

NEWS



Peter Marsh Consulting offers a range of services in the further & higher education and the affordable housing sectors. We have a dedicated team of experienced professionals who can add real value to your business. Peter Marsh Consulting was established in 2011 and works with Further Education Colleges, Universities and Local Authorities to deliver project and programme management, financial recovery, curriculum design, contract negotiations and other services. We know every client and every assignment is different. We do not offer a formula based service approach; at Peter Marsh Consulting we take the time to understand your needs and to design our services to exceed your expectations.

WELCOME TO THE FIRST EDITION OF PMC NEWS

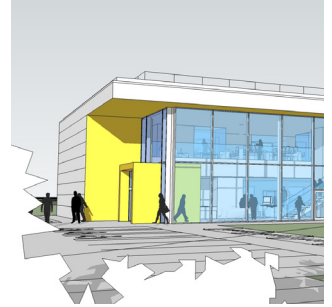
PMc was established in 2011. Since March 2015 we have really focused on growing our business and making a difference to the clients we work with. As well as providing an update on our education capital projects and academic recovery services, this newsletter also includes details of new roles that we are recruiting to this Autumn. If you would like to know more about our work or how we could help you meet your business goals then please visit our website at www.petermarshconsulting.com, call us on 01962 657 157, or send us an email at info@petermarshconsulting.com

SERVICES WE OFFER

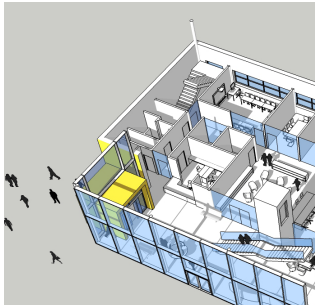
PROJECT AND
PROGRAMME
MANAGEMENT



EDUCATION
BUILDING CLIENT
ADVICE AND
SUPPORT



PROPERTY
STRATEGY AND
DEVELOPMENT



COMMERCIAL
CONTRACT ADVICE
AND NEGOTIATION

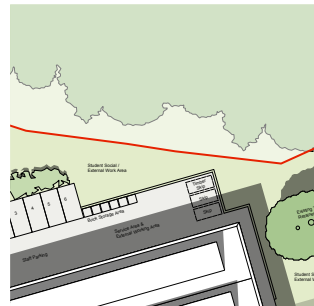
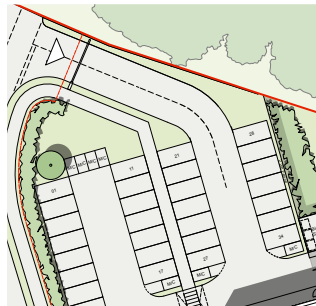
MERGER
PLANNING



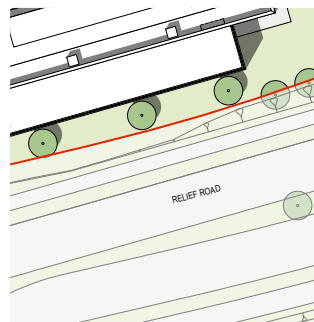
FINANCIAL
RECOVERY
AND RISK
MANAGEMENT

CURRICULUM
STRATEGY
AND COLLEGE
RECOVERY
SERVICES

LOGISTICS AND
PROCUREMENT



FINANCIAL
VIABILITY
ASSESSMENTS



PMc
Peter Marsh Consulting Ltd.

FAREHAM COLLEGE

BISHOPSFIELD ROAD CAMPUS



This September saw the opening of this £16m redevelopment of Fareham College's main Bishopsfield Road Campus. The project commenced on site the same month as the CEMAST (Centre for Engineering, Manufacturing and Advanced Skills Training) project completed; it has seen over 6,000m² of existing buildings refurbished, plus the creation of an inspiring 2,000m² new building on the prominent Avenue corner location. By bringing all of the College's teaching and learning onto the Northern part of the site the project has created a 'courtyard of live vocational learning'



FAREHAM COLLEGE

BISHOPSFIELD ROAD CAMPUS



with a gym, restaurant, salons, gaming studio and arts and graphics studios all facing into a newly landscaped public space. The scheme has allowed older engineering spaces to be refurbished and reused to provide generous and flexible spaces for construction industry training, whilst providing a single area for music, media, dance and the performing arts on the first floor of the new building. General purpose classrooms and IT rooms are all zoned on the upper floors of the existing buildings to provide the flexibility of space which the College's evolving curriculum will require.

This scheme, built by Bouygues UK and designed by Perkins Ogden Architects, has been funded by a £5m SFA grant and a £9.5m sales receipt from Bloor Homes who bought the Southern portion of the site with outline planning permission for 120 new homes. Once those homes are complete the College will gift the remaining open space to Fareham Borough Council to help create a new public park.

This summer our role has included acting as Client Representative on all aspects of the building works, commissioning and managing all of the furniture, equipment and signage installation as well as managing the moves and settling-in process.



FUTURE SKILLS CENTRE

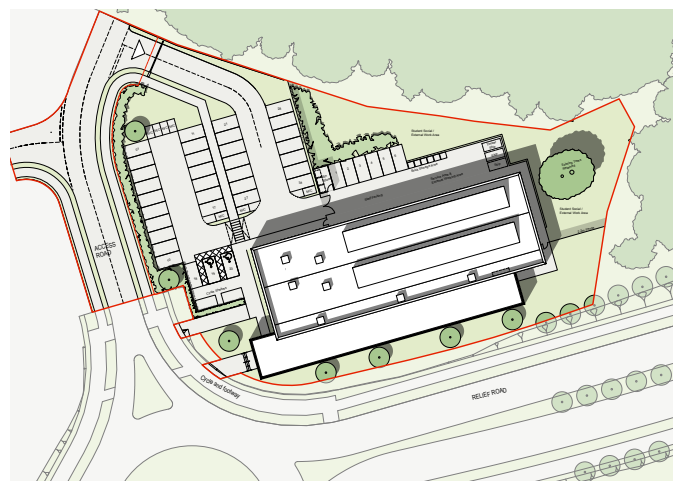
BORDON, HAMPSHIRE



PMc have been appointed as Client Director by Hampshire County Council for a proposed new Future Skills Centre at Bordon, designed by Perkins Ogden Architects. This new £4m investment, in Whitehill and Bordon's Louisburg Barracks redevelopment area, will assist in regenerating the local and regional economy by providing a centre of excellence for construction skills training. As the first building within the proposed new Louisburg employment zone, it will mark the entry to the wider redevelopment area. The Centre will offer a range of construction and other training facilities, as well as conference and similar amenities to serve the local community.

Our role as Client Director has included assisting with the successful funding bid to the Enterprise M3 LEP, advising on VAT liability, producing draft curriculum plans, liaising with CITB on the design and business model for the new centre, chairing regular client side project meetings, and acting as client for all elements of the design process, appointment of contractors and preparation for Gateway Review meetings.

The planning application for the new centre was submitted in September 2015, works are due to start on site early in 2016 and the Centre is due to open in the Spring of 2017.



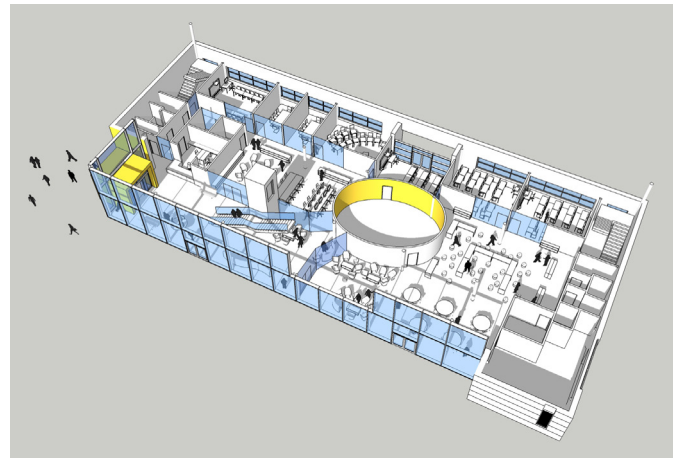
ENTERPRISE, SCIENCE, TECHNOLOGY, ENGINEERING, ENGLISH AND MATHS

SOLENT LEP BID



PMc were commissioned by Hampshire County Council to prepare a bid for Skills Capital Funding from the Solent LEP to create a Future Skills Centre which will focus on inspiring primary and secondary students and on promoting Enterprise, Science, Technology, Engineering, English and Maths. This unique proposal will bring together the County's professional teacher development services, careers advice for young people, a day trip destination for Hampshire school pupils, a dedicated 14-16 centre and additional 16-18 learning spaces to support the expansion of the neighbouring CEMAST centre.

Our work involved developing all aspects of the draft business plan, NPV assessments, liaison with the Local Planning Authority and briefing the design team, Perkins Ogden, in the development of outline Stage 1 concept design proposals.



LEWISHAM SOUTHWARK COLLEGE

ACADEMIC RECOVERY

Over a 16 month period (March 2014 – July 2015), PMc, via Odgers Interim, provided Robert Rees to the College as Interim Vice Principal Curriculum, Quality and Students. Lewisham Southwark College was graded inadequate by Ofsted in November 2013. Robert led on the improvement of a number of fundamental areas, including teaching, learning, assessment, quality assurance, support for students and curriculum planning through the development and rigorous implementation of a comprehensive post-inspection action plan.

Robert oversaw two large scale organisational reviews affecting student support, academic management and quality, which generated savings and improved efficiency through a combination of out-sourcing, re-alignment of key services and the use of a selection process based on performance and impact. These changes helped the College save over £3m in staffing costs whilst improving the quality of service to students.

Robert was the nominee for a number of Ofsted re-inspection monitoring visits and was also the facilitator for the successful QAA Higher Education Review. During this interim assignment Robert worked with two permanent and two interim principals as well as the FE Commissioner, the SFA and Ofsted.

By July 2015, when the new permanent team had been recruited to post, Robert's work was recognised by the Ofsted Inspectorate as having had a positive impact on the students' experience as assessed against all the re-inspection themes in the College's latest re-inspection report, published at <http://reports.ofsted.gov.uk/inspection-reports/find-inspection-report/provider/ELS/130415>



"Senior managers have introduced a new process for observations of teaching and learning which greatly increases the number of observations and the amount of peer support and individually targeted developmental work."

"Both the content and the structure of the curriculum have been reviewed and improved. For example, lower level qualifications have been introduced in some curriculum areas to provide stepping stones for learners and allow them to develop their skills and knowledge in a more progressive way. The senior leadership team has taken a well-considered approach to curriculum design, including looking at the strengths and opportunities provided by its different centres across London."

Ofsted (Follow up re-inspection monitoring visit report). 16 July 2015



ROBERT REES

Director

MProf, MSc, CertEd, CertHE, FifeL, FRSA

LAMBETH COLLEGE

Since April 2015 we have provided Capital Delivery Services to Lambeth College. Our work has involved contributing to three major projects:



Clapham Phase 2 – following the departure of the College's Director of Estates we have taken on the role of Client Project Manager and have finalised the brief for the building (which departments are moving where), procured essential furniture and equipment (generating significant savings over previous framework purchases), evaluated and procured audio visual facilities for each teaching space (again providing significant savings over prior installation costs), commissioned and installed inspirational signage and wayfinding, and managed the moving process. We have worked closely and collaboratively with the main contractor, Grahams Construction, to complete the College's fit out process in just four days from practical completion to the start of the new teaching term. The new building was designed by STEM Architects.

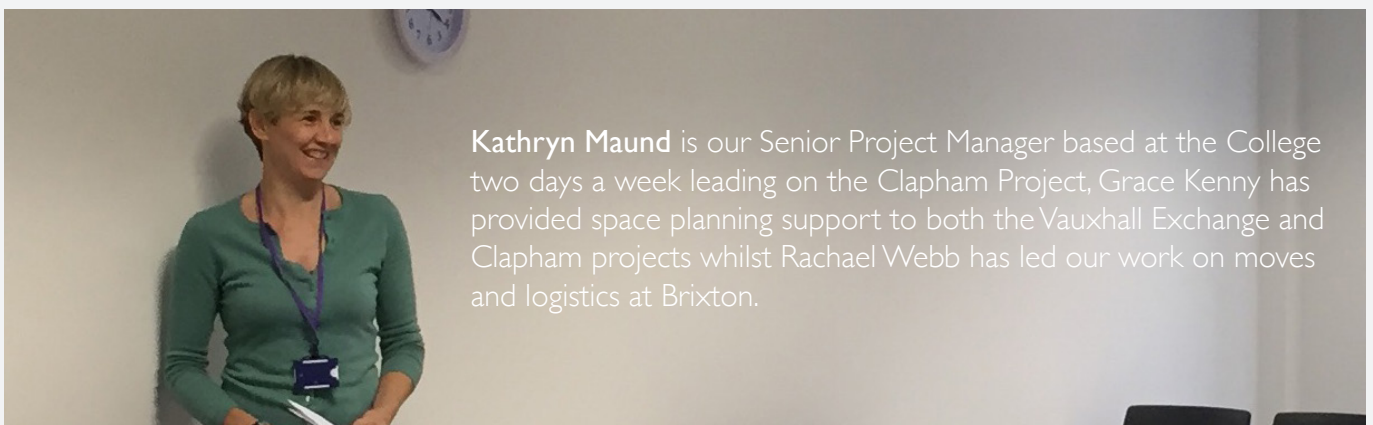
LAMBETH COLLEGE



Brixton – we have acted as the Client Representative on this innovative educational redevelopment, designed by Jestico and Whiles Architects, which will see Lambeth College share a new-build space with Trinity Free School and a new UTC sponsored by Southbank University. We have worked collaboratively with the College, Trinity Free School, the EFA and their partners to ensure that the decant works are properly scoped and planned, transport and travel plan information is supplied to support the planning application, and staff are kept informed of developments. The planning application for this development has been submitted and work is due to start on site in January – with Lambeth College decant to temporary accommodation completing before Christmas 2015.



Vauxhall – Lambeth College is proposing a major mixed use development of its existing Vauxhall site to create a new centre focused on construction, engineering, science and catering. We have provided extensive space planning support to the College and their architect team and enabled the planned education space requirements of the new building to reduce from 13,000 to 9,250m² whilst still providing significant expansion potential – saving a potential £15m in construction costs in the process.



Kathryn Maund is our Senior Project Manager based at the College two days a week leading on the Clapham Project, Grace Kenny has provided space planning support to both the Vauxhall Exchange and Clapham projects whilst Rachael Webb has led our work on moves and logistics at Brixton.

CEMAST



Opened on time and within budget in September 2014, this new Centre for Engineering, Manufacturing and Advanced Skills Training has had a stunning first year. Fareham College's bold ambition to bring all of its advanced technical education together on the Daedalus Enterprise Zone has proved a huge success. With student numbers already beating the 3 year business plan targets, CEMAST has helped raise the status of aero, marine, auto, electrical and general engineering disciplines. We are proud to have acted as Client for this project from inception, and in recent months we have helped complete the year one defects inspection process and agreed a number of minor adjustments to furniture requirements (including more tables and chairs for internal and external informal learning spaces); in October we will help complete the formal post occupation evaluation review.



CEMAST, designed by Perkins Ogden Architects, has secured a number of awards since it opened, including the Education Building of the Year Award at the Local Authority Building Control Awards, a Highly Commended at the National 2015 Civic Trust Award, and a Regional RIBA finalist award. We were also delighted that CEMAST was featured as a case study in the new AOC/RIBA best practice website.

<http://www.building-knowledge.info/case-studies/fareham-college-cemast/>



LONDON BOROUGH OF TOWER HAMLETS

AFFORDABLE HOUSING DELIVERY

PLATFORM 1

STRATEGIC OPTIONS REVIEW



London Borough of Tower Hamlets
Review of Affordable Housing Delivery

April/May 2015



platformone
college of music

PLATFORM 1
PROPERTY STRATEGY OPTIONS REVIEW



In April and May we conducted a review of the delivery of affordable housing for the London Borough of Tower Hamlets. We reviewed existing roles, resources and responsibilities and set out options for change so as to clarify responsibilities across the ALMO, the Housing Strategy Team and the Corporate Capital Delivery Teams. Our report was accepted and agreed on all counts, and we then helped develop a more detailed action plan for its implementation in partnership with the Council.

PMc has been appointed to work with Platform 1 to help develop its business plan and conduct a strategic options review of its accommodation requirements. We have completed our initial scoping works and will be working with this outstanding boutique music training provider to identify options for expanding their accommodation and extending their partnership working. Our final report will be completed in November 2015.

OPPORTUNITIES

With an expanding client base and a diverse portfolio of project work we are now seeking to recruit to the following position:

COST CONSULTANT/PROJECT MANAGER

We are seeking a RICS qualified professional to join the PMc team. You may be an experienced or recently qualified surveyor but either way you will relish the opportunity of being part of a small team with a varied portfolio of cost, programming, reporting, and viability assessment work. A willingness and desire to extend your remit into construction and client side project management are a core requirement of this role.

The role will be based in central Winchester, with travel to clients in Hampshire, the Isle of Wight or London required from time to time. We embrace diversity in all its forms and welcome applications on a full time, part time or flexible hours basis. Please send a covering letter setting out what you would bring to our team together with your salary expectations and preferred working pattern to peter@petermarshconsulting.com.

NEW SERVICE: AFFORDABLE HOUSING

VIABILITY REVIEWS

We know that Councils can find it difficult to challenge the financial viability appraisals that developers produce under the National Planning Policy Framework guidance. These appraisals are usually commissioned in order to show that the inclusion of affordable housing will make the developer's housing schemes unviable and as a result of these assessments Councils are then required to reduce or remove affordable housing on new developments. The private consultancy companies that perform this work earn substantial fees that are often linked to 'value created' and, with all the good will in the world, perceptions of conflicts of interests remain when the same firms are also paid by Councils to review and challenge the viability appraisals produced by others. We estimate that approximately £1bn of affordable housing per year is being lost through the aggressive application of the NPPF guidance by developers and their advisors.

We, at PMc Ltd, now offer an alternative. With our extensive experience in the funding and delivery of affordable housing, and direct client-side work in taking housing sites to planning, we understand how the system works and, more importantly, believe passionately that the NPPF test should not be used to drive a coach and horses through the legitimate

objectives of the local planning policy, namely to create balanced and mixed communities, including homes that people from all walks of life can afford to buy or rent.

Through our partnership with a number of RICS qualified surveyors and our deep understanding of the workings of the commercial development market, we are able to offer a viability review service free of any conflict of interest at a price that represents value for money. We will also be able to advise on the implications of the Government's new proposals to include new starter homes within the definition of affordable housing. We guarantee never to work on behalf of for-profit private developers in the provision of viability reviews, assuring Local Authorities that our sole objective is to maximise the number of affordable homes that your planning process will provide.

We have a straightforward fee approach to this work, linked to the number of homes on each development and the time we will spend on each assignment. We don't link our fees to a percentage of the value we defend or create. At PMc we exist to make a difference; for us this is an exciting opportunity to help correct a market imbalance and to help boost the supply of affordable housing.

Peter has a deep understanding of both the funding, regulation and viability of affordable housing together with a razor sharp commercial mind and a tenacity of approach which delivers real results. I have worked closely with Peter on a major mixed use regeneration scheme and have seen how he has extracted significant additional value for the public benefit. He marries these skills with a good natured and engaging approach which quickly wins people's trust and confidence. Developers respect Peter's knowledge, drive and negotiating skills; I have every confidence that his new 'viability review' service will add substantial value to the delivery of affordable housing for those Local Authorities that choose to engage him in this work.

Gary Jeffries Managing Director

Hughes Ellard The Solent Region's Leading Commercial Property Advisor



PETER MARSH

Managing Director

Peter is a seasoned senior executive who combines a passion for learning with substantial experience in leadership, project delivery and organisational change in the housing and education sectors.

Peter has a wealth of experience acting as a client for the design and commissioning of further education buildings.

He has served as the Deputy Principal at Fareham, City & Islington, and Gateshead Colleges, was the Chief Executive of the Tenant Services Authority and was Deputy CEO of the then Housing Corporation.

Peter is a transformational leader with substantial experience of change management and project delivery in both the education and housing sectors.



ROBERT REES

Director

Robert is an experienced senior manager with a passion for the life changing opportunities provided by the further education sector. With a successful track record of leadership in curriculum development and quality improvement gained in urban and rural settings, Robert is a highly articulate and personable leader with a robust student-centred approach to his work.

Robert has successfully acted as the Nominee for a number of Ofsted and QAA inspections and has worked closely with the FE Commissioner in his recent role as Interim Vice Principal at Lewisham and Southwark College.



DR GRACE KENNY

Director of Space Planning

Grace is a world renowned expert in educational space planning; she ran the R&D programme for the Department of Education's Architects Branch and helped the FEFC and HEFCE establish national space standards and planning methods.

She has advised the LSC, the OECD and dozens of institutions of further and higher education in the UK and overseas.

From conducting baseline space utilisation surveys through to assisting in the briefing process, Grace brings an expert yet sensitive approach to help clients with their space planning; she aims to optimise both efficiency and effectiveness.



KATHRYN MAUND
Senior Project Manager

Kathryn is a Senior Project Manager with substantial experience in the delivery of education building projects in both the Further Education and the 11-16 School sectors to a value in excess of £100m. Kathryn's education building project management experience has been gained exclusively working in inner London in the boroughs of Islington, Tower Hamlets and Lambeth.



RACHEL WEBB
Associate Director - Logistics

Rachel is a highly regarded and respected moves and logistics manager who takes the stress and hassle out of the fit out and moving process. With tight construction timescales the quality of the fit out and moves process can make or break a new building project. Rachel has a deep understanding of both the logistic pressures clients face at this critical juncture and the emotional challenge staff face in moving into new spaces.

Rachel brings energy, passion and dedication to ensure staff feel supported and furniture suppliers deliver on time and budget every time. She has significant industry experience working for a diverse range of clients including leading law firms, City accountants and a wide range of education clients including City & Islington, Lambeth and Fareham Colleges.



CLAIRE QUINT
Project Support Manager

Claire is based in our Winchester office and provides first class support to the execution of our wide range of projects: she manages the PMc office and company administration, assists with the production of project newsletters and updates to the PMc website and generally helps to keep us all organised. Claire was previously a Personal Assistant to three Directors at Fareham College and has acted as the Project Support Officer for both the CEMAST and BRC projects from their inception. Before turning her hand to public and project administration Claire was a successful florist in her home town of Lincoln.

ON THE MOVE



With effect from October 2015 PMc are based in new offices in the centre of Winchester. Our new offices are on the ground floor of this Georgian building on Southgate Street which is just 5 minutes from the railway station. Our new address is:

Peter Marsh Consulting Ltd
12 Southgate Street
Winchester
SO23 9EF

PMc
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