

TELFORD & WREKIN COUNCIL

CABINET 18 FEBRUARY 2021

CREATING A BETTER BOROUGH - THE TELFORD LAND DEAL – ANNUAL REPORT

REPORT OF DIRECTOR: PROSPERITY AND INVESTMENT

LEAD CABINET MEMBERS CLLR DAVID WRIGHT AND CLLR LEE CARTER

PART A) – SUMMARY REPORT

1. SUMMARY OF MAIN UPDATE

- 1.1 This report sets out the continued achievements of the Telford Land Deal which is delivering new and higher skilled, local jobs, creating growth and security in the local supply chain alongside new homes, which is central to the Council's Strategy to Protect, Care & Invest into creating a better Borough.
- 1.2 The Council entered into a unique 10 year Land Deal with Homes England (HE) (formerly known as Homes & Communities Agency) which took effect from April 2015. This is set to see £44.5m of land receipts from the sale of agreed HE land assets in Telford recycled back into the local area, supporting the delivery of new homes, jobs and commercial floor space over the life of the Deal.
- 1.3 Now five years in, the Deal has continued its success despite uncertainties in the inward investment market nationally. The unique model which allows the disposal of public land through upfront investment into site preparation and marketing of sites, is underpinned by the Council's Enterprise Telford investment offer through its Growth Fund, and has delivered an acceleration in commercial and residential sites sold and raised land values.
- 1.4 Through the Land Deal, up to the end of 2019/20 the Borough has seen the development of **24 new commercial sites and 14 sites for residential development delivering 753 new homes and enabling 1389 new jobs. Cumulatively, bringing forward over 23 hectares of brownfield land for development. The Deal has delivered a gross sales income of £31.4m and attracted private sector investment of over £254m These developments will generate business rates of circa £2.5m and council tax of circa £0.94m.**
- 1.5 The financial successes of the Deal have meant that a cumulative profit of £4.8m has been achieved up to 31 March 2020. The Council's proportion of this **cumulative profit share is £3.8m**, (£1.8m after £2m agreed set aside for constrained/liability sites) after a £0.31m distribution to the Marches LEP. **A proportion of this profit share has been reinvested back into delivering 15 new incubation units and grow-on space for small companies at Hortonwood West, future proofing employment and growth and more recently £0.5m has been approved for investment into Ni.Park infrastructure works.**
- 1.6 During the life of the Land Deal there have been a number of high profile investments including Magna Cosma's new plant at T54 which opened in 2018 creating 295 new jobs. Other high profile private sector investments include Polytec's manufacturing plant at T54, which will enable 243 new jobs and the Epwin Group's development of 29,700m² (320,000ft²) at Hortonwood which will deliver 200 jobs in addition to their existing premises in Stafford Park. Construction works on new developments also benefit local companies with the majority of the supply chain coming from the local area.
- 1.7 The mix of housing types has also increased with the provision of affordable, market and specialist housing being delivered.

2 RECOMMENDATIONS

2.1 That Cabinet notes the outcomes achieved since the Land Deal commenced as set out in section 4 of this report.

3 SUMMARY IMPACT ASSESSMENT

COMMUNITY IMPACT	Do these proposals contribute to specific Co-operative Council priorities?									
	Yes	<ul style="list-style-type: none"> • Everyone benefits from a thriving economy • All neighbourhoods are a great place to live 								
	Will the proposals impact on specific groups of people?									
	Yes	The investment delivered through the Homes England Land Deal will have a positive impact across the Borough, helping to delivery new infrastructure, deliver new jobs and new homes, support businesses to grow and new investment which will support action to reduce unemployment, increase economic independence and address social inequality.								
TARGET COMPLETION/ DELIVERY DATE	The use of profit share monies will occur during the 10 year Land Deal.									
FINANCIAL/ VALUE FOR MONEY IMPACT	Yes	<p>The original Homes England Land Deal funding model set out the following in terms of the allocation of the Profit Share generated through the Land Deal:</p> <table border="1"> <tr> <td>Profit Share Homes England</td> <td>15%</td> </tr> <tr> <td>Profit Share TWC</td> <td>85%</td> </tr> <tr> <td colspan="2"> </td> </tr> <tr> <td>Within 85% TWC Profit Share</td> <td>First £2m earmarked for constrained /liability sites 15% to the Marches LEP</td> </tr> </table> <p>Since the start of the Land Deal, Telford & Wrekin Council has spent some £17.1m in bringing forward sites for development. This has resulted over the first 5 years of the Deal (until end of 2019/20) in gross sales of £31.4m and Profit Share of £4.78 m (after the reimbursement of costs and HE receipt of their 2015 book values). The Telford and Wrekin gross profit share received was £4.069m, £2.069m after the £2m set aside for constrained/liability sites. The Land Deal Board has final authority to determine investment of both the TWC and Marches LEP Profit Share.</p> <p>The Investment and Disposal plan is continually reviewed with agreement of the Land Deal Board and work will be undertaken to keep updating the 10 year projections to take into account the agreed changes.</p> <p>DR 11/1/21</p>	Profit Share Homes England	15%	Profit Share TWC	85%			Within 85% TWC Profit Share	First £2m earmarked for constrained /liability sites 15% to the Marches LEP
	Profit Share Homes England	15%								
	Profit Share TWC	85%								
Within 85% TWC Profit Share	First £2m earmarked for constrained /liability sites 15% to the Marches LEP									
LEGAL ISSUES	Yes	<p>The Council has the power to carry out the activity referred to in this report, obtained through a number of pieces of legislation, particularly the general power of competence. Legal Services will continue to provide advice and support as necessary in connection with the Land Deal.</p> <p>AL 14/01/2021.</p>								

OTHER IMPACTS, RISKS & OPPORTUNITIES	No	The use of uplift monies provides the opportunity for investment to support further growth initiatives, including investments into strategic infrastructure and supporting developments. The Land Deal is based on the devolution to the local area (Telford & Wrekin Borough), of both risk and reward. Homes England receive the 2015 book values for all sites sold before net receipts are shared. On the majority of sites the actual land receipt achieved will be higher than the Homes England book value due to investment into infrastructure etc. and the added value created through obtaining necessary planning permission. A further risk is the failure to dispose of the sites in accordance with the anticipated values or phasing of delivery to market after the Council has incurred significant capital expenditure. This could for example arise should local or national economic factors impact on the demand for developable land. This risk is mitigated by close scrutiny of the investments being proposed, the market and the role of the Land Deal Board (where the Council is represented by the Cabinet Member for Economy, Housing, Transport and Infrastructure) agreeing to each land disposal. The Land Deal Agreement also allows for early termination in the event that major economic shocks impacting in delivery arise.
IMPACT ON SPECIFIC WARDS	No	Borough-wide impact.

PART B) – ADDITIONAL INFORMATION

4. ACHIEVEMENTS







- 4.1 During the first five years and up to the end of 2019/20, the Land Deal has cumulatively delivered the sale of a total of **24 commercial sites and 14 sites for residential development, achieving a gross sales income of £31.4m**. The sites have enabled the delivery of Employment Floor Space of 105,697sqm (1,137,713sqft) and **753 new homes and supported commercial premises enabling 1389 new jobs**, many in engineering and manufacturing adding skilled job opportunities for the Borough's communities. These developments will generate business rates of circa £2.5m and council tax of circa £0.94m based on actual figures and an assumption as to rating valuations where properties not yet rated.
- 4.2 During the financial year 2019/20 of the **Telford Land Deal, sales of 3 commercial sites and 4 residential development were achieved**. This has generated a gross sale income of **£4.1m**. These sales will support the delivery of Employment Floor Space (EFS) of 22,849m² (245,944sqft), anticipated **job numbers of 275 and 136 new homes** These developments will generate business rates of circa £0.78m and council tax of circa £0.17m based on actual figures and an assumption as to rating valuations where properties not yet rated.
- 4.3 For the financial year **2020/21 up to the end of December 2020 (9 months)**, 3 commercial sites and 2 residential site sales have completed achieving a gross sale income of £3.8m. A further 1 commercial sites and 6 residential sites are currently being negotiated and are anticipated to achieve an additional gross sales income of c. £5.6m in 2020/21. These will deliver in total, additional EFS of 24,860sqm (267,590sqft) and enable c.323 jobs and 202 new homes.
- 4.4 During the first 5 years of the Land Deal and up to the end of 19/20, investment through the Deal has supported the development of 23.1 hectares of brownfield land. This equates to 32 football pitches.

- 4.5 The Deal alongside the Council's Enterprise Telford business pledge and the Council's ability to provide land, build and lease bespoke properties and offer a full turnkey solution funded through its Growth Fund continues to drive a high number of investment enquiries. The Borough continues to attract significant interest from all sectors.
- 4.6 The agri tech industry continues to thrive in Telford with new employment land now available at Ni Park (Newport) - identified as one of only 3 national High Potential Opportunity plots by DiT – the only one in Agri Tech. The Park, received planning approval in August 2019 with enabling infrastructure completed in November 2020. Delivered with investment through the Land Deal and LEP funding, the completed infrastructure has unlocked a site with the ability to provide circa 38,000m² (409,000ft²) of floor space providing opportunities for companies leading in this sector.
- 4.7 Telford also continues to see significant business expansion at Hortonwood West with local company Craemer having recently submitted a planning application for expansion at their plot and Land Deal Board approval given for the disposal of land to Eden Horticulture Ltd for expansion premises at Hortonwood. These developments are delivering additional business premises and avoiding the need for businesses to relocate outside of Telford. Five years into the Land Deal Hortonwood West is now home to Rosewood Pet Products Ltd, Eden Horticulture, Baker Bellfield, Craemer UK Ltd, 15 TWC starter units and Kensa Creative. Plot 7 is now completed providing Telford's largest speculative building at 6500m² (70,000ft²) and plot 1 is on site. Plot 8 is under offer with the sale likely to complete later in 20/21.
- 4.8 Both demand for new housing and supply of residential land remains buoyant in Telford with another year of high delivery in terms of numbers in line with our approved Local Plan. This was reflected in Telford being identified as number 5 for housing growth in the Centre for Cities Report 2020. The Borough continues to see a range of tenures delivered with a good representation of major and regional house builders and a broadening representation of Registered Providers taking sites. Residential development continues to be a high priority for Telford and the Land Deal has allowed the upfront work to de-risk challenging residential sites by obtaining planning consents, undertaking necessary infrastructure works and ecological works.
- 4.9 Four residential sites were marketed during 2019/20 with the ability to deliver up to 172 new homes and received a significant amount of interest from local and national house builders and Registered Providers. These sites are a legacy of the original new town residential allocations with challenging site conditions. Through the Land Deal investment has been made to de-risk the sites and obtain planning permission making them more attractive to the market. One of the sites has now completed and is on site with the remaining sites on track for completion by the end of 2020/21; an acceleration from the original programme. A number of other sites have been marketed during the first part of 2020/21 receiving a high response and healthy bids. These sites are also on track for completion during 2021.
- 4.10 During the last 5 years the Deal has driven significant local employment opportunities both in construction and long term jobs with an increase in higher skilled jobs and new apprenticeships, the number of jobs enabled through the Deal to date is 1389. The Council continues to monitor jobs safeguarded and created and to work proactively with businesses to provide assistance with training, apprenticeships and recruitment. For example the Council has provided advice on the upskilling fund, promoted apprenticeships, discussed recruitment support and the Quality of Life offer to the companies occupying the Land Deal sites.
- 4.11 The Telford Land Deal is also making significant differences to the people and companies within Telford. An example of the impact is shown at Appendix 1.

5.0 Examples of Investments

- 5.1 **Details of the achievements for 2019/2020** are included in the **annual Status Report** produced under the Land Deal for the Ministry for Housing, Communities & Local Government (MHCLG) (Appendix 2).

5.2 Specific examples of disposals and investments delivered through the Land Deal in 2019/20 and up to December 2020 include:

<p>Plot 5B, Telford 54</p>	<p>Existing occupiers Torus have acquired the adjoining plot to their premises to support a business expansion which will deliver a unit circa 1000sqm (10,763sqft) for which planning has been granted. Start on site is expected May 2021.</p>	
<p>Hortonwood West Plot 7</p>	<p>Purchasers have acquired the last large plot at Hortonwood West and completed the build of 6503sqm (70,000ft2) unit, built on a speculative basis to respond to the market.</p>	
<p>Hortonwood 37</p>	<p>The site has been acquired by Epwin Developments Ltd to develop 29,700m2 (320,000ft2) of new floor space in addition to their existing operation in Stafford Park.</p>	
<p>Ni.Park (Newport)</p>	<p>The infrastructure has been completed and start on site.</p> <p>The works have been funded through the Marches Growth Fund, Homes England and Local Profit Share generated from the Land Deal.</p>	
<p>Wellington (adj to BRJ School)</p>	<p>Site acquired by NuPlace for 54 homes including 19 shared ownership with units as specialist accommodation. Contractors are on site and progressing well.</p>	
<p>Priorslee Road Phase 2</p>	<p>Site acquired for a NuPlace development of 76 units including 20 specialist accommodation</p>	

6.0 INVESTMENT OF LOCALLY RETAINED PROFIT SHARE

- 6.1 The financial success of the Deal has meant that a cumulative profit of £4.78m has been achieved up to 31 March 2020. Telford and Wrekin Council's proportion of this cumulative profit is £4.069m, £3.76m after a £0.31m distribution to the Marches LEP. Under the terms of the Land Deal the first £2m has to be set aside to support delivery of constrained/liability sites leaving just over £2m to reinvest into supporting further growth.
- 6.2 The key principles underpinning how the investment of local profit share will be made were agreed as part of the Land Deal. Central to these is that the investment directly supports the objectives of the Land Deal which is to deliver new homes, new jobs and increased commercial floor space. The Agreement also sets out:-
- That Investment supports wider policy objectives of the local authority, Homes England and Government to drive growth, economic development and regeneration
 - That the appraisal of proposals is proportionate to the level of investment being sought and sufficiently flexible to allow for a range of investment opportunities
 - That proposals be supported by a business case reflecting treasury guidelines
 - That investments accord with local authority procurement rules
 - That monitoring and evaluation of the impact of the scheme is in place
- 6.3 Delegated authority was previously agreed by Cabinet for the selection of projects for investment of profit share. The Land Deal Board, established as a requirement of the Deal to oversee its delivery, has the final authority to determine investment of profit share by the Council.
- 6.4 The first investment approved by the Board for an allocation from this profit share was £1.0m as part of a larger investment to develop the 15 small business starter units at Plot 2 Hortonwood West, Telford. Also approved recently is the use of £0.5m of profit share for the completion of infrastructure works at Ni.Park to safeguard the delivery timetable for the first phase of employment units.

7.0. PREVIOUS MINUTES

Cabinet – 11 January 2011, CB-110
Cabinet – 17 October 2013
Cabinet – March 2015
Full Council – 3 March 2016, CB-79
Cabinet – 13 July 2017
Full Council – 21 September 2017, CB-42
Cabinet - 12 July 2018
Full Council - 26 July 2018
Cabinet – 2 January 2020
Full Council – 23 January 2020

**Report prepared by Dawn Toy, Estates & Investments Service Delivery Manager:
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Appendix 1 – Case Study

TELFORD LAND DEAL ENABLES BUSINESS GROWTH, CREATING NEW OPPORTUNITIES FOR TELFORD'S EMERGING TALENT



Back in 2018, Telford & Wrekin Council began discussions with Telford design and creative agency, Kensa Creative who were looking to relocate their business to ensure they could sustain the rapid growth of their company.

The discussion with Telford & Wrekin Council's Inward Investment Team arose at time when the Council were looking at developing Horton Wood West a patch of land off the A442. The land was being brought to market as part of the Telford Land Deal a partnership between Telford & Wrekin Council Homes England and the Marches Local Enterprise Partnership.



Kensa saw the potential of the site and were able to purchase a plot, with the design for their building being undertaken by the Council's in-house design team, bIT.

Now 3 years on the £600,000 relocation has been completed and Kensa Creative are settled in and operating from their 418sqm new office space spanning over two floors.



With the expansion of space, it presented the opportunity to take on new staff. Kensa Creative are looking forward to adding another 3-4 new members of staff in the coming year, as well as the continuation of development of existing talent, such as the evolution of their first apprentice Dean, a Telford resident new to the digital sector.



Dean's apprenticeship took him on a 3 year journey where he learnt a range of new skills including holistic design principals, designing for print and digital solutions and motion graphics including animation in a sector that is growing locally.

Managing Director Scott Clarke saw the potential in Dean and was so impressed by his work ethic and willingness to learn that he decided to take Dean on as a full time employee.

TELFORD LAND DEAL ENABLES BUSINESS GROWTH, CREATING NEW OPPORTUNITIES FOR TELFORD'S EMERGING TALENT



Dean Morris, Animator said,

“Starting my apprenticeship at Kensa Creative was one of the best career choices I could have made. I have not only learnt new skills but am now a fully qualified graphic designer and Lead Animator for the company.

Scott Clarke, Managing Director at Kensa Creative said:

“Kensa has grown significantly year on year, quickly reaching the point where we can't squeeze any more people into our former office space. Our new office has not only provided an opportunity for us to grow as a business but also for us to be able to take on new staff”.

“We are proud to be a Telford business, employing local people. Since the move we have taken on 3 new members of staff as well as Dean as an apprentice. We have watched Dean flourish from apprentice to our lead Animator in just a few years”.

“Without the move to Hortonwood West and the support that Telford & Wrekin Council's Estates and Investments Team and Business Support Team our business wouldn't be where it is today nor would we have been able to take on new creatives like Dean.”



Appendix 2 – MHCLG Status Report

TELFORD Land Deal

MHCLG Status Report

The first 5 years 2015 – 2020



Protect
Care and Invest
to create a
better borough





**Hortonwood West Plot 7:
6,553 sqm (70,535 sqft) – Industrial unit**

**Horton Lane – Plot
B1: development of 3
residential plots**



**Hadley Park B:
2,463 sqm (26,511 sqft)
mixed use development**



**The Beeches:
development
of 90 mixed
residential
units**



Foreword:

The Telford Land Deal was formed in 2015 and is now in its 5th year. It has established a successful new model for reinvestment of public land receipts into delivering new homes, employment space and jobs, raising land values and driving growth. During the first 5 years the Land Deal has established itself as a brand and is recognised regionally and nationally, drawing property interest to Telford and providing opportunities for investment in the Borough. Combined with the Council's Enterprise Telford offer the Deal is able to provide businesses with a range of options for investing in Telford and this has boosted jobs for the local area significantly in the last 5 years. House builders are also seeing the benefits of the Deal and the sites are attracting a noteworthy number of bids, in excess of previous years and bringing new names into Telford. The interest in the Borough through the Land Deal has raised land values meaning the profit to the partners of the Deal has increased and is able to be directed to initiatives ranging from small business units developed by the Council to provide grow-on space and assistance to local businesses. We continue to make Telford as easy a destination as possible for investors to land – through the commitment of partners and the Deal's ability to de-risk sites and offer a streamlined process to acquisition and development.

During the last five years, the Deal has delivered gross land sales of £31.4 million enabling 1389 new jobs and 753 new homes. Through investments like Magna Cosma's state of the art manufacturing plant and Polytec we are seeing new, high skilled jobs in tier one automotive companies at the forefront of their field marking out Telford's reputation as a key UK destination for inward investment in advanced manufacturing. We are also attracting a high level of interest from other sectors such as agri-tech and food production with Telford being recognised as a destination eager to do business and in particular recognition by DiT that NiPark is a High Potential Opportunity site for Agri Tech.

The first 5 years of the Deal has also accelerated housing sites and is instrumental in bringing forward a wide range of tenures from open market to affordable housing including specialist housing and supporting the regeneration of our communities. The residential market in Telford is still strong and continues to grow and is ranked in the top 5 as a major growth centre by the Centre for Cities for housing growth 2020. This report celebrates the first 5 years of the Telford Land Deal and looks forward to the future, where we will continue to attract and encourage investment within Telford and provide jobs and housing for local people and supporting our communities.

Councillor David Wright, Telford & Wrekin Council, Cabinet Member for Economy, Housing, Transport and Infrastructure

The Telford Land Deal has continued to be successful in both the creation of new homes and new jobs in Telford. Telford and Wrekin Council have marketed and disposed of both residential and employment sites on behalf of Homes England to a range of house builders large and small, and to both local businesses looking to grow and to employers new to the area. Homes England is delighted to work collaboratively with the Council and the LEP, meeting local ambitions through the delivery of new homes and economic growth within Telford.

Lucy Blasdale, Development Director at Homes England

The Telford Land Deal continues to prove itself as a truly unique approach to local investment and job creation through an innovative means of managing public land disposal that directly benefits the local area.

“Its success is undeniably underpinned by the combined strength of the partnership comprised of Telford & Wrekin Council, Homes England and the Marches LEP and that success is demonstrated in the results it delivers. From the largest foreign investment in the UK during the past decade; investment in significant infrastructure projects to help support economic growth; and the awarding of discretionary grants to support the local business and visitor economy, the Telford Land Deal has not only driven considerable levels of investment that would have not been achieved otherwise, but it has also contributed meaningfully to local housing growth.

“We’ve said it before, but the Telford Land Deal really is devolution in action, and I look forward to see what it delivers over the coming years.

Mandy Thom MBE DL, the Chair of the Marches Local Enterprise Partnership

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1. Summary of Achievements

1.1 Summary

The Telford Land Deal, now 5 years in has been instrumental in bringing forward under used, brownfield and underutilised land. The brand of The Telford land Deal is well known within the property market and business community in Telford and the wider Midlands and as such the Council, as drivers of the site disposal programme, are often the first port of call for employment and residential sites for local and inward investment enquiries. The unique model which allows the disposal of public land through upfront investment into site preparation and marketing of sites, underpinned by the Council's Enterprise Telford investment offer, has delivered an acceleration in commercial and residential sites sold and raised land values. This has amounted to 25,045sqm (269,582sqft) of Employment Floor Space (EPS) and receipts of £3.4million delivered in advance of the original anticipated outputs set out in the Investment and Disposal Plan, in some cases by 2 years. The Land Deal has enabled the expansion of local companies, the supply of much needed commercial and residential land to the Telford market and attracted over £250m of inward and foreign investment. Speculative investment in employment space has also increased showing continued confidence in the Telford market. The Telford Land Deal is devolution in action delivering above and beyond expectations with success underpinned by the strength of partnership between the Council and Homes England and the support of the Marches LEP.

The success of the Deal and the strength of the partnership which underpins it has been recognised in a number of national awards – a national winner in the APSE Awards in the category of Best Collaborative Working Initiative and Highly Commended at the MJ local government achievement awards.

During the last five years, the deal has cumulatively delivered the sale of a total of 24 commercial sites and 14 sites for residential development, achieving a gross sales income of £31.4 million. The sites have enabled the **delivery of Employment Floor Space (EFS) of 105,697sqm** (1,137,713sqft) and **753 new homes** and supported commercial premises delivering **1389 new jobs**, many in engineering and manufacturing adding skilled job opportunities for the Borough's communities.

Over the last 12 months (financial year 19/20) of the Telford Land Deal, the deal has delivered the sale of 3 commercial sites and 4 residential developments. This has achieved a **gross sale income of £4.1 million.** These sales will support the **delivery of EFS of 22,849** (245,944sqft), **anticipated job numbers of 275 and 136 new homes.**

During the first quarter 2020/21 (April to June), 1 commercial site sale has completed achieving a gross sale income to date of **£0.4 million.** A further 4 commercial sites and 8 residential sites are currently being negotiated and are anticipated to achieve an additional gross sales income of **c.£10 million** in 2020/21. These will deliver in total, additional EFS of 36,342sqm (391,182sqft) and anticipated job numbers of c.610 and 196 new homes.

In the last 5 years, Local Growth Funding via The Marches LEP has enabled £22.6 million highway infrastructure works under the Telford Growth and Eastern Gateway Packages. The infrastructure works have included working with Highways England to increase the capacity of Junction 4 at M54 to enable growth in that part of the Borough and also bringing services and infrastructure into the new industrial estate at Hortonwood West. Other works along the A442 include improvements to a number of roundabouts to create

increased highway capacity in the north of Telford, supporting the release of commercial and residential land. Local Growth Funding via the Marches LEP of £7m is also supporting highway infrastructure works along the A41 and A518 at Newport, increasing capacity and supporting the release of employment land at NiPark.

The Deal alongside the Council's Enterprise Telford business pledge and the Council's ability to provide land, build and lease bespoke properties and offer a full turnkey solution funded through its £50m Growth Fund continues to drive a high number of investment enquiries. The Council's commitment to this pledge has been extended with the creation of a new £60m Regeneration & Investment Fund. The Borough continues to attract significant interest from the automotive and advanced manufacturing sector, and more recently companies connected to battery and automotive light weighting and food and agriculture. There has been a significant increase in indigenous companies requiring new premises to expand and wishing to remain in Telford such as Eden Horticulture Ltd who are looking to expand and build their own premises building on their success over the last 3 years. The expansion of these indigenous companies has led to safeguarding and increasing local job opportunities for the Telford & Wrekin borough.

The agri tech industry continues to thrive in Telford and the delivery of Ni Park - a new Agri Tech Park to the south of Newport has been identified as one of only 3 national High Potential Opportunity plots by DiT – the only one in Agri Tech. The Park, launched in concept at MIPIM 2019, received planning approval in August 2019 and work commenced on site in December 2019. Jointly funded through the Local Growth Fund, Telford Land Deal and Telford & Wrekin Council and delivered in association with Harper Adams University it

will provide circa 38,000m² of EFS providing opportunities for companies leading in this sector. The first phase of construction of small business units is due to start late 2020, on completion of the enabling infrastructure works.

The largest deal delivered to date has been the c£80m inward investment by Magna Cosma a Canadian tier 1 automotive company at T54, one of the Borough's premier business parks. This alone is set to deliver over 600 jobs over 2 phases, with 295 delivered so far. The investment is understood to be the largest wholly new advanced engineering sector FDI in the UK in the last 10 years. T54 continues to thrive with Filtermist expanding to one of the Council's new industrial units and keeping their existing site.

Hortonwood West also continues to build on its success with all plots now sold or under offer. Two new speculative units are planned for plot 1, to be developed by Morris Properties Ltd and which will provide mid-range units of 20,000ft² each. The largest speculative build at 70,000ft² in Telford is also now on site at Plot 7 and progressing well and illustrating developers confidence in the Telford market. The Council's own development of 15 small start-up business units which utilised Land Deal profit share and the Council's own £50m Growth Fund, is fully let, with regular enquiries received and a waiting list. These developments are delivering additional business premises and avoiding the need for businesses to relocate. Since the start of the deal 5 years ago this new 55acre industrial park has succeeded in providing much needed employment land and floor space and has enabled 302 jobs and delivered 28,747sqm (309,430sqft) Employment Floor Space.

In the first 5 years of the Deal sites in Halesfield have all now been sold or sale completion is imminent. In terms of land ownership

Homes England have now either transferred or sold all of their land holdings with the Land Deal having provided that exit strategy.

The first 5 years of the Deal has seen extensive activity in the residential sites market with demand high and land prices remaining buoyant. The financial year 2018/19 saw the successful marketing of 3 major residential sites which have now exchanged contracts and will be looking to deliver in the region of 170 new homes. The sites attracted a large number of enquiries and bids from local developers and larger house builders, some not already having a presence in Telford. The market has remained buoyant in 20/21 with a number of sites currently on the market and receiving significant numbers of enquiries. Telford remains in the top 5 for housing growth in the Centre For Cities Report 2020 and the Borough continues to see a range of tenures delivered with a good representation of major and regional house builders and a broadening representation of Registered Providers taking sites. Residential development continues to be a high priority for Telford and the Land Deal has allowed the upfront work to de-risk challenging residential sites by obtaining planning consents, undertaking necessary infrastructure works and ecological works - a process that is de-risking the sites and making them more attractive to the market. The next 12 months will see a major planning application being submitted at The Hem, an allocated site under the Telford Local Plan and the marketing of Pool Hill Road D, a jointly owned site between the Council and Homes England and which has the capacity for up to 36 new homes.

During the last 5 years the Deal has driven significant local employment opportunities both in construction and long term jobs with an increase in higher skilled jobs and new apprenticeships, the number of jobs enabled through the Deal to date is 1489. The

Council continues to monitor jobs safeguarded and created and to work proactively with businesses to provide assistance with training, apprenticeships and recruitment. For example the Council has provided advice on the upskilling fund, promoted apprenticeships,

discussed recruitment support and the Quality of Life offer to the companies occupying the Land Deal sites. The Council have helped 11 people, 3 of who were apprentices, into employment on these sites.

2. BACKGROUND

2.1 Introduction

The Telford Land Deal, was formally completed on 24th March 2016, and signed by Telford & Wrekin Council (TWC) and Homes England (HE). The agreement documents the parties' intention to work together over a 10 year period from April 2015 to promote commercial and residential sites within Telford which fall within the Council and the Agency's ownership, with the Council taking the lead in site preparation in order to de-risk and accelerate delivery, and in bringing the land to the market. Now 5 years in, the Deal has had significant success and its achievements are many.

There are **79** Homes England sites and **11** TWC sites included within the Telford Land Deal (sites listed in Appendix 1). This deal offers the opportunity for TWC to drive economic growth and prosperity in the region by taking responsibility for the stewardship, marketing and disposal of all Homes England land holdings in Telford. Of these sites 49 have been brought to the market and sold in the first 5 years of the Deal.

The Council brings local market intelligence and a proactive approach to inward investment including a willingness to co-invest.

2.2 Context

Telford and Wrekin Council are driving forward economic growth and prosperity through Enterprise Telford which sets out a vision '***To promote Telford's role as a major contributor to the West Midlands economy; to focus on those things that will do most to unlock jobs and create growth that will improve the lives of all the people who live in our Borough and; to make Telford a natural home for investors, innovators and entrepreneurs***'.

The Deal is set to see £44.5m of land receipts from the sale of agreed Homes England land assets in Telford recycled back into the local area, supporting the delivery of new homes, jobs and EFS. The local area will also benefit from a share of land value uplift delivered where the Deal accelerates and raises land values over and above Homes England profiled receipts. A proportion of this will be shared with the Marches Local Enterprise Partnership (LEP) who have enabled Local Growth Funding to support highway infrastructure to open up sites included in the Deal.

As part of the Deal, TWC were required to take freehold responsibility for all Homes England liability sites i.e. those sites considered to have no development value and/or to incur potential costs. The Funding Agreement governing the transfer was signed in March 2017 and all transfers have now completed within the set timescales.

2.3 Operation

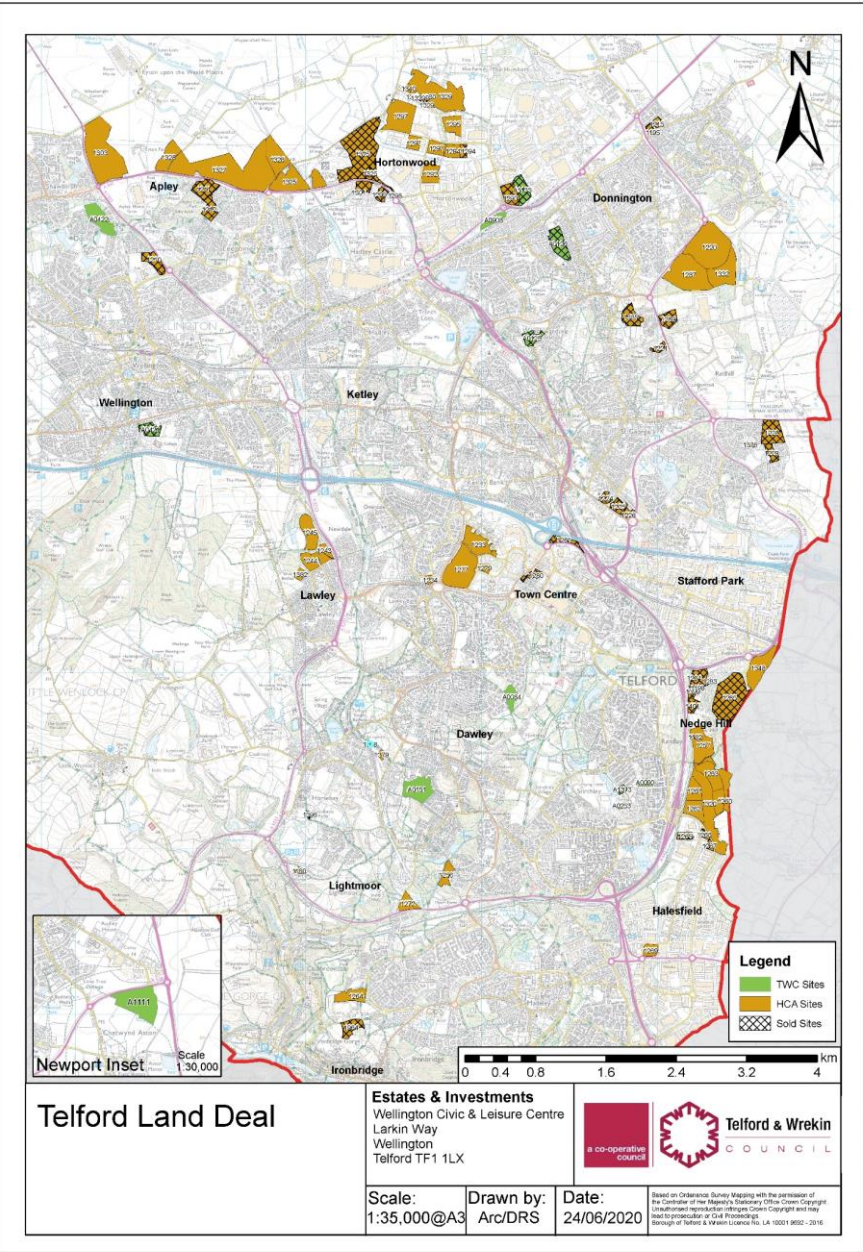
The Deal is managed through a 3 year rolling Investment & Disposal Plan which details the sites for disposal, investment requirements and estimated uplift achieved as a result. The overall Programme is dynamic and the order of land sales, investment required per site and receipts varies with market demand. The 3 Year Plan provides much greater certainty in terms of forecasting and delivery and is reviewed annually and approved by the Telford Land Deal Board.

2.4 Site Map

Diagram 1: Site Map

This map shows the footprint of the Telford Land Deal area and extent of land included showing the split of Homes England and TWC sites.

The plan also shows the sites now sold under the Land Deal marked as hatched as at Q1 20/21.



2.5 Key Sites

2.5.1 Commercial Update

T54 is one of the Council's premier business parks extending to 78.11 acres. Its attraction lies in its proximity to the M54 and being 12 miles from I54 and Jaguar Land Rover's engine manufacturing centre. The site has been very successful and all but 1 of the 7 plots have now been sold. The Land Deal has enabled the de-risking of the sites resolving ecological issues and obtaining planning consent upfront for the plots. Now home to Magna Cosma, Polytech, Filtermist, XYZ and Torus, the Council's completed speculative units have one occupier and one is now under offer providing a response to the lack of mid-sized units in Telford. The latest development is by Gentech who have constructed a small unit to aid their business expansion. Plot 7 is now the only remaining plot on the open market and options are being explored as to how to bring this site to the market and provide development ready platforms. Local Growth Funding via the LEP has been used to deliver strategic infrastructure improvement on the M54 motorway junction 4, which enhances the connectivity of the site. The Council, through its Growth Fund, has also contributed investment into further utility upgrades in order to prepare the site for occupiers who have a high power requirement. This investment assisted in accelerating the disposal of land to Polytec ahead of the forecasted date in the Investment and Disposal Plan by 10 months.

In 5 years the Land Deal has achieved a gross sales income of £3.5m, employment floor space of 42,588sqm (458,413sqft) and 633 jobs at T54.

Photographs below illustrate completed sites or schemes in progress:

T54 – Plot 6
Magna – Operational



T54 – Plot 2
Polytech - Operational



T54 – Plot 5a
TWC starter unit - Operational



T54 – Plot 5c
TWC starter unit – Operational



T54 – Plot 5b
Torus – site sold



T54 – Plot 1c
Gentech – Operational



HORTONWOOD WEST is a new flagship industrial site enabled by the Land Deal and Local Growth Fund. The site extends to 55 acres and is divided into 11 plots in a landscape setting. The site has been successful in attracting foreign direct investment, UK investors and local companies looking to expand. The infrastructure work for the internal estate roads, utilities and drainage was completed in December 2017 funded by the Land Deal and the Local Growth Fund. These works allowed the site to offer shovel ready plots for occupiers and developers. Five years into the Deal and the estate is now home to Rosewood Pet Products Ltd, Eden Horticulture, Baker Bellfield, Craemer UK Ltd, 15 TWC starter units and Kensa Creative. Plot 7 is now underway and progressing with Telford's largest speculative building at 70,000ft2 and plot 1 is due to start on site imminently. Plot 8 is under offer with the sale likely to complete later in 20/21. The Land Deal has helped to accelerate the disposal of plots to Craemer by 2 years, Baker Bellfield by 5 months and TWC by 1 year.

Sites below are progressing with sale completion programmed for 20/21:

Scheme	Status of site sale	EFS	Jobs	Start on Site	Site Completion	Private Sector Investment
Hortonwood West – Plot 1	Completed	3,716	20	July 2020	May 2021	£5m
Hortonwood West - Plot 7	Completed	6,553	60	Jan 2020	Aug 2020	£7m
Hortonwood West - Plot 8	In Progress	440	11	May 2021	Oct 2021	£2m

In 5 years the Land Deal has achieved a gross sales income of £3.9m, employment floor space of 28,747sqm (309,430sqft) and 302 jobs at Hortonwood West.

Photographs below illustrate completed sites:

**HWW – Plot 9
Rosewood – Operational**



**HWW – Plot 10
Eden Horticultural - operational**



**HWW – Plot 6
Baker Bellfield - operational**



**HWW - Plot 2
TWC units - operational**



**HWW – Plot 3,4,5
Craemer - Operational**




**HWW – Plot 2a
Kensa Creative - operational**



**HWW – Plot 1 Morris Properties
– site sold**



HWW – Plot 7 Trebor – start on site



Hortonwood and Halesfield

Both established employment areas, the first 5 years of the Deal has seen significant movement in the sale of these sites with nearly all plots in Halesfield sold and a number in Hortonwood now sold and under offer.

Sites below are progressing with sale completion programmed for 20/21:

Scheme	Status of site sale	EFS	Jobs	Start on Site	Site Completion	Private Sector Investment
Halesfield 18	In Progress	7,226	100	Sept 2020	Sept 2021	Up to £6.5m
Hortonwood Plot 1	In Progress	13,478	192	Jan 2021	Oct 2021	£7.185m
Hortonwood plot 11b	In Progress	11,482	287	Mar 2021	Mar 2022	£6.1m

In 5 years the Land Deal has achieved a gross sale income of £2.1m, employment floor space of 17,146sqm (184,558sqft) and 254 jobs at Halesfield and Hortonwood.

Photographs below illustrate completed sites or schemes in progress:

**Halesfield 24, Plot 2
Wrekin Pneumatics -
operational**



**Halesfield 25, Plot A
Travis Perkins - operational**



**Hortonwood, Plot 6
Veolia – operational
(site sold in 17/18)**



**Rampart Way
Various – operational**



**Hadley Park E
Morris Properties – started
on site**



**Hadley Park B – Eurogarages
– started on site**



**Hortonwood 37 – Epwin
Group - started on site**



**Halesfield 18 Plot 1 – in
progress**



2.5.2 Residential Update

The residential market in Telford over the last 5 years of the Land Deal has been buoyant and has seen significant new interest from new developers and Registered Providers all keen to gain a foothold in the Telford residential market. The response to marketing exercises has been high with the sites marketed ranging from small sites of 1-3 plots up to sites of over 200 units. The market is strong with high demand for the completed units. Three sites (Old Park 1 & 2, Majestic Way and Newcomen Way) were accelerated during 2019/20 and brought to the market earlier than programmed in the approved Investment and Disposal Plan. The sites were marketed with outline planning consent and contracts were exchanged on all sites prior to the end of March 2020. All preferred developers for the sites have now submitted their reserved matters planning applications and are on track for completing the site purchases during the coming financial year 2020/21.

Other sites such as Priorslee E and F and Apley are progressing well and are notable successes for the Land Deal's first 5 years.

A number of sites; the former BRJ School site in Dothill, and 2 no. development sites at Snedshill have been acquired by Nuplace, the Council's wholly owned housing investment company, to develop high quality housing for rent within the Private Rental Sector (PRS). The site in Dothill is the first of Nuplace's developments to see the delivery of 19no. specialist units designed to be adaptable and wheelchair accessible, thus responding directly to a proven undersupply within the borough.

Scheme	Status of site sale	Housing Units	Start on site	Site Completions	Estimated Private Sector Investment
Horton Lane Plot A1	In Progress	3	Feb 2021	Feb 2022	£1.35m
Old Park Phase 1&2	In Progress	82	Feb 2021	Jan 2023	£17.39m
Majestic Way	In Progress	39	Feb 2021	Feb 2022	£8m
Land of Newcomen Way	In Progress	55	Feb 2021	Feb 2022	£6m
Croppings Farmhouse	In Progress	1	Apr 2021	Mar 2022	£0.2m

In 5 years the Land Deal has achieved for residential sites a gross income of £17.6m and enabled 753 housing units.

Photographs below illustrate completed sites or schemes in progress:

**Daisy Bank – completed
Lioncourt Homes**



**Priorslee D3 – completed
Central and Country
Developments**



**Frome Way – completed
Keepmoat Homes**



**Land at Snedhill – completed
NuPlace**



**Apley – on site
Kier**



**Priorslee E&F – on site
Lovell**



**The Beeches – on site
Shropshire Homes**



**Horton Lane, Plot B – on site
Private purchaser**



Wellington BRJ – on site
Lovell



Priorslee Road – on site
Lovell



3. Key Deliverables/Milestones planned for future years

Residential sites

The Hem

The Hem is a circa 100 acre site allocated for residential development in the Telford and Wrekin Local Plan. The site is one of the key residential sites for Telford and the Land Deal and is set to provide up to 350 homes. The Council completed the due diligence in terms of sites surveys and assessments and has appointed planning consultants to bring forward a master plan for the site and an outline planning application is programmed for submission in late 2020. The site will provide a high quality residential development of family housing in a setting of open green space. The site will comply with Building for a Healthy Life 12 and will provide a range of affordable units as well as market housing for sale. Planning consent is anticipated June 2021 with marketing commencing July 2021 and start on site in Jan 2023.

Horton Lane

Horton Lane is a residential area on the northern fringe of Telford. Plot B (3 dwellings) A1 (3) and C1 (1) have completed and the marketing of Plot A2 (2 dwellings) and Plot C2 (3 dwellings) has now taken place. The disposal of the plots is programmed for 2021.

Pool Hill Road, Site D

Pool Hill Road site D is a residential site jointly owned by the Council and Homes England. An outline planning application for 36 dwellings has been submitted and has received a resolution to grant. The site is being marketed throughout summer 2020 with a tender date of the end of July set. The site has received a high number of responses and the completion of the sale is programmed for end of 2020/21.

LAWLEY

Lawley is a circa 29.89 acre site allocated for residential development in the Telford and Wrekin Local Plan. The Council is currently in the process of commissioning preliminary due diligence work on the site including ground investigations and flood risk assessment with a view to starting master planning work for 250 homes.

Commercial sites

NI Park

The Land Deal is supporting the delivery of a 10ha employment site at Newport promoted through the Local Plan for a major, new Agri Tech employment park. Planning permission was granted in August 2019 and work started in December 2019 with the construction of the supporting highway and utility works. The works are programmed to be completed late 2020 and the construction of phase 1 small business units will commence soon after. . The Park will provide space for a range of potential occupiers including start-ups, smaller businesses and larger occupiers within the Agri Tech sector. The Park will incorporate green credentials and will help consolidate the Borough's growing reputation in this emerging global sector. Being marketed by DiT following their recognition of the sites as a High Potential Opportunity site for Agri Tech the site is being brought forward in partnership with Harper Adams University and their Agri-Tech Centre of Excellence industry partnership.



Hortonwood Sites

Hortonwood is a well-established, large, industrial estate located in the north of Telford and has a variety of occupiers ranging from smaller local companies e.g., Baker Bellfield, to large foreign direct investments e.g., Epson. The Council has been carrying out extensive infrastructure works to increase the electricity capacity to sites in Hortonwood at an investment of £1.6 million. Work is currently on going and is planned to be completed by the end of the financial year and will assist in attracting manufacturing and distribution businesses. In addition, the Council has entered into a District Licencing Scheme with respect to great crested newt mitigation and this will be implemented from summer 2020. This will enable sites to be brought forward to the market with further de-risking undertaken and sites away from the industrial areas to be ecologically enhanced for great crested newts and other protected species.

Shawbirch East Campus

This site comprises one single land parcel of 22.16ha (55 acres) and was designated for employment as part of the establishment of the New Town and is allocated for employment use in the Telford & Wrekin Local Plan. The site is one of the largest in the region and is able to accommodate around 100,000m² of employment floor space providing an opportunity to deliver a high tech employment park appropriate to this gateway location into Telford potentially linked to the Borough's growing sector specialisms in food and agri tech.

Appendix 1 provides a full list of sites.

4. Finance

The Deal is managed through a 3 year rolling investment and disposal plan, which is subject to regular reviews at the Land Deal Board. As set out in the Land Deal Agreement, the table below demonstrates the net uplift and respective shares for the 5 years ended 31 March 2020, and the forecast for the first eight years of the Deal.

£	5 year Actual 31 March 2020 (..) – shows an income	8 year forecast 31 March 2023 (..) – shows an income
Gross land receipts	(31,435,116)	(48,194,567)
Net land receipts	(13,728,642)	(19,330,952)
Total costs to be funded from land receipts	8,941,564	12,150,410
Net uplift	(4,787,079)	(7,170,542)
Homes England share @15%	(718,062)	(1,075,581)
TWC share @85%	(4,069,017)	(6,094,961)
Constrained/liability set aside	2,000,000	2,000,000
TWC share retained	(2,069,017)	(4,094,961)
LEP share @15%	(310,353)	(614,244)

5. Investments

5.1 Investment of Local Profit Share

The financial successes of the Deal to date has meant that a cumulative profit of £4.7m has been achieved up to 31 March 2020. The Council's proportion of this cumulative profit is £3.7m, after a £310k distribution to the Marches LEP.

TWC has so far invested £1.0 million profit share as part of a larger investment by the Council from its Growth Fund to develop the 15 small businesses starter units at Plot 2 Hortonwood West, Telford. This has been a successful development with all units let and demand growing for further similar sized units to support local small businesses.

The Land Deal Board continues to consider other areas of investment for the local profit share within Telford.

6. Communications and Marketing

A Strategic and Local Communication, Marketing and Engagement plan overseen by the TLD Board, underpins the range of activities being undertaken. The plan timetables planned press releases, attendance at events, specific visits and website activity. The plan has both a local focus – recognising the need to engage with local communities within which sites are coming forward and outward facing to attract investor interest. The Plan includes activity lead by the Authority and supported by Homes England, the Marches Local Enterprise Partnership and Telford Business Board.

A partnership approach has been adopted to communications with all messages.

Underpinned by 3 key aspects:

- Delivering a consistent approach to all external communications
- Engaging effectively with appropriate audiences
- Raising the profile of the Land Deal and its impact on the Borough, Marches and West Midlands economy, on a local, regional and national level

A couple of recent press releases linked with major commercial investments is included at Appendix 2.

The focus in 19/20 has been to advertise the successes of the Land Deal over its four year lifetime and in particular to focus on individual successes and the benefits of the Land Deal to the people of Telford in terms of economic benefits, jobs and housing. This has been done through various mediums such as online platforms, Midlands Today news, regional magazines and local newspapers and also presentations to forums such as the Telford Business Board.

7. Future Priorities

There is a strong partnership approach to the Land Deal and this has led to its success during the first 5 years. The future of the Land Deal will be achieved through continuing to work together and maximising on opportunities in the local market and continuing to invest upfront into challenging sites to de-risk and make sites 'shovel ready' and attractive to developers through ecological mitigation, infrastructure and planning consents. This in conjunction with the Council's Growth Fund which is available to fund bespoke property solutions for investors requiring a leaseback solution plus investment to bring utilities to sites make Telford one of the UK's most attractive locations for inward investment.

Market interest in Telford's residential sites remains high and there remains a steady stream of sites coming to the market over the next 5 years. 2021 will see one of the largest sites in the Land Deal, The Hem, coming forward to the market providing an opportunity for the development of up to 350 homes. In addition the Lawley site will follow later in the programme. Provision of adequate infrastructure and energy capacity for manufacturing, particularly automotive remains a challenge. The Land Deal and Council have made significant investment and will continue to monitor supply in order to be able to accommodate incoming investment in the town. In terms of employment land, the success of the Land Deal has resulted in many of the sites offered at the start of the Deal now being developed and consequently employment land availability is reducing. The partial review of the Local Plan will be addressing this issue with sites being considered for employment use being a high priority.

The Land Deal is now at the end of the first 5 years of a 10 year programme. Delivery across both residential and employment sites overall is running ahead of original planned delivery dates and land values, showing the strength of the local market and effectiveness

of the principles underpinning the Deal. Telford is a growing town with an ambitious agenda for growth and commitment to invest into local communities. The current partial review of the Local Plan prioritises driving further economic growth balanced by residential development. Employment and residential sites within the Land Deal are a key component of delivering that growth and there is also significant scope to develop the Deal considering the inclusion of further sites both in Homes England and potentially other public/private ownership in support of the Town's ambitions and to deliver against national targets. .

COVID-19

At the time of writing this report the world is in the grip of a pandemic. To date the pandemic has not had a notable effect on the property market within Telford and sites on the market are attracting record numbers of enquiries. The partners will continue to monitor the market and review regularly during 20/21 together with continuous business engagement with our local companies.

Appendix 1 – Schedule of Sites

Homes England site	Site ref. no.	PCS ref.	Parcel ref.	Status
Apley B1 (ii)	1211	19806	12348	Sold
Apley B3	1212	19806	5825	Sold
Hortonwood (Shawbirch East Campus Site)	1303	21800	1527	
Wellington (Adj Blessed Robert Johnson School Phase 1)	1210	19339	1417	Sold
Wappenshall	1326	21964	1548	
Wappenshall	1327	21964	1549	
Wappenshall	1328	21964	1550	
Wheat Leasows – 10 Plots	1325	21963	1547 10781 12698 12887 12888	Plots 9 and 10 – Sold Plots 3,4,5 – Sold Plot 6 – Sold Plot 2 – Sold Plot 7 – Sold Plot 1 - Sold
Hortonwood North Residual – 3 plots	1329	21961	1551 13111	Plot B - Sold
Land & Buildings Adj Horton Farm	1330	21961	1552	Plot C1 - Sold
Land off Horton Lane	1340	21961	1557	
Donnington Wood (K) (constrained site)	1220	20219	1430	Site transferred to TWC
Donnington Wood Way (constrained site)	1332	20219	1553	Site transferred to TWC
Land North of Granville Road (Donnington Wood) (constrained site)	1287	20219	1502 12913	Site transferred to TWC
Priorslee East - Phase 1	1228	19629	11429	Sold

Priorslee East F	1229	19629	6091	Sold
Land Snedshill / Church Road	1224	28463	1434	Sold
Land – Priorslee Road	1225	24497	1436	Sold
Priorslee Road (Phase 2)	1226	24497	1436	Sold
Old Park Campus Site (constrained site)	1277	24497	1436	Site transferred to TWC
Old Park Phase 1 and 2 (constrained site)	1233	28462	1445	
Lawley Extension	1243	21334	1458	
Lawley Extension	1244	21334	1459	
Lawley Extension	1382	21334	1460	
Lawley Village Residential Site (Non Strategic Project)	1382	21334	1591 1592	
T54 – Plot 2	1284	22479	1499	Sold
Sub Station Nedge	1198	20526	1406	Sold
T54 – Plot 3	1399	22480	1604	Sold
T54 – Plot 5	1401	22482	1606	Sold
T54 – Plot 6		22483		Sold
	1285	26764	1473	
T54 – Plot 7	1348	22484	1565	
Nedge Buildings (The Hem)	1182	22485	1393	
Land Around Nedge Buildings (The Hem)	1257	1257	2952	
The Hem Phase 4 (The Hem)	1263	21775	2954	
The Hem Phase 3 (The Hem)	1260	21775	1476	
Open Space – Nedge Housing (The Hem)	1320	21775	1542	
The Hem Phase 2 (The Hem)	1261	21775	1477	

Halesfield 24 – Plot 2	1266	21777	1483	Sold
Halesfield 23 – Plot 3	1267	21779	1484	Sold
Halesfield 25 – Plot 6	1265	21776	11576	Sold
Halesfield 18	1269	21319	1485	
Plots – Moor Farm, Majestic Way	1256	16153	1472	
Lightmoor Road	1272	16153	1487	
Town Centre Hall Court Car Park	1280	24497	1495	Sold
Rough Park 3	1264	16153	1480	
The Beeches	1964	20464	2095	Sold
South West Old Park Mound (Specified Site)	1279	24497	1497	
Plot 12 Hortonwood	1292	21790	1509	
Plot 6 Hortonwood	1294	26707	1511	Partially sold
Plot 1 Hortonwood 65 (Specified Site)	1295	21793	1512	
Plot b, d and remainder of e Hortonwood – 3 plots	1297	21795	10669 10678 6056	
Site C Pool Hill Road	1378	28464 21757	1587	Sold
Site D Pool Hill Road	1379	28464 24982	1588	
Plot – Rock Road	1234	22347	1446	
Hadley Park B	1299	21797	5989	Sold
Hadley Park A	1298	21797	5809	Sold
Hadley Park E	1301	21804	6014	Sold
Site 2 Donnington Campus	1289	22224	6115	Sold

Croppings Farm House	1180		1391	
Land at Wellington Road	1195	19807	6061	Sold
Land at Wellington Road	1215	19807	6061	Sold
Land at Daisy Bank	1221	21043	5876	Sold
Rampart Way	1281	24497	1496	Sold
T54 – Plot 1c	1283	22478	1498	Sold
Hortonwood 37	1290	21789	1505	Sold
Priorslee East D3	1376	19794	1586	Sold
Donnington H Phase / Frome Way	1385	21796	1594	Sold
Woodlands Farm Buildings	1398	24201	6138	Sold
<u>TWC Sites</u>	<u>Site Ref</u>	<u>Status</u>		
Charlton Site	A0422			
Plot 2 Telford Rail Freight	A1133	Sold		
Plot 1 Telford Rail Freight	A0908			
The Sutherland School	A0126	Sold		
Wrockwardine Wood Arts Academy	A0125	Sold		
Ercall Wood Technology College	A0421	Sold		
Phase 2 Dawley	A0084	Sold		
Phoenix Academy	A0151			
Grange Park Primary School	A0090			
Lakeside Academy	A0105	Sold		
Newport Innovation Site	A1111			

Appendix 2 – Press releases

Newport Innovation Park

Work begins on Newport Innovation Park

Published: Jan 16, 2020

Work has begun on building the infrastructure for the Newport Innovation Park - which will ultimately support the creation of up to 950 jobs.



Works at Ni-Park are being delivered by infrastructure group Balfour Beatty.

Telford & Wrekin Council said the project will provide a significant economic boost to Newport and the local area.

It said the continued development of Harper Adams University, with its successful agri-tech research programme and agri-engineering and precision farming centre for innovation, has created an opportunity to bring high value jobs to Newport through the creation of a cluster of high tech businesses on the new innovation sites.

Councillor Lee Carter, Telford & Wrekin Council's cabinet member for Borough Economy, said "Ni-Park is set to put Telford and the UK at the forefront of high efficiency agriculture and I am delighted that work is about to begin.

It will bring together agricultural and technical companies enabling industry experts to collaborate on and commercialise new technologies.

Ni-Park will pioneer an epicentre of global intelligence, drive growth and support innovation to help farmers and businesses achieve sustainable productivity in agriculture and farming."

Mandy Thorn, chair of the Marches Local Enterprise Partnership, said: "Ni-Park is a LEP supported project which will really put our region on the map.

Not only is it a flagship development in the agri-tech sector nationally, it has tangible benefits for our businesses and our regional economic growth.

We are committed to funding schemes that deliver the creation of sustainable jobs and this investment will do exactly that."

Dr David Llewellyn, vice-chancellor of Harper Adams University, said: "We will be supporting the local authority to create an ecosystem for agri-tech innovation at Ni-Park that will build upon ground-breaking research conducted by the university.

This includes the world-leading Hands Free Hectare experiment, which has now been extended to a farm-scale project that will run for the next three years and the recent launch of our Global Institute for Agri-Tech Economics, which is improving our understanding of new food production methods.

There is considerable interest worldwide in improving productivity in the various ways in which we provide our food.

This collaboration will enable industry and academia to find the right solutions to not only develop future food production systems, but also to find ways in which those systems can

protect our natural resources, improve biodiversity and help us all in the challenge of tackling climate change.”

Jon Kiteley, Balfour Beatty’s area director for north and Midlands, said: “We are delighted to be continuing our partnership with Telford & Wrekin Council at the Newport Innovation Park project.

Our team of expert engineers are perfectly positioned to deliver this scheme which will enable the development of a new employment area for the local community. We will also utilize a local supply chain throughout construction to support the local economy in Newport.”

Snedshill

Latest Nuplace development is fully let

Published June 26 2020

Nuplace's latest housing development Rowan View in Snedshill has become fully reserved, more than six months before tenants start to move into their new homes.



The new development, which is located off Snedshill Way, will see 37 two, three and four bedroom homes ready to move into from winter 2020. The site is jointly owned with Midlands'

landlord Walsall Housing Group who will also deliver a further 39 homes for a mix of affordable rent and shared ownership.

Nuplace, which is wholly owned by Telford & Wrekin Council, is committed to delivering a quality rental 'home for life' for individuals, couples and families.

Tenants Carra and Daniel have reserved their family home at Rowan View and are now preparing for their move this winter.

They said: "For us, reserving off plan was the perfect opportunity to secure a brand new rental property in the area we wanted. It was important that we stayed in St Georges, so when we saw the new site being built we enquired straight away and were delighted when we reserved our new home.

We will be moving into a bigger house so reserving off plan has allowed us extra time to think about the furniture we need and to save - it has taken away additional stress and having to rush. We can't wait to move in and have the extra bedroom for the children to enjoy their independence and with the security of living in a Nuplace home."

Councillor David Wright, Telford & Wrekin Council's cabinet member for Housing, commented: "Nuplace prides itself on offering quality homes for rent in great locations around the borough and we are delighted at how popular these new homes have been in Snedshill.

This site builds on the success of the adjacent Nuplace site, where 39 properties were also reserved within four weeks back in 2018. Both of these new developments benefit from being close to the town centre, local shops, bus routes and also the train station, which make the site ideal for young families and people moving into the borough."

Nuplace has also started building work at an additional development 'Maple Fields' in Dothill which will bring Nuplace's total rental portfolio to over 400.

Anyone who is interested in renting a home with Nuplace should visit www.nuplace.co.uk to search for a home to let or register to find out more.

T54, Plot 5

£4m investment by Filtermist to meet growing demand

Published September 23 2019

One of the UK's leading industrial air filtration and extraction specialists has invested in a new £4m distribution centre at T54, Telford's premier industrial site, to help it meet growing demand for its products.



Filtermist International, which is part of the Absolent Group, has taken on a 30,000 sq ft unit just a few minutes' walk from its purpose built headquarters at T54.

Organic sales growth and the acquisitions of the DCS Group of Companies and Kerstar Ltd in the last six months have resulted

in the decision to create a central facility to house the firm's logistics operation.

Filtermist has a long standing history in the Telford area. They formed back in 1969 and now export to more than 60 countries worldwide, with 92 per cent of all oil mist filters manufactured in Telford destined for the export market.

Filtermist moved to its T54 headquarters in 2015 with an ambitious five year growth plan. However this plan was achieved within the space of two years – hence the need for the new distribution centre.

The expansion has been made possible through a new development by Telford and Wrekin Council funded through a £50 million Growth Fund on a site made available through the unique Telford Land Deal.

The deal which brings forward redundant industrial sites by investing in infrastructure to encourage investment and expansion is a partnership between the Council, Homes England and the Marches Local Enterprise Partnership.

Filtermist's development will enhance stock control and delivery lead times even further as well as freeing up additional capacity to increase the company's metal fabrication footprint.

"Domestic and export orders have increased dramatically over the past five years as the global demand to create cleaner, safer and more productive workshops that deliver clean air continues to grow," said James Stansfield, chief executive officer of Filtermist International.

"With volumes increasing and additional capacity required as a result of some of our acquisitions, we made the decision to increase our footprint.

We have worked very closely with Telford & Wrekin Council and we are delighted to have a site close to our existing headquarters and well positioned for the transport network, with close access to the M54.”

Councillor David Wright, Telford & Wrekin Council’s cabinet lead for the Land Deal, said: “This is a case of Telford & Wrekin Council providing speculative units to cater for high demand in the market.

Our units within the Council’s property portfolio are fully let and there is a lack of this type of stock in our borough so it makes sense for us to step in where developers are reluctant to do so.

T54 is a great location – well positioned to take advantage of Telford’s excellent transport links.”

Councillor Lee Carter, Telford & Wrekin Council’s cabinet member for Finance, Commercial Services and the Borough Economy said: “The development of the new unit has been funded by the Council through our £50m Growth Fund, which enables the Council to invest and expand its property portfolio.

As a council, we are committed to encouraging new companies to inwardly invest in our borough and also to encouraging existing companies like Filtermist to expand.”

Rod Spiby, a director of Bulleys Bradbury, said: “We are delighted to have helped Telford & Wrekin Council secure

Filtermist as the tenant to Unit 5C at T54 and the letting sets a new benchmark for industrial property deals in this area and underlines Telford’s position as an attractive destination for manufacturing companies.

There continues to be very strong demand across the region for good quality industrial and warehousing space such as this. It shows that the right high quality tenant can always be found for the right unit, marketed at the right price.

It has been good to work with Telford & Wrekin Council again on such an ambitious and far-sighted scheme which has had such tremendous success.

All the currently deliverable land at T54 has been sold with a good variety of occupiers making this their home. Just one unit of 17,545 sq ft remains available to lease if there is a business wishing to join this success story.”

Hortonwood West

Work begins on largest Telford industrial unit

Published January 28 2020

Work has begun on building Telford's largest industrial unit in 10 years.



Bob Tattrie of Trebor Developments and Councillor David Wright

Trebor Developments has appointed Morris Property as main contractor to construct its speculative industrial unit in Telford.

The land, in Hortonwood West, has been acquired through the Telford Land Deal, a joint collaboration between Telford & Wrekin Council, Homes England and the Marches LEP.

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The industrial unit will be 70,540 sq ft (6,553 sq m) in a single building.

Morris Property started on site in January and the building will be ready for occupation in summer 2020.

Bob Tattrie, managing partner for Trebor said: “We look forward to working with Morris Property on this exciting project to bring quality, larger, industrial accommodation to Telford.

This is the last plot at Telford and Wrekin Council’s Hortonwood West site, which has attracted a wide range of occupiers over the last three years to become one of the best industrial parks in Telford.

We expect strong interest in this quality new unit, which is offered on competitive terms.”

Councillor David Wright, Telford & Wrekin Council’s cabinet lead for the Land Deal said “I am delighted that this last plot at Hortonwood West is now underway – this is yet another success story for the Telford Land Deal.

Hortonwood West has also benefited from investment by the Marches Local Enterprise Partnership which has funded infrastructure improvements on the site.”

T54 – Plot 5b

£4m Land Deal development to create up to 30 jobs at T54

Published October 2019

Up to 30 jobs will be created by a £4m development at Telford's premier industrial site, T54 Technology Park thanks to the borough's unique Land Deal.



Torus Measurement Systems Ltd – part of Torus Technology Group - is building an additional 10,000 square foot new industrial unit at Plot 5B next to its existing units at the Naird Lane site.

The main building is currently at full capacity and a second unit is now 75 per cent fully utilised. In order to further develop the business, Torus anticipates a requirement for further space in both manufacturing and assembly and associated administration

– meaning construction of a third building to sit alongside the existing units.

Torus Measurement Systems Ltd are part of the Torus Group and supply precision calibration and measurement services to the aerospace, automotive and defence sectors.

The company also provides automated capital equipment for quality control purposes to the global packaging industries for high volume containers.

The site has been brought forward to the market as part of Telford's unique Land Deal in partnership with Homes England and the Marches Local Enterprise Partnership. The deal has assisted in undertaking works to prepare the site and accelerate its development.

Dominic Johnston, Managing Director of Torus Technology Group Ltd said: "Torus have invested in the development of this new facility.

As we enter our 20th anniversary year, expansion is being driven by our ongoing research and development program which has allowed us to introduce quality inspection equipment into new markets globally.

We expect to create up to 30 new jobs over the next five years and will continue to invest in people, technology and equipment. We look forward to showcasing our new site in the near future."

Councillor David Wright, Telford & Wrekin Council's cabinet member for the Land Deal said: "We are committed to being a

business winning and business supporting council and that includes encourage established Telford companies to maximise expansion opportunities, as well as attracting inward investment.

Torus are a prime example of a Telford business that has continued to build on its success to expand further on their existing site and it is fantastic to see. I look forward to seeing the new unit opening for business.”

Lucy Blasdale, Head of Land at Homes England, added: “This is a fantastic example of how working collaboratively through the Land Deal we are helping local businesses grow, which is great for Torus as well as Telford’s wider economy.”

Telford’s unique Land Deal is a collaboration between Telford & Wrekin Council, Homes England and the Marches Local Enterprise Partnership.

It involves investment in infrastructure and services at redundant industrial sites to make them more attractive to inward investors and existing companies in the borough, with the aim of boosting the borough’s economy and creating more jobs.