



Land & Development Services

Delivering value to
projects

Altair

About Altair

Altair are a leading housing and property consultancy, specialising in providing a range of management and development services to affordable housing, development and regeneration projects. We offer services in Property, Strategy and Change, Finance, Governance and HR. Our service offerings are tailored to optimise the delivery of new and existing homes as well as mixed-use projects, effectively and efficiently adding value to our clients' activities.

We work with a range of clients of differing sizes from both the public and private sector and offer support through project work and placements. We have vast experience in the affordable housing and wider property and commercial sectors. We are continuously seeking new and exciting opportunities in the sector to add value to public and private bodies in the delivery of new or existing projects.

The property team within Altair offers a range of services including:

- Development and Land Agency
- Project and Development Management
- New Business and Land Acquisition
- Interim Appointments from Assistant Development Manager to Director
- Viability Advice and Scrutiny
- Bid Support and Management
- Options Appraisals and Feasibility Studies
- Acquisitions and Disposals
- Development Policies and Procedures
- Stock Rationalisation and Options
- Financial Modelling
- Joint Venture Partnering, Structuring and Modelling
- Community Land Trusts and Community-led Housing initiatives
- Strategic Asset Management
- Podplan - Development Appraisal Toolkit
- Registered Provider and Investment Partner Status
- Training and Development
- Related Research Work

Our Services

New Business Services

Opportunity Identification | Negotiation | Acquisition & Disposal

The new business services we offer include:

- Directly negotiating with the landowners, developers, councils and housing associations on behalf of clients
- Running development and options appraisals based on proposed developments including financial modelling
- Undertaking contract negotiations
- Putting forward and negotiating offers and opportunities on behalf of clients
- Commissioning and managing project teams

We provide these services for residential, mixed use and regeneration opportunities, and also handle land opportunities for a range of uses, adapting our services to our clients requirements. We always ensure value for money is achieved and our clients remain thoroughly aware of the financial value and risks of any new project or opportunity.

Planning and Development Services

Development Viability | Planning | Project Management

We provide Development Management services across the RIBA stages overseeing the full or parts of the development lifecycle clients where required. This includes:

- Overseeing acquisitions and disposals of opportunities, planning applications and securing planning permissions
- Planning viability submission and negotiations
- Bidding for and securing private finance and public sector grants
- Procuring contractors or housing association partners
- Negotiating development agreements and build contracts
- Dealing with all start on site and practical completion issues
- Managing handovers and defects

Our Clients

We provide our services to a range of Local Authorities, Housing Associations, Landowners and Developers across the UK. Our clients include:



In addition, we work internationally through our global sister company Altair International and assist developing economies grow their housing and property sectors.

Testimonials

Our clients have said the following about work and services:



Elizabeth Agyepong
Head of Land and Planning
Optivo

"Where Altair have supported us with bids and acquisition of opportunities, they have added value through their knowledge of affordable housing and of the process of securing new opportunities"



Eamonn Coleman
Managing Director
Jeds Investments

"Altair provided high quality viability advice and reporting that enabled our project to secure a viable and deliverable planning consent meaning we could progress swiftly into the delivery phase of the scheme"

If you would like further information about our work, please see the case studies on the following page or contact us for more detail.

Recent Projects

Optivo | Acquisitions and Disposals

Altair managed, on behalf of Optivo, the acquisition of 132 homes from two developers in LLDC and Greenwich for a total value of £45 million. This acquisition process included contract execution.

On this project, Altair managed and commissioned a project team, sought board approvals, conducted internal liaison and undertook financial appraisals. We went through a thorough and robust legal negotiation of land and build contracts, S106 agreements, planning documents, build over agreements and right to light insurances.



Swan | New Business Service

Altair acted as Project Director on a major joint venture (JV) between Swan and Southend Borough Council for the Better Queensway regeneration; an initiative regenerating a council estate and part of the town centre, which included two new parks, up to 2,000 new homes, a variety of retail and workspaces, a large number of roads and an interface with a railway station. The total contract value is half a billion pounds.



Altair led the procurement process (including providing a bespoke multi-phase regeneration focused financial model) through contract negotiation, optimising contracts and signing within 6 weeks of being announced as preferred bidder. Altair managed and co-ordinated the Housing Infrastructure Fund bid, procured and managed the design process up to RIBA Stage 2, ensured proposed plans met design and sustainability objectives and implemented a robust regeneration consultation strategy.



Our Team

We have a specialist team with decades of experience in the housing and property sectors. This team includes:



Matt Carroll
Director
BSc (Hons)



Aaron Elliott
Director
BSc (Hons), MSc, MRICS



Gilly Tobin
Director
MSc, PRINCE2, MSP



Tom Dewey
Director
BA (Hons), PGDip, MRTPI



Michael Davies
Senior Development
Consultant
LLB (Hons)



David Howson
Associate Consultant
BSc (Hons), CPFA



Claire Bellinger
Senior Development
Consultant
BA (Hons), MRTPI, MRICS



Bradley Tollon
Senior Development
Consultant
BSc (Hons), MSc



Alexandra Gatrell
Development Consultant
MA (Hons), MSc

Wider Altair Services

In addition to our property specific services, we offer a wide range of consultancy services providing high quality, creative solutions to the varied and rapidly changing challenges facing organisations in housing, property and regeneration. We work across the following specialisms to deliver the best outcomes for our clients, whatever mix of expertise it might draw on.

Strategy & Change

- Corporate Strategy
- Markets & Growth
- Data & Analytics
- Service Improvement
- Digitalisation

Treasury & Finance

- Financial Modelling & Appraisals
- VfM and Efficiency
- Brixx Implementation & Review
- Local Authority Self-Financing
- Strategic Advice

HR & People

- Recruitment
- Reward & Remuneration
- HR Planning & Transformation
- Mergers & Restructures Employee Relations
- Operational HR Support
- Culture Reviews

Governance

- Governance Reviews
- Regulatory Advice
- Compliance
- RP Registrations
- Board Effectiveness

Sustainability

- Climate Exposure & Impact Analysis
- Strategic and Operational Advice
- Intervention & Mitigation Development
- Implementation Support
- Environmental Governance
- Asset Funding Support

We are also part of Aquila Services Group that is comprised of a group of consultancies who provide a variety of sectors:

OAKS | Education and sports consultancy

ATFS | Treasury management consultancy

For further information please contact:

Aaron Elliott

07841 04027

aaron.elliott@altairltd.co.uk

Michael Davies

07530 315097

michael.davies@altairltd.co.uk