

# A GUIDE TO OUR PROPERTY AND PLANNING SERVICES

PRSA Licence Number: 002729

## Who We Are



## EXPERTISE IS A GIVEN, WHAT MATTERS IS OUR EXPERIENCE

KMPC is a professional property and planning services company.

As an independent company, we differ from the bigger more process driven firms because we place such a strong emphasis on partnership and high quality service to be delivered with a personal touch. We offer a truly experienced led service. Each client assignment is managed by Karl McCoy who invests time to become a member of our customers team. This approach avoids short term biases and having the patience and temperament to act according to this proven strategy ensures we deliver advice that our customers can trust.

Whether offering services to individuals, private or public enterprises we provide a strong understanding and experience of the property business. We are proactive and innovative and deliver bespoke ideas and solutions that enhance values and financial outcomes.

On advice, we keep it well researched, straightforward and simple. We have an open and communicative approach and work to keep things easy for you and ensure peace of mind.

KMPC is licensed by the Property Services Regulatory Authority to auction, purchase, sell and lease land and property and also to provide property management services.

## SOME OF OUR VALUED CUSTOMERS INCLUDE

Musgrave Group & Retailers | Dairygold Co-Operative Society Limited | Harry Corry

Maxol Ireland | University College Cork | Maxi Zoo (Fressnapf GmbH) | KPMG

Cork Business Association & Members | RGDATA & Members | Reox Holdings

## What We Do



### **KMPC see property as an asset that must pay it's way and be held accountable, adding value to a business or portfolio and not a drain on resources**

Our niche of expertise that combines strategic advice with market intelligence, comes from our perspective on every stage of a property's life cycle together with a specialism for reporting at senior executive or board level(s) and the bringing together of professionals from diverse disciplines to aid complex and strategic decisions and deliver realistic and feasible projects.

We provide a range of planning and property services and through our advice and expertise meet customers requirements across many business sectors in both Ireland and the UK, including:

- Retail
- Mixed Use Commercial
- Office
- Industry & Technology
- Agri-Business and Dairy
- Third Level Education
- Residential

## Our Services

We have particular experience in the following areas:

- Planning & Development
- Portfolio Structuring & Management
- Due Diligence
- Acquisitions & Disposals
- Tenant & Landlord

## Planning & Development



**We specialise in maximising value from land and development opportunities, by taking a leadership role in projects from the earliest planning stage through to completion**

### WHY CHOOSE US

By working with us you are choosing the only chartered planning and development surveying company, listed with the Royal Institute of Chartered Surveyors, outside of Dublin and can be guaranteed an expertise with a track record of achieving results for over 16 years.

### OUR SERVICES INCLUDE

- Representation at planning review groups and with statutory agencies
- Preparation of submission documents on policy statements and development plans
- Researching market data
- Advice on site capacities, optimum mix of uses and master-planning options
- Advising third parties such as financial institutions as to commercial viability in planning
- Preparation and direction of development briefs and planning strategies
- Procurement and management of professional teams
- Management of public consultation and planning processes
- Management of marketing material and media coverage on projects
- Co-ordination of financial planning and funding strategies including the structuring of joint venture arrangements
- Managing the disposal of completed developments along with legal and contractual duties

## Portfolio Structuring & Management



### **This involves the preparation of property strategies that align assets and portfolios with the core strategies and functions of a business**

From over 16 years experience of handling day to day operations and managing a wide variety of portfolios, we understand what is required to secure the best possible performance from property assets. Whether you are an occupier, investor fund, financial institution, receiver, examiner or liquidator, we can assist.

### **We Can Advise On**

- Planning day-to day management of costs and the effect of property on profitability
- Keeping good records and time spent on property related matters
- Procedures and strategies for planned and preventative maintenance
- Making the most of space and opportunity use values
- Portfolio valuations for inclusion in accounts and prospectus or for insurance purposes
- Property insurance related matters
- Provision of appeals, strategy and general advice on rating liabilities
- Disposal strategies including sales, assignments and sub-lettings
- Purchasing or developing further assets
- Dilapidation claims and settlements
- Compulsory purchase and compensation



## Due Diligence



**A process that is at the core of our values, that properly informed decisions are the key to adding value and are dependent on the quality of briefing, analysis and professional reporting**

Our experience has proven valuable in due diligence exercises.

## Typical Review List

### Location

- Physical site descriptions and history
- Surrounding influences and infrastructure provisions
- Environmental considerations

### Planning

- Consultation with local and regulatory bodies
- Current use and planning precedent
- Development plans and statutory documents

### Legal

- Title, ownership, tenure and mapping
- Layout plans and measurements
- Regulatory notices and obligations

### Development

- Project scope and brief
- Master-planning
- Financial appraisal and evaluation

## Acquisitions & Disposals



**Based on a reputation for concluding transactions combined with market intelligence, we are well positioned to offer strategic advice on future opportunities and assist in the acquisition and disposal of assets**

The current dislocation of property and credit markets allow for the participation in an unusually favourable purchaser's environment. We see the focus on the fundamentals of detailed due diligence, prudent use of debt and a value based investment approach towards acquisitions that offer attractive yields or can display manageable risk.

We seek to assist customers find and manage the best incomes and returns from assets. We can also assist in value creation by applying our expertise to execute well defined strategies for leasing, securing planning permissions, property upgrades, operational improvements and developments.

## Tenant & Landlord



**In a competitive environment our experienced understanding of tenant-landlord relationships, lease structures and the business of property, creates an opportunity for the delivery of mutually acceptable solutions, thereby improving returns and saving negotiation time and money**

### Tenants

- Search and assess target locations in a logical way to find the right premises
- Advise on market rents and lease or licence strategy
- Negotiate terms in line with business requirements
- Liaise with your landlord on matters pertaining to existing lease arrangements for example repair, rent review or service charge clauses
- Lease renewals

### Landlords

- Manage tenant relations and retention
- Tenant mix and covenant management
- Lease administration and rent collections



# Contact Us

For more information, feel free to give us a call or visit our website

We are always happy to help

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## *What Some Say About Us*

" KMPC is working with us on a number of strategic projects. At Dairygold we value open and honest communication. Karl's effort to become a member of the project team, keeping us constantly informed with good, clear follow up has provided exactly what we need in this context. KMPC has a fresh approach, that is different, highly professional and has proven beneficial to us and I would have no hesitation in recommending them"

**Jim Woulfe, CEO Dairygold Co-operative Society Limited**

" Extremely professional in all client dealings. Driven by a fact based focus on strategic thinking developed through long commercial property experience "

**Willie Lyons, Business Development Director Musgrave**

" Proactive, practical approach and a thorough understanding of commercial requirements "

**Margaret Ring, Partner Ronan Daly Jermyn Solicitors**

" Confidence and trust established from my first meeting "

**David Whelan Managing Director Whelan Centra Group**

" Worked with client of mine. I always found him professional to deal with and quality of work presented was of highest standard "

**Michael Lynch, Partner KPMG, Ireland**

" Top class property professional. Incredibly competent and a real asset to have on the team. Creative and works very well with peer groups. I would use Karl's services in any property related matter. Straight talker and completely trustworthy "

**Eoin McGettigan, McGettigan & Associates, Reox Holdings Plc & Credit Union Restructuring Board**

" KMPC has provided well researched, focused and incisive advice which we have found very useful in the management of our property portfolio"

**Mark Poland, Director of Buildings and Estates University College Cork**