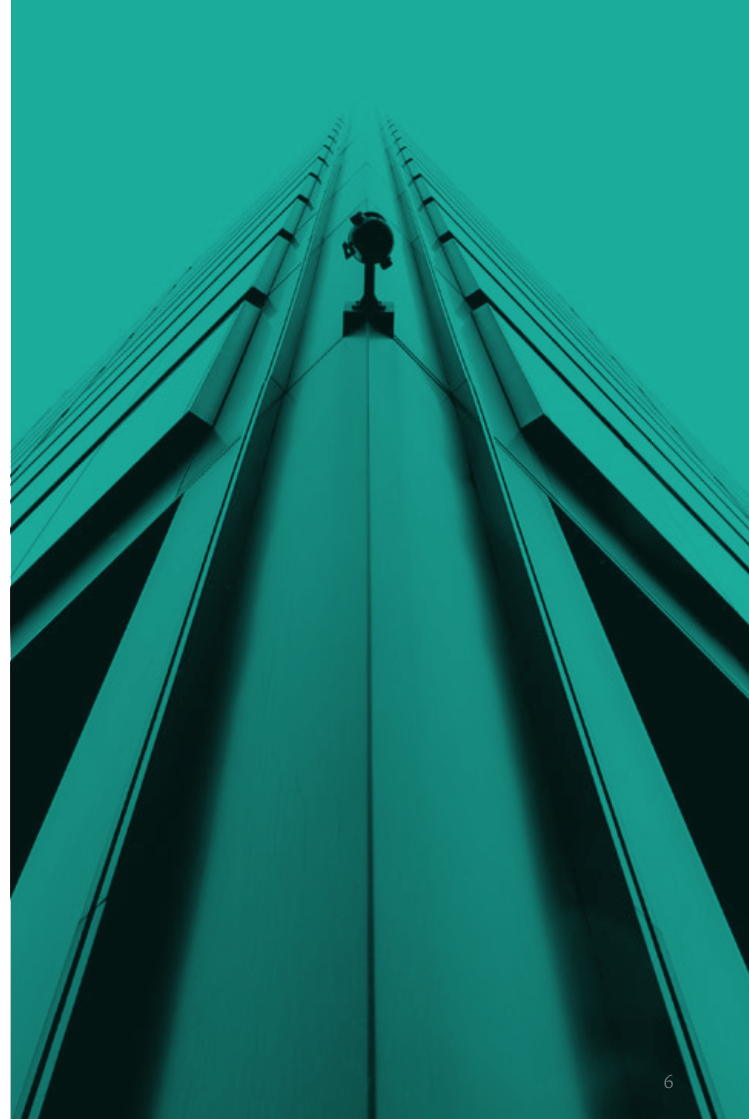
Range of professional services including planned preventative maintenance programmes, dilapidations, alterations, defect diagnosis, CDM, expert witness, party wall awards, land registry plans and reinstatement cost assessments

### PROJECT MANAGEMENT

Schemes ranging from £2m-£20m

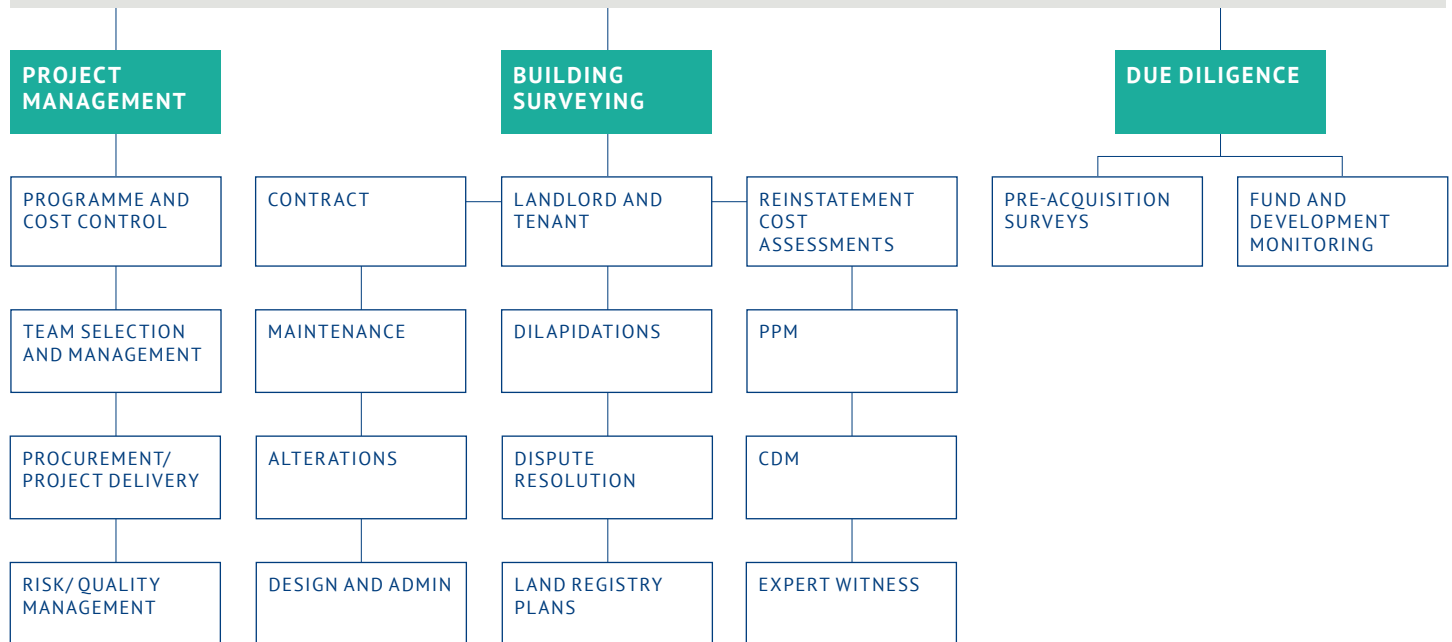
### DUE DILIGENCE

Pre-acquisition surveys and development monitoring



# A COMPREHENSIVE RANGE OF BUILDING CONSULTANCY SERVICES

## RISK MANAGEMENT: HEALTH AND SAFETY / COST / TECHNICAL / PROGRAMME / LEGAL / ENVIRONMENTAL



# BUILDING CONSULTANCY – OUR APPROACH

## TECHNICAL EXPERTISE

Specialists in refurbishment, extension and re-modelling projects

## COMMERCIAL UNDERSTANDING

Close working relationship with property and asset managers develops commercial knowledge of service charges and capital requirements

## PROGRAMME AND PROCUREMENT APPROACH

Bespoke procurement routes to balance risk, quality, programme and cost

## FLEXIBILITY

Project teams tailored for each instruction with strong relationships and control over the supply chain

## TEAM STRUCTURE

Streamlined nationwide teams to accelerate response times, reduce interface risk and lower cost

“

*“A focus on the client’s commercial objectives.”*

”



# A SUSTAINABLE APPROACH TO BUILDING CONSULTANCY

## **ACCREDITATION ISO 14001**

Environmental Management  
Systems

## **DATA CAPTURE**

To meet statutory and  
client requirements

## **RESOURCES**

Dedicated environmental team  
to ensure best practice, providing  
training and support on technical  
issues such as BREEAM, EPC and  
Building Regulations

## **AUDITS**

Sustainability and energy audits  
to improve performance and  
enable benchmarking

## **COMPLIANCE**

Systems to capture data,  
monitor compliance and  
reduce energy consumption

## **CONSULTANTS**

Strong relationships with  
specialist consultants

## **AWARDS**

Hermes Sustainability Awards  
Refurbishment of the year 2012,  
2013, 2014, 2015



# EXAMPLES OF BUILDING CONSULTANCY PROJECTS

# CASE STUDIES



## CLIENT

Threadneedle Property Investments Limited

## PROPERTY

20/ 21 St James's Square, London

## SCOPE

Pre-acquisition survey; separation of buildings and full refurbishment No. 21

## SUMMARY

- The buildings were linked to assist with means of escape and building regulations
- As part of the acquisition process Workman advised on the viability of separating the two buildings, back to their original independent status and to meet statutory requirements
- Buildings were successfully separated and No.20 subsequently sold
- Refurbishment works to No.21 included a new central core to open-up the floor plates and comprehensive refurbishment throughout including new changing rooms and showers to the Basement.

# CASE STUDIES



## CLIENT

Threadneedle Property Investments Limited

## PROPERTY

Cooperage Court, 8 Gainsford Street, London

## SCOPE

Redevelop former warehouse into 45,000 sq. ft. HQ premises with residents in-situ

## SUMMARY

- RA former brewery warehouse divided into a number of office units and extended at roof level to accommodate 12 townhouses
- The works allowed to amalgamate all of the commercial aspects of the building including reconfigured cores and reorientation of the entrance to create 45,000 sq. ft. HQ building whilst the residential tenants were still in occupation above
- Circa 8,000 additional sq. ft. was added as part of the reconfiguration works
- Full Cat A refurbishment and core relocation works
- A pre-let to a large tech company was achieved during the construction phase
- Achieved BREEAM 'Very Good' rating and EPC category B.



# CASE STUDIES



## CLIENT

Threadneedle Property Investments Limited

## PROPERTY

Vantage London, Brentford

## SCOPE

Project Management and Contract Administration of full building refurbishment, tenant liaison and lease negotiation

## SUMMARY

- Refurbishment of 100,000+ sq. ft office building, including external cladding repairs and improvements
- Obtaining necessary statutory and Freeholder consents
- Works included eleven floors of CAT A refurbishment across all areas, including lift lobbies, toilets, cores and an extensive reception refurbishment
- Ground floor space converted into a mix of office, gym and café facilities
- New curtain walling installed at ground and first floors
- Ongoing negotiations of Agreement for Leases and shell specifications with tenants
- Project Management of works in a part-occupied building and dealing with tenant relationships
- Selection and control of professional and contractor teams.

# CASE STUDIES



## CLIENT

BRITEL Pension Fund Trustees Limited  
c/o Hermes Investment Management

## PROPERTY

Baskerville House, Centenary Square,  
Birmingham

## SCOPE

Defect Diagnosis/ Project Management and  
Contract Administration/ Condition Survey  
and Planned Preventative Maintenance  
(PPM) Programme

## SUMMARY

- Grade II Listed Building constructed 1938 as part of the Birmingham City Council's Civic Centre and redeveloped into Grade A offices in 2006
- Office refurbishments undertaken in a phased manner
- Reception re-model and refurbishment to provide an entrance more in-keeping with the building heritage and standard
- Defect Diagnosis completed specifically identifying corrosion of concealed structural steel framework to the tops of the porticos
- Project Management and Contract Administration for phased refurbishment over a six year period
- Presently at feasibility stage for new welfare and cycle storage facilities
- Overall works value £8.5m.

# CASE STUDIES

**BLACKROCK®**

## CLIENT

BlackRock UK Property Fund

## PROPERTY

2020, 2030 and 2100 The Crescent,  
Birmingham

## SCOPE

Employers' Agent

## SUMMARY

- External repairs and refurbishment; CAT-A fit-out to three office buildings totalling circa 38,200 sq. ft
- Objective to provide flexible refurbished space to obtain medium/ long-term leases on full repairing terms
- One of the buildings was let during the works and the contract was varied to facilitate the tenant's fit-out and early occupation
- Construction cost budget £82/ sq. ft
- Final account construction costs £76.5/ sq. ft.



# CASE STUDIES

## BLACKROCK®

### CLIENT

BlackRock UK Property Fund

### PROPERTY

Trident Court, Birmingham Business Park

### SCOPE

Employers' Agent



### SUMMARY

- External repairs and refurbishment and CAT-A fit-out of office building totalling circa 26,500 sq. ft
- Objective to provide flexible refurbished space to obtain medium/ long-term lease on full repairing terms
- The building was let during the works and the contract was varied to facilitate the tenant's fit-out
- The works were documented in the Agreement for Lease and the new lease commenced on Practical Completion
- Construction cost budget £87/ sq. ft
- Final account construction costs £80.5/ sq. ft.



# CASE STUDIES



## CLIENT

Hammerson

## PROPERTY

Link Street, Bullring Shopping Centre,  
Birmingham

## SCOPE

Project Management and  
Contract Administration

## SUMMARY

- Aged and tired retail mall between Grand Central and Bullring to be regenerated and re-modelled
- Project Management and Employers Agent for the scheme valued at c. £6m
- Feasibility, design and delivery need to be completed within nine months of instruction to coincide with Grand Central opening
- Workman were required to project manage and deliver the scheme within this limited timeframe which involved management and coordination of the full design team and negotiation with a main contractor.

# CASE STUDIES



## CLIENT

Hammerson

## PROPERTY

Megadeal, The Bull Ring Shopping Centre,  
Birmingham

## SCOPE

Project Management and Retail Delivery

## SUMMARY

- Landlord's enabling works to reconfigure 50,000 sq. ft of retail space over three levels
- Work to facilitate tri-party letting agreements to create space for River Island, Forever 21 and Victoria's Secret
- Negotiation of Agreement for Leases and shell specifications with tenants
- Setting up of bespoke fast-track procurement route to accommodate aggressive programme
- Project Management of works in live retail environment including, temporary works, fire strategy management, double shift night-time working and mall interfaces
- Delivery of works under £3m budget and ahead of programme.

# WHY WORKMAN?

## PEOPLE

Motivated, experienced,  
stable team

## EXPERIENCE

35 year track record of delivering  
Building Consultancy services in  
all sectors of commercial property

## COMMERCIAL FOCUS

Understanding and delivering on  
clients' commercial objectives

## LOCAL KNOWLEDGE

Regional network of offices  
to provide local expertise

## RISK

Robust risk management systems

## INNOVATION

Track record in delivering value  
through specialist approach to  
building consultancy

“

*“Specialising purely in  
Property Management and  
Building Consultancy has  
been the foundation of the  
firm's growth.”*

”



[workman.co.uk](https://workman.co.uk)

BIRMINGHAM | BRISTOL | CAMBRIDGE | CHORLEY | GLASGOW | GUILDFORD | LONDON | MANCHESTER | MILTON KEYNES | NEWCASTLE | SWINDON | PARIS | LYON