

Andrew Russell-Wilks *BSc FRICS MRTPI*

Principal Consultant



Professional Qualifications

BSc (Hons)	Estate Management	Reading University 1978
FRICS	Fellow of the Royal Institution of Chartered Surveyors	
MRTPI	Member of the Royal Town Planning Institute	
CIOB	Qualified for membership of the Chartered Institute of Building	

Profile and Career Summary

Andrew has over 20 years development, planning and regeneration experience at a senior level in both the private and public sectors. He is an imaginative and pro-active development specialist who has successfully delivered a whole range of property schemes and initiatives for a variety of organisations and clients. He has a particularly strong track record of taking schemes from initial project inception all the way through to building completion and occupation. His expertise is in adding value through the town and country planning process and the practical side of the whole development process. His wide experience covers brown field sites, major employment and housing regeneration schemes and giving new life to listed buildings. He is well versed in the setting up of joint ventures and partnerships.

Between 1998 and 2005 Andrew was the **Planning and Development Director for Calthorpe Estates** in Birmingham. The organisation, which has been in existence for over 280 years, is a major landowner, investor and developer in the City and covers 1,500 acres of Edgbaston including the country's largest Conservation area. Andrew was accountable to the Board for the planning and delivery of the organisation's ambitious property development programme. From a standing start in 1998 he established a strategy for adding and releasing value from the Estates existing substantial land bank. Over 30 diverse projects were successfully and profitably delivered including offices, retail, residential and health care. He also secured planning consents and Sec 106 agreements for a further 98,000 sq m of development.

From 1995-1998 Andrew was the **Property Director for the Black Country Urban Development Corporation**. Here he answered to the Board for achieving the Corporation's development programme. He trebled the performance of the property directorate to achieve 28 joint venture development agreements totalling 130 acres of reclaimed brownfield land on which 200,000sq m of commercial space was built. During his time at the BCDC Andrew personally negotiated to successful conclusion a number of complex joint venture schemes: a 30 acre 45,000 sq m speculative industrial / distribution scheme and a 15 acre 22,000 sq m specialised distribution unit for Royal Mail.



Between 1987 and 1995 Andrew was the **UK Development Manager for Danbuild UK Ltd / Islef UK Ltd**. Wholly owned subsidiary of Danbyg A/S Denmark's largest privately owned property company. Danbuild's activities in the UK encompassed large-scale commercial and residential developments. Project size £5m to £70m. He led and managed the marketing and leasing campaign for the company's flagship 22,000 sq m Hammersmith office scheme. The project was 90% let on institutional FRI leases before practical completion. He also identified and purchased a 4,700 sq m listed building for conversion to offices.

Prior to joining Danbuild Andrew worked for the **London Docklands Development Corporation**. He was initially responsible to the property director for the LDDC's housing programme where he achieved successful profit share based disposals of some 22 residential sites to national house builders. Subsequently promoted to Commercial Surveyor for the Surrey Docks area he took responsibility for all area property development matters and regularly exceeded annual development targets.

On leaving Reading University Andrew joined **Wimpey Construction UK Ltd**. He undertook and completed graduate trainee scheme in both Homes and Property Holdings Divisions. After working in various regional offices he was promoted to deputy housing manager with delegated responsibility for the company's speculative housing development in Devon and Cornwall.

Recent Projects:

Wolverhampton, West Midlands. Advising land owner on release of value from 70 acre Green field edge of town site. Site promoted through the Local Development Framework process and allocation achieved. Advising on joint venture / land promotion agreement with national house builders.

Hagley, Birmingham, West Midlands – Advising land owner on maximising development value and income from 1,400 acre estate on the western fringe of Birmingham. Project includes for the refurbishment of various Grade 1, 2* and 2 listed buildings. Secured residential allocation on 40 acre site in draft Core Strategy.

East Birmingham Employment Sites – Working with Advantage West Midlands, Birmingham City Council and The East Birmingham & North Solihull Regeneration Zone to deliver employment sites in East Birmingham. Includes acquisition and disposal of a number of significant development sites.

Grantham, Lincolnshire – Advising long term landowner on release of development value from 400-acre edge of town landholding – mixed residential and commercial development including sites for 6000 new homes in two sustainable urban extensions.

New Enterprise/ Innovation / Incubation Centres – Working with a number of local authorities and regeneration agencies on the delivery of over 10 employment generating Enterprise Centres for new and small businesses. Includes feasibility, funding and delivery strategies.



Calthorpe Estates

Pebble Mill Science Park – 12-acre 36,000sq m Science Park on former BBC television Studios. Outline planning consent secured and phase 1 infrastructure commenced. Joint development with Regional Development Agency and Birmingham University.

Tally Ho! Mixed use scheme Edgbaston. Planning consent and section 106 agreement secured for high density mixed use scheme including 330 flats, retail, offices, leisure and restaurants. Put in place disposal arrangements with National House builder.

Calthorpe Rd Edgbaston. 60's office block bought and planning consent secured for 10,000 sq m grade A office BREEAM Excellent redevelopment.

Elmhurst Ballet School. Bristol Rd Edgbaston One of the country's premier ballet school relocated from Camberley to Edgbaston. Planning secured for new build facility on playing fields within the grounds of a listed building adjacent to a Listed Garden. Scheme complete.

78-96 Hagley Rd Birmingham. Refurbishment and restoration of 10 Grade II listed properties. All buildings successfully restored to a mixture of Offices, serviced apartments and restaurants

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