



Nick Bird BSc MBA MRICS

Principal Consultant

Professional Qualifications

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| BSc (Hons) | Urban Estate Management Trent University 1989 |
| MRICS | Member of the Royal Institute of Chartered Surveyors |
| MBA | Master of Business Administration |



Profile and Career Summary

Jan 2009 to date: Projects Director, Walsall Regeneration Company (WRC)

Responsible for leading on the delivery of core projects within the WRC *Prospectus for Growth*. WRC are remitted to lead on regeneration within a defined operational area in Walsall. WRC does not have a land or capital base and so does not work through control of resources, but rather by acting as a facilitator and co-ordinator between local and regional public agencies and private sector investors.

Oct 2008 – January 2009: Self-employed consultancy, Ancer Spa Regeneration and Planning Consultants

Following redundancy from ISIS I quickly secured consultancy work, mostly on commissions on behalf of AWM or Birmingham City Council including a feasibility assessment of the Aston, Lozells and Newtown Area Action Plan in Birmingham.

July 2006 – Sept 2008: Regional Development Manager, ISIS Waterside Regeneration, Midlands

ISIS is a joint venture housing led mixed-use developer formed by MUSE Developments, igloo and British Waterways. I led on 3 city centre Midlands sites, all high profile, complex and large scale propositions. The task focused on optimising long-term positions and managing preliminary activity. All projects involved partnership with the public sector and a high degree of community engagement.

October 2001 – July 2006: Regional Director, Langtree Group, Tamworth

Langtree are a private development and investment company specialising in public:private joint ventures to deliver business space. Responsibility for managing the regional investment portfolio, growing the profit centre acquiring new opportunities and delivering a development programme; key actor in the acquisition of the Invensys Plc industrial portfolio and then asset managing capital receipt and income generating opportunities from the portfolio; responsible for delivering new-build development and refurbishment projects aggregating to circa 1m sq ft.

April 1999 – Sept 2001: Regeneration Team Leader, Advantage West Midlands (AWM), Birmingham



Initially a continuation of the role at English Partnerships as the EP Regional Offices were subsumed into the new RDA. Being at AWM from the outset was an experience in organisational change and the integration of different cultures. I assumed increased spatial and line management responsibilities.

June 1995 – March 1999: Development Manager & latterly Senior Development Manager (SDM), English Partnerships, Leicester

General responsibility for the Staffordshire area and managing the 'Direct Development Programme' on former British Coal sites; also acquiring new sites and appraising grant funding for private sector commercial and residential proposals. With promotion to SDM, team leadership and wider management responsibility.

June 1994 – June 1995: Development Executive, Dunbartonshire Enterprise, Clydebank

Public sector regeneration and economic development.

June 1993 - June 1994: Management Surveyor, Healey & Baker, Glasgow

Joined a new team to service a growing Scottish portfolio. Increased responsibility.

June 1990- March 1993: Surveyor, St Quintin Chartered Surveyors, Leeds

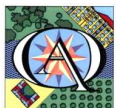
Experience in office and industrial space agency and latterly estate management.

Aug. 1987- Aug 1988: Trainee Valuer, Notts County Council

Sandwich year placement student in the Estates Division.

Project Experience

- **Development & Regeneration Management**, e.g:
 - Hednesford Brickworks, Cannock: Leading delivery of funding, planning consent, remediation & servicing works of an 86 acre mixed-use site, and subsequent marketing and land disposals.
- **Negotiating complex property transactions**, e.g:
 - Acquisition of portfolio of sites from Invensys Plc, Nov-Dec 01.
 - Renegotiating & exercising option on Warwick Bar, Birmingham, Jul-Aug 08.
 - Developing heads of terms and principles for a tri-partite joint venture at Icknield Port Loop, Birmingham, Q1-Q3 2008
- **Active asset management**, e.g:
 - Refurbishing Newstead Estate, Stoke and re-gearing leases; subsequent marketing and investment sale, 2004.
 - Maintaining average occupancy over 90% at *Networkcentres* (Networkspace Ltd c/o Langtree Group Plc) 2003-2006.
- **Business relationship management**, e.g:
 - Design & build pre-sales to Henry Squire Ltd and Arthur Hough Ltd; fostering customer rapport and trust over several years to secure deals, 2003-06.
 - Working with and advocating to City Council and Advantage West Midlands to join ISIS in a joint venture for Icknield Port Loop, Birmingham.
 - Co-ordinating between RSLs, NHS Trust, developer and other public and private partners in Walsall to deliver projects, e.g. Waterfront.



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