

Mark Wright BSc Hons, MRICS

Principal Consultant



Professional Qualifications

BSc (Hons)	Land Management	First Class	University of Reading 1991
Diploma	Company Direction	Distinction	University of Loughborough Business School 1999
MRICS	Member of Royal Institute of Chartered Surveyors (qualified 1993)		

Career Summary

Mark has nearly 15 years' experience working for private sector development companies in both the residential and commercial sectors. He is particularly experienced in development appraisal, masterplanning and negotiating planning consents and Section 106 agreements and has worked on a wide range of projects on previously used and greenfield sites from single plots up to urban extensions and complete new settlements.

Since 2001 Mark was Development Director of The Catesby Property Group, responsible for a speculative development portfolio with a completed project value of some £250m, owned by a wealthy Midlands-based family. Catesby's activities include direct property development in various sectors, development financing and land speculation.

Mark's responsibilities covered the identification and acquisition of new development opportunities including the assessment of all aspects and presentation of project appraisal, cashflow and risk assessment to shareholders and funders. He was also responsible for all planning and legal aspects of Group's development portfolio together with the appointment and management of specialist consultants and the marketing, negotiation and disposal of completed commercial buildings and land with planning permission.

From 1998-2001, Mark was a Director of Alfred McAlpine Developments Ltd, a specialist division of Alfred McAlpine Homes responsible for strategic, long-term and complex mixed use development projects.

Mark was responsible for a team controlling a land portfolio of some 200 sites across the UK totalling c.4,500 gross acres and comprising some 7,500 potential residential plots and various mixed use/commercial opportunities.

He devised and implemented an investment strategy for the acquisition of new opportunities and the promotion and development of existing assets, achieving above budget returns three years in succession.

He had deep involvement in the masterplanning, land acquisition and development programming of Cambourne, the Cambridgeshire new settlement where now over 1,000 houses have been built together with substantial commercial development and community infrastructure.



Mark was also responsible for business improvement initiatives in the land and planning function of Alfred McAlpine Homes together with the identification, management and disposal of surplus assets including responsibility for seeking opportunities to raise capital from assets held by 300 historically owned companies in Alfred McAlpine Plc Group.

Between 1995 and 1998, Mark worked as Executive Assistant to the Divisional Managing Director of Alfred McAlpine Homes in a HQ role undertaking Operating Company and industry sector benchmarking exercises, analysis of differing Operating Company business approaches and the sharing of best practice and the specification, design and implementation of new land appraisal software.

He was also deeply involved in appraisal and due diligence exercises on target corporate acquisitions, including the successful acquisition and integration of Raine Plc (Hassall Homes and associated companies).

Mark was responsible for managing the Marketing and Product Design functions and ran a project to specify, design and introduce new national housing range which achieved improved plotting densities and substantial improvements in the cost/value relationship of the Company's product. Mark conducted a substantial consumer research exercise of this prototype new national housing range designs, including qualitative research on ranges of specification items and optional extras.

From joining Alfred McAlpine in 1991, Mark initially undertook a Graduate Training Programme and then worked for 2 years as Land Manager for Alfred McAlpine Homes Midlands in a 2 man team responsible for the acquisition of sites to grow the output of the business by 75%, following the establishment of satellite operation in Bristol. He undertook site appraisal work covering market research, planning, legal and all technical aspects of immediate development opportunities in the Midlands and was involved in the acquisition and planning of some 20 schemes during this 2 year period.

Recent Projects

The Catesby Property Group

- Doncaster - 120 acre 2 million sq ft mixed use Business Park together with retail and supporting facilities at motorway junction location. Objective 1 ERDF grant support secured.
- Kingston-upon-Thames - 8 storey town centre mixed student and retail scheme in prime riverside location. Site assembled, planning brief updated and detailed planning secured for scheme with 50% increased development compared to previous landowners' proposals.
- Coventry - £100m mixed use urban redevelopment scheme assembled including residential, hotel, leisure and retail uses in prime ring road location.
- Redditch - 14 acre industrial site speculatively purchased for change of use – secured residential consent for half of site and disposed to volume housebuilder.
- Birmingham - 150,000 sq ft speculative industrial and distribution scheme in Kings Norton undertaken in 2 phases.
- Newark - 1,000 gross acres owned and being promoted for sustainable urban extension. Promotional activity through RPG, EiP and Local Plan. Optimisation and disposal of surplus land.
- Nottingham - Contemporary apartment scheme in Bramcote – planning secured on sensitive Green Belt and Conservation Area site.



Alfred McAlpine Developments

- Cambourne – 1,000 acre new settlement development comprising 3,300 new homes, 50 acre business park, 60,000 sq ft supermarket, 125 bedroom hotel and various business space, retail and leisure uses. Responsible to development collaboration for disposal of commercial sites, masterplanning, optimisation of programme and cashflow and overall financial performance.
- Witney – 9 acre mixed use scheme for B1, Pub/Restaurant, Healthcare and Crèche unit. Planning permission secured, site assembled and sold to commercial developer.
- Winnersh – 4 acre site successfully promoted through local plan review for employment development.
- Aldermaston – 12 acre site – secured B1,B2,B8 planning consent and resolved infrastructure constraints.
- Chepstow – Masterplanning of 500 house site with supporting commercial development.

Alfred McAlpine Homes

- Appraisal and acquisition of residential development sites in Solihull, Leicester, Oxford, Nottingham, Bromsgrove, Worcester, Birmingham, Coventry, Telford, Wolverhampton.

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