

ROBERT CHAPMAN & COMPANY
COMMERCIAL PROPERTY, LAND & REGENERATION CONSULTANTS

Newsletter 9 – Spring 2010

Introduction

Welcome to the Spring issue of our latest newsletter – I hope you had a peaceful and relaxing Easter.

Predictions and anecdotal comments suggest that 2010 is going to be no less easy than 2009. However, with the announcement of the General Election on the 6th May – whichever political party gets into power – we will know soon what direction the country will take. At least this will give certainty whether good or bad.

As those of you who read these intermittent newsletters will know, I like to quote the odd saying because short pithy statements can be incredibly potent and have meaning beyond their simple words.

Barrack O'Bama's '***the will to succeed***' has incredible resonance. Also, a statement made by the CEO of Visit Wales: '***you cannot market a false product***'. Actually, he suggests you can – once – but never again!!

For those of us interested in integrity and long term relationships, what we do and the way in which we do it matters: that's why we include a statement on our homepage suggesting that *provenance and integrity represent the modern zeitgeist*.

Recent Successes

BURA Training Programme: Since our last newsletter, Robert Chapman has received a British Urban Regeneration Association (BURA) certificate for completing the BURA Regeneration Programme. Covering a comprehensive range of 10 topics (see below), the programme provided a valuable insight into the full gamut of regeneration topics.

Seminar Title	Date
Economic and Development and Funding	13/01/09
Training and Labour Markets	10/02/09
Property and Physical Renewal	10/03/09
Working with Communities	21/04/09
Environmental Impact and Sustainable Development	12/05/09
Strategies for Sustainable Communities and Regeneration	16/06/09
Regeneration Projects and their Management	14/07/09
Partnerships and Engagement	15/09/09
Research, Best Practice and how they feed into Performance	13/10/09
Succession and Progression Strategies	10/11/09

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BP: our management contract with BP came to an end with the successful conclusion of the sale of Barry and Baglan to St Modwens.

Connect Assist: our strategic property advice for Connect Assist helped to give them certainty vis-à-vis: whether to stay or relocate; the operation of a break clause and resultant liabilities, and the settlement of a rent review.

Educ8: our focussed advice has helped Educ8 to relocate from 3 leases into new office accommodation resulting in greater flexibility and reduced costs. This is yet another example of property making a tangible difference to a business.

Boof Restaurant: At the eleventh hour we were asked to advise Boof on letting terms for a unit with St David's II. We did so and the impact of our advice was significant.

Ty Cynon, Navigation Park: providing strategic advice on this exemplar 14,000 sq ft building (with BRREAM excellent environmental credentials), we are pleased to announce that over 50% is now let.

Lettings: R3 (a B1 hybrid unit); 26 Mortimer Road; ground floor Bush House: Managing instructions is important and we are delighted to announce successes on these 3 instructions.

Arts Factory: we were pleased to offer property advice to a community enterprise making a difference in Ferndale.

Recent Appointments

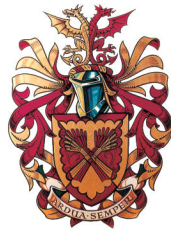
- **The Pop Factory, Porth:** we have been appointed to sell this unique and iconic building at the Gateway to the Rhondda Valleys.
- **Appointed to act for a Public Sector Body to advise on their office accommodation requirements in Cardiff (6,000 sq ft):** we have secured this commission in competition with other leading Cardiff practices.
- **Welsh Assembly Government (WAG) Framework:** after a procurement period of 23 months, we've been informed that we have got through and that we are now on WAG's Framework Agreement.
- **Beechwood House, Christchurch, Newport:** approx. 5,800 sq ft of office space is available to let. A rehabilitated building in a striking parkland setting a few miles from J24 of the M4 and 1 ½ miles from Newport City Centre. It provides a range of office spaces upwards from 142 sq ft.
- **4 Museum Place:** This office is located in the heart of Cardiff City Centre and offers spaces from 180 sq ft to 2,482 sq ft.

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- **Industrial Units: E2 South Point Industrial Estate and unit 2 Tollgate Close, Off Penarth Road:** industrial units offering space of 3,651 sq ft and 6,841 sq ft respectively.

Ongoing

- **Carmarthen: the promotion of 10,000 sq ft of offices**
- **Fusion Workshop – office acquisition**
- **Sigma 3 – retail shed acquisition**
- **Afon Vets – a new surgery**
- **Abergavenny Farm Supplies – CPO advice re Cattle Market site**

Outside of specific projects, Robert Chapman has been fulfilling a role as Chair of the RICS South East Wales Association, a member of the Institute of Welsh Affairs Cardiff & Valleys Branch and a Cardiff Council member of the South Wales Chamber of Commerce.

If you wish to discuss any particular matter or issue, feel free to get in touch with Robert Chapman: Tel – 02920 553108.

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