

muckle<sup>LLP</sup>



REAL ESTATE  
INSIGHTS





# hello

**Welcome to our Real Estate Insights, a brief showcase of the full spectrum of support our team can offer.**

We have experience in all the legal elements associated with commercial property. Whether you're a landowner, developer, investor, housebuilder, registered provider, contractor, educator, lender, rural property owner or involved in a property dispute, we have a dedicated specialist who can help.

What is it that makes us different? Our approach. We are down to earth people who are passionate about property work and genuinely care about helping you achieve your objectives.

But please don't just take my word for it.

To demonstrate the specialism we offer, we've set out some examples of our recent projects, which I hope you enjoy reading. If you have any questions, feedback or would simply like to find out more about Muckle, please do get in touch.



**Jonathan Combe**  
**Partner, Head of Real Estate**

# developing communities



Great developments not only improve the built environment, they improve the lives of everyone who interacts with them. We are proud to have handled the legal work on some major developments that are enhancing their local communities, including our recent work on Newcastle's Newgate Centre, the Stephenson Quarter and Sunderland's Music Arts and Culture Quarter.

## Developers we've advised:



 We have worked with Muckle for over 15 years and our developments continue to benefit from our strong working relationship. This was a complex, multi-layered deal which relied on their unrivalled legal experience and expertise.”

**Stephen Surplis, McAleer & Rushe Property Director**

# Newgate Centre, Newcastle

- **1.75 acre** regeneration of the former 1960s shopping centre
- **575 bed** student accommodation over nine storeys
- **265 bed** four-star hotel with bar, restaurant and business centre facilities
- **20,000 sqft** of ground level large format retail, leisure or restaurant space



# building homes

We've advised a host of house builders in developing homes of all kinds. Our work has also included helping registered providers such as Home Group expand their social housing portfolio.

We've supported huge regional developments like Amethyst Homes' 480-house Regents Park complex in Consett and helped to deliver innovative projects such as Marmalade Lane, Trivselhus's co-housing estate in Cambridge. Whatever your project, we have the capacity and skill to support you.

## Housebuilders we've helped:



There is clear blue water between this team and their competitors. They are fantastically responsive – and always available when I need them.”

**Ken Forster, former Managing Director at Trivselhus UK**

# Marmalade Lane, Cambridge

- **42 homes** with facilities they jointly share
- **1 central community space** – with communal kitchen, activity rooms, play areas, laundry and guest bedrooms
- **Eco-friendly technology** within the buildings keeps energy costs low

# next level

Our entire business is structured to help clients grow. As well as working closely with our corporate finance legal team, we handle all the property elements involved in moving a business to the next level.

We help clients expand into bigger premises, like building coatings specialists Tor Coatings, who we helped secure a purpose built 135,000 sqft storage and distribution warehouse. We can also help clients increase their regional and national footprint, like County Durham based Connection Retail, the company behind the Flooring Superstore, Direct Wood Flooring and Grass Direct.

## Expansion we've supported:



 The team at Muckle LLP have been instrumental in helping us to achieve our growth ambitions and I'm very much looking forward to building on our relationship and success in the coming years."

**Dan Foskett, Connection Retail Managing Director**

**FLOORING**  
SUPERSTORE.COM

**DWF**  
DIRECT WOOD FLOORING

**Grass**  
DIRECT

## Connection Retail national expansion

- **Rapid rise** - from online store to national flooring retailer
- **12 stores nationwide** – from Newport to Edinburgh
- **12 months** to roll out the majority of stores



# providing liquidity

To move, grow or branch out, businesses need liquidity. As well as helping to deliver expansion, our property finance experts have helped engineer the capital needed to fund it. From advising lenders and borrowers on multimillion pound investments and refinancings, to securing forward funding for developers, we can negotiate property finance deals from every angle.

Clients we work with:

LLOYDS BANK 

 BARCLAYS

 Santander

 McAlee  
& Rushe

home  
group

HSBC 

Handelsbanken



They are pragmatic, business focused and good at project management. They took time to understand the business and what we needed to do to get our funding run through as quickly as possible with a limited amount of cost."

**Austin Woods, Home Group Director of Legal**



## Home Group, national

- **£250m** funding run
- **10,000** new homes to be developed
- Funding negotiated from **3 banks**

# return on investment

Securing a solid income stream from property you are investing in owes much to planning in advance. We've helped numerous investors, in all manner of properties, develop profitable long-term strategies that have delivered a strong return on investment.

We advise on acquisitions and disposals, lettings, asset management portfolio refinancing and estate management. For example, we recently acquired Bridge House, Guildford, from Aviva Investors for a private investment company and longstanding client.

## Investors we've helped:



 The expert guidance from Muckle LLP's real estate team has been invaluable. We can always depend on them to handle any legal needs, be they in commercial development, property finance or asset management."

**Keith Atkinson, Metnor Group Managing Director**



BRIDGE HOUSE

## Bridge House investment, Surrey

- **£17.7m** investment representing a sub 6% yield
- **6 weeks** from heads of terms being agreed to completion
- **Long-term** letting to Highways England



# advancing education

Working seamlessly as part of our dedicated Education team, our real estate lawyers have advised on all manner of projects. We are also one of only nine law firms on the national university education procurement panel for property support across England and Wales. Expansive university developments, MAT conversions or PFI, every project is all important.

## Educators we've supported:



Muckle LLP's specialist knowledge and expertise has been an integral part of bringing these exciting projects to life and we are delighted with the support they have provided."

**Richard Dale, Newcastle University Executive Director of Finance**



## Newcastle Helix

- **£350m regeneration scheme** uniting academia, public sector, community and business
- **24 acres** – the UK's biggest urban development site outside London
- **20 different building plots** and 6 residential plots
- **4,000 jobs** to be created once complete



# getting it built

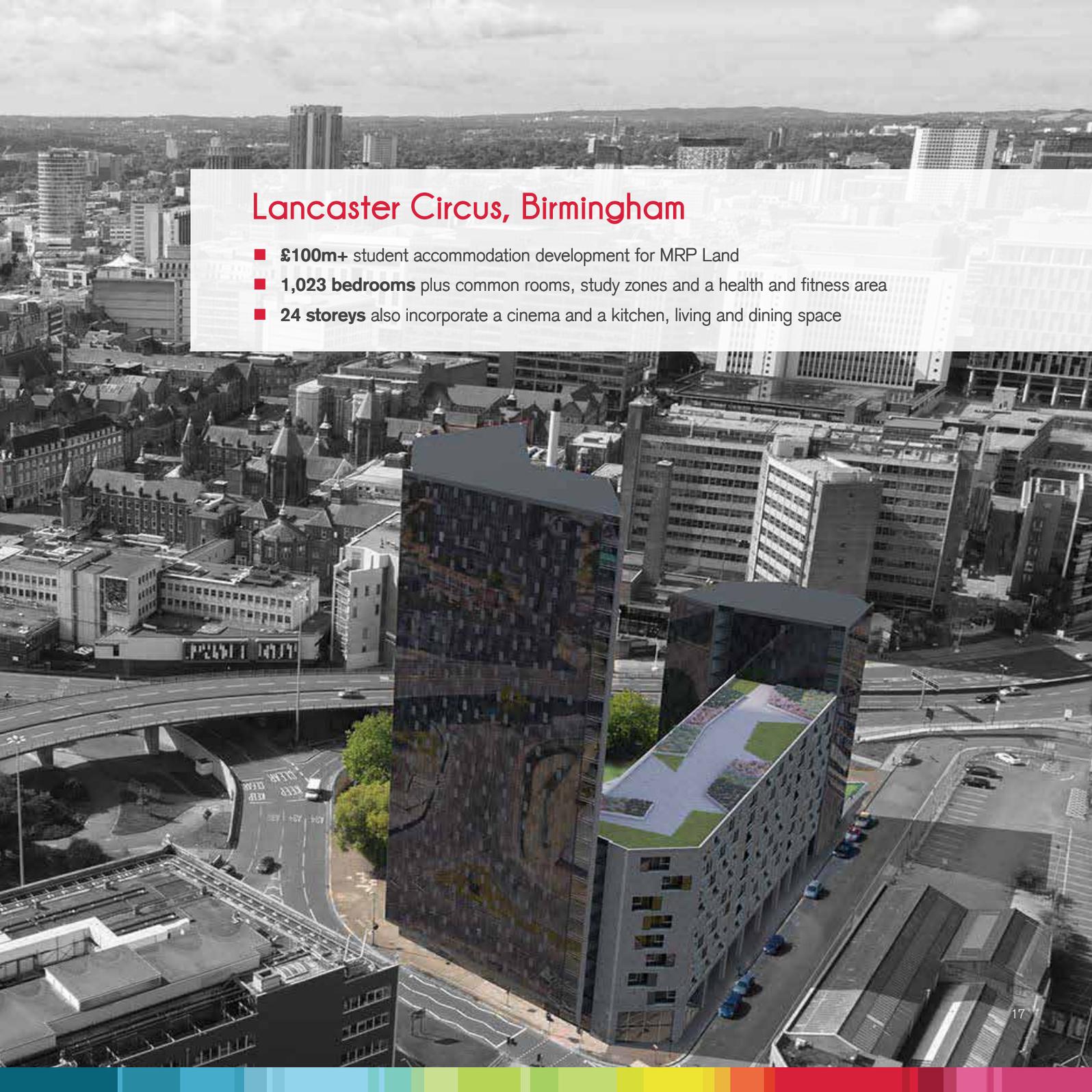
We are one of only a few North East law firms with a team of dedicated construction lawyers. We continue to work on some of the most significant building and infrastructure projects in the North East, ranging from Newcastle Helix to NE1's Bigg Market upgrade in Newcastle City Centre. We also regularly advise on major out-of-region projects, such as the Lancaster Circus development in Birmingham.

## Clients we've helped:



“Muckle have been instrumental in helping us get one of the most complicated transactions we've ever delivered over the line. With international funding and other complex elements in play, the support from the Real Estate legal team was invaluable.”

**Graham Mitchell, MRP Land Development Director**



## Lancaster Circus, Birmingham

- **£100m+** student accommodation development for MRP Land
- **1,023 bedrooms** plus common rooms, study zones and a health and fitness area
- **24 storeys** also incorporate a cinema and a kitchen, living and dining space



# charity begins at home

With the region's largest charities team, we help third sector clients of all sizes lease new homes or develop new sites. For example, the Great North Air Ambulance, Tiny Lives Trust and JET (Jobs, Education & Training) are all anticipating a brighter future following our support in securing new and improved premises. We are proud to have played our part in helping charities of all sizes support more people in need.

## Charities we've helped:



Muckle LLP's experience and expertise were vital in securing the site of our new home. Due to the scale of the project, the negotiations were prolonged and relatively complicated, but with the guidance of the Muckle team the process was concluded as smoothly as we could have hoped for and, vitally, ensured we got value for money."

**Grahame Pickering MBE, GNAAS Chief Executive**



## Great North Air Ambulance, Teesside

- **1 new site** for a new HQ and world-class training facility
- **£120,000 pa savings** in rent and rates by consolidating three existing bases into the new site
- **2 phase project** to develop an office block, operations room and a new aircraft hangar

# sporting excellence

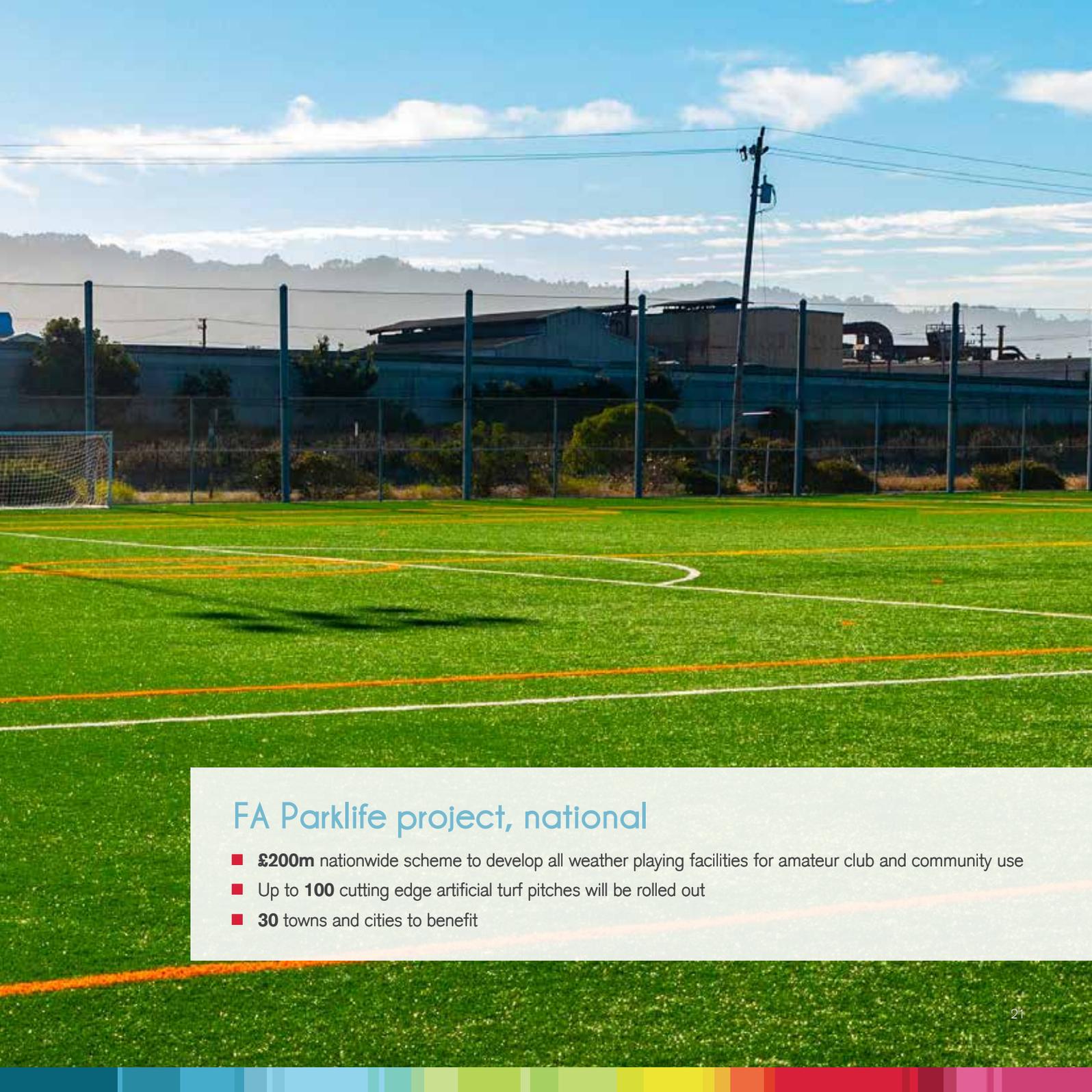
As the only northern law firm that Legal 500 UK ranks for sports sector legal advice, we handle a vast range of property work for sporting clients across the region and beyond. We've advised the English Football Association on its £200m Parklife project and recently helped the Newcastle United Foundation move premises.

## Sporting developments we've supported:



 Thanks for all of your help and guidance on the Parklife project. We were delighted with your input."

**Mark Coulson, FA Senior Facilities Investment Strategy Manager**



## FA Parklife project, national

- **£200m** nationwide scheme to develop all weather playing facilities for amateur club and community use
- Up to **100** cutting edge artificial turf pitches will be rolled out
- **30** towns and cities to benefit

# solving property disputes

Of course, we want all property work to go without a hitch. But if a dispute does materialise, it's best to have an experienced team of property litigators on your side. Unlike many law firms, we have a dedicated Real Estate Dispute Resolution team that focuses solely on resolving property disputes for a broad client base, including commercial landlords, retail tenants and developers.

Specific technical expertise in areas like dilapidations claims, break notices and lease renewals can make a huge difference in keeping the cost of disputes down and achieving the best results.

## Clients we act for:

Investing in homes since 1912  
**grainger plc**

**karbon**  
homes

**BERNÍCIA**  
HOMES



JOHN ELLIOTT



GF Noted for its very good commercial awareness, the strong team at Muckle LLP also receives praise for its excellent level of service and sound advice, which is designed to guide clients through very complex and challenging cases.”

**Legal 500 UK**



## **Specialist property dispute advice includes:**

- lease renewals and breach of leases
- dilapidations and break notices
- tenant insolvency and CVAs
- obtaining vacant possession of premises
- trespass and forfeiture

# from town to country

Although North East based (and very proud of it) our Agriculture, Estates and Rural Property team relishes being out and about, meeting clients wherever they are in the country.

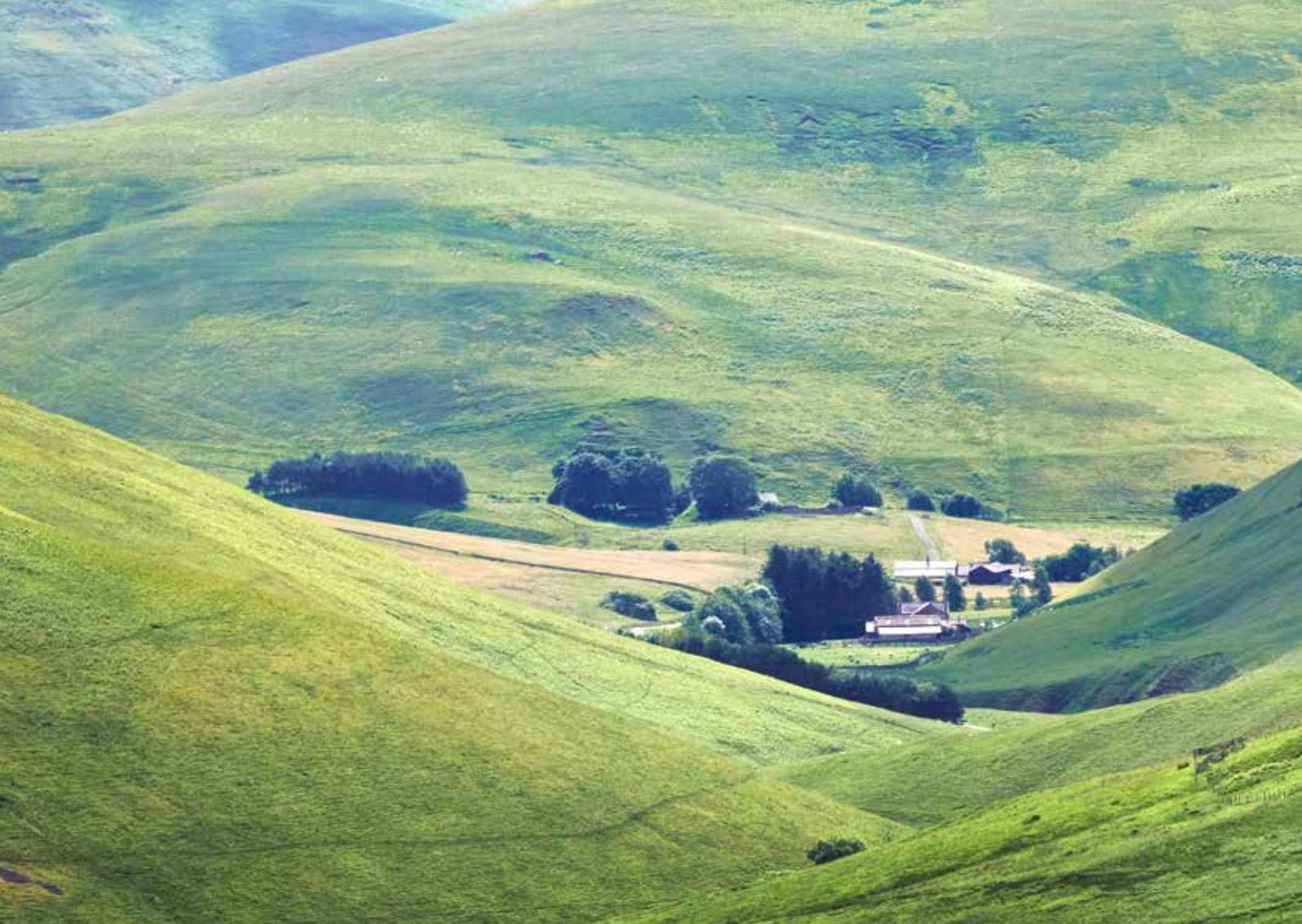
Often, it's much easier, quicker and more cost effective to talk over legal issues in person and we are more than happy to get our boots muddy. In fact we relish it. If you need advice on sporting rights, mines and minerals, energy schemes and more, our expert rural property lawyers can advise on any aspect.

## Key clients and memberships



Muckle LLP is a truly modern law firm that is respectful but not constrained by the conventions of a traditional commercial law firm which can needlessly delay progress."

**Legal 500 UK**



## Landowners and developer support includes

- buying and selling land, farms, woodland, etc.
- agricultural tenancies, town and village green and public or private rights of way issues
- rural energy schemes, such as wind farms and solar parks
- agri-environmental schemes and farming subsidies



# the Muckle way

It's not so much what we do, it's the way we do it that's important. Whoever you speak to, PA or partner, you'll receive the same high quality service because everything we do is underpinned by four core values:

1. **Trust** – you can trust us to do the right thing for your business
2. **Teamwork** – we work as part of your team, committed to your goals
3. **Responsibility** – we are self-starters and challenge ourselves to deliver success
4. **Care** – we value kindness and care about our clients, people and communities

We have specialists in virtually every area of commercial law and act for businesses of all sizes and sectors throughout the North East, the UK and beyond. All our lawyers work closely together in one open plan office in Newcastle Upon Tyne, so we can respond quickly and seamlessly no matter how complicated your query may be.

In a nutshell, expect personal and technically excellent legal advice, on time and in budget, every time.

**That's the Muckle way.**



“Muckle LLP is an outstanding firm with vision, immense knowledge and a rock-solid core of excellence which runs through the heart of the firm. From its single-office platform, it continues to attract clients and mandates on a regional, national and international basis.”

**Legal 500 UK**



# expert advice always

If your business needs support on an issue outside real estate, our full range of specialists are quickly at your service. These include:

## **Banking and Restructuring**

Top ranked in Legal 500 and Chambers & Partners, our award winning team can support any debt finance raising, from a simple working capital facility to a complicated bond issue or multi-bank arrangement. They also provide advice on debt restructuring and any insolvency and creditor issues.

## **Corporate**

Our award winning corporate team looks after businesses of all sizes, from start-ups and SMEs to large plcs. Whether you need advice on accessing finance, delivering investment, company flotations or buying, merging or selling businesses, we can help.

## **Commercial**

Top ranked in Legal 500, our commercial team knows everything there is to know about intellectual property and commercial contracts big, small, bespoke or standardised, on or offline.

## **Technology**

From data breaches to development and procurement, IT is a rapid growth area in business with many legal implications. That's why our specialist technology team is a huge asset to the region.

## Dispute Resolution

Our dispute resolution team is regularly engaged in multimillion pound national and international litigation as well as smaller local disputes. It offers strategic advice and alternative dispute resolution, emergency remedies and a highly successful debt recovery service.

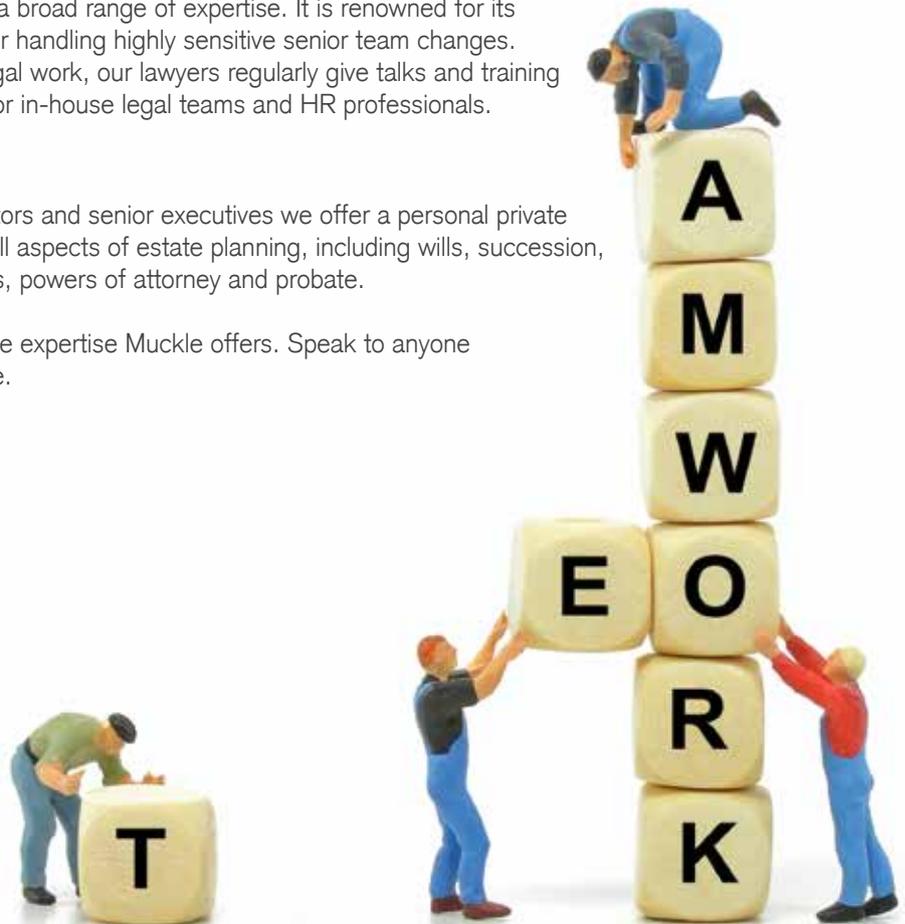
## Employment

Our employment team has a broad range of expertise. It is renowned for its communication skills and for handling highly sensitive senior team changes. In addition to day-to-day legal work, our lawyers regularly give talks and training on employment law, ideal for in-house legal teams and HR professionals.

## Private Client

For business owners, directors and senior executives we offer a personal private client service to advise on all aspects of estate planning, including wills, succession, inheritance tax, family trusts, powers of attorney and probate.

This is just a snapshot of the expertise Muckle offers. Speak to anyone in our team to find out more.





# here to help

We hope you've enjoyed this brief insight into our team. To learn more about working with us, check out this short video, and please get in touch if you think we can help.



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