

Project Experience

Fulwood Drive Site Sale - St Catherine's Hospital



Background

AspinallVerdi originally tendered to Rotherham Doncaster and South Humber NHS Foundation Trust (RDASH) for the preparation an estate strategy and business development proposals for the surplus land at St Catherine's Hospital, Doncaster. We subsequently carried out an options analysis of development options and acted as agents to sell a surplus site.

Options Analysis

Working with local architects in Sheffield, we worked pro-actively with RDASH to test the development capacity and five options for 6 acres (2.5 ha) of surplus land at Fulwood Drive/Tickhill Road. We developed concept schemes for both residential and care home uses and prepared robust viability appraisals for various combinations of uses including demolition and refurbishment options.

We were then appointed to provide -

- a robust and realistic indication of the value of the site;
- strategic advice on the timing for disposal;
- advice on the most effective way to prepare for market;
- a formal recommendation to the Trust prior to the agreement of heads of terms.

Site Disposal

We prepared a comprehensive marketing strategy including pre-application discussion with the Local Planning Authority; placing advertising and installing 'For Sale' boards; (e-)mailing sales details and; a full technical pack for bidders.

Following an initial period of marketing we established an informal tender process for offers. We obtained eight conditional and unconditional initial offers which we analyzed in terms of net value. Following a 'BAFO' process we agreed heads of terms for an unconditional sale.

