

UNIVERSITY AND UNIVERSITY RELATED PROPERTY

Including all institutes of Higher and Further Education

TUESDAY, 4 OCTOBER 2016 – LE MERIDIEN PICCADILLY, LONDON W1

University/college property must be fit-for-purpose, support the delivery of education and not become a cost generating monster millstone. It must suit the educational mission **as it is today** not as it was in yesteryear. And if 'surplus', 'underutilised' or 'better put to alternative use' real estate can generate funds so much the better. It must also be suitable for a Brexit future, whatever that may bring.

Easy to declare – somewhat more difficult to achieve.

This year's briefing focusses on case studies illustrating how 'keeping abreast of these objectives' is being achieved.

For all university estate directors, private sector investors, funders, developers, banks, surveyors, agents, planners and consultants. Full documentation will be provided to all participants and adequate time allotted for questions and discussion.

Contributions from:

Paul Anstey, Chief Executive Officer, Universities UK & Ireland, Benelux and the Nordics, **Sodexo**

Colin Blair, Director of Estates and Facilities, **University of Huddersfield**

Jonathan Burroughs, Chief Executive Officer, **Creative Places**

Kevin Forth, Head of Maintenance, **University of Lincoln**

George Griffith, Associate Director, Universities Consulting, Global Corporate Services, **CBRE Ltd**

Nick Hayes, Development Director, **Unite Students**

Robert Kingham, Associate Director, Higher Education, Alternatives, **Jones Lang LaSalle**

Nick Loughlin, Assistant Director of Facilities – Estates, **University of the West of England**

Claire MacLean, Director - Student Experience & University Advancement, **Goldsmiths, University of London**

Gordon Parker, Managing Director, **Coretex International**

Clive Read, Partner, **Veale Wasbrough Vizards**

Andrew Screen, Senior Director, Residential Investment and Advisory, **CBRE Ltd**

Sarah Seed, Partner, Banking and Finance team, **Mills & Reeve LLP**

Martin Yardley, Acting Chief Executive, **Coventry City Council**. Also, Chief Executive, **Coventry and Warwickshire Local Enterprise Partnership**

University and University Related Property

Including all institutes of Higher and Further Education

Chairman: Andrew Screen, Senior Director, Residential Investment and Advisory, **CBRE Ltd**

Keynote: The delivery of timely fit for purpose and inspiring development projects that continue to meet the needs of a changing student market, the ever increasing level of expectation from academic colleagues and the continual drive for efficiencies

- Developing and maintaining an overall estates' strategy that provides flexibility for the core business
- Understanding your customers, your customers' needs and what they look for – identifying key areas of the estate's function which need to change as a consequence
- Addressing the functionality of the current estate whilst looking towards tomorrow and future proofing wherever possible
- The challenges of meeting demanding goals whilst ensuring that the team remains focussed yet flexible

Colin Blair, Director of Estates and Facilities, **University of Huddersfield**

The current state of UK higher education as reflected in the Estates Management Statistics Higher Education Statistics Agency (HESA) dataset

- A high level look at the general trends and indicators within the higher education sector
 - Growth of the estate, spending and activity
 - Key performance indicators
 - Key changes, highlighting improving quality and utilisation
- Student numbers
 - UK demographics
 - UK student numbers, undergraduate/postgrad, home/EU/rest of the world
 - Impact on the UK sector of demographic changes (growth and contraction)
 - Brexit implications
- Future direction of the sector
 - Continued investment in experience
 - Student accommodation and what possible developments

George Griffith, Associate Director, Universities Consulting, Global Corporate Services, **CBRE Ltd**

Raising finance – a challenge for FE and HE establishments

- Funding sources – factors to consider when deciding which route to take
- Impact of Brexit on investor appetite and pricing
- Innovative funding structures, bonds and guarantees
- US investors and their interest in the UK education market
- Crowdfunding and alumni – a new opportunity?

Sarah Seed, Partner, Banking and Finance team, **Mills & Reeve LLP**

Growing university research – delivering accommodation for commercial R&D activity on campus – with case study examples

- Why universities need accommodation on campus for third parties
 - The University of Cambridge
- What Brexit might mean for occupational demand
- Potential benefits of delivering off-campus development
 - University of Southampton
 - University of Surrey
- Best practice – an international perspective
 - Massachusetts Institute of Technology (MIT)
- What is being planned and delivered in the UK today
- What are the potential pitfalls to look out for

Jonathan Burroughs, Chief Executive Officer, **Creative Places**

Joint ventures and collaboration – driving co-location with public and private sector partners with case studies as illustration

- Opportunities to engage across the board with a range of industry sectors
- The benefits of aligning and collaborating
- Working and facilitating team work with new businesses and entrepreneurs
- Increasing the revenue stream through better use of land and estates' facilities

Clive Read, Partner, **Veale Wasbrough Vizards**

Attracting student accommodation investment: insights from Coventry City Council

- How Coventry City Council has adapted to ensure investment is targeted
 - The Council's attitude towards developers
 - How the Council attracted, and continues to encourage, new and alternative investment, making Coventry a new student hub
- Working with joint venture partners and business leaders
 - Driving growth and expansion, encouraging regeneration
 - Office space converted to modern student living space: the concept behind Study Inn boutique student living providing quality student accommodation along the lines of serviced student housing in the city centre, working closely with Coventry University and Warwick University
 - A win win for all joint venture parties and stakeholders

Martin Yardley, Acting Chief Executive, **Coventry City Council**. Also, Chief Executive, **Coventry and Warwickshire Local Enterprise Partnership**



Panel: developing a student accommodation portfolio which is fit for purpose and meets current and future needs, linking social and study space together for flexible student living

Data analysis – by understanding new data, the market can:

- Identify the trends – where's the growth? How many beds? Which universities are driving change? Who is providing what, for whom and why?
- Examine the partnership agreements with the private sector – on campus partnerships and deals – what's happening in the market
- Review the benefits of getting the accommodation off the university balance sheet
- Look at the accounting changes

The impact of Brexit on student accommodation

- With a low GBP exchange rate, will accommodation and education be cheaper for international students?
- What will be the impact on student numbers/demand for accommodation?
- Are yields going to move out and what is the expected impact for London and regionally?
- Will development costs increase as the cost of imported construction goods increases?

Funding student accommodation

- Availability of finance and principal sources of finance
- Who's investing and why
- Likely yields and returns but why high fees?
- Leases, management agreements and other such arrangements – capped rents, direct let
- Who is taking on the risks but gaining the rewards?

Ensuring marketable and flexible student living – how to achieve these objectives within the constraints of budget limitations. A number of case studies focusing on:

- Progressive design linking social space and study areas
- How technology drives the accommodation provision – the choices on offer to all students and what is now expected
- Ensuring universities think beyond today and work towards striving for better adaptable and flexible space for the future
- Joint venture partnerships
- Service level agreements – what to keep in-house and what to ensure stays contracted out
- Unite Students' development strategy and the challenge of providing affordable accommodation in a rising property market – a case study

Session moderator:

Andrew Screen, Senior Director, Residential Investment and Advisory, **CBRE Ltd**

Panel:

Nick Hayes, Development Director, **Unite Students**

Robert Kingham, Associate Director, Higher Education, Alternatives, **Jones Lang LaSalle**

Claire MacLean, Director - Student Experience & University Advancement, **Goldsmiths, University of London**

Keeping control of costs through outsourcing, collaborative working and best practice – a case study from the University of Lincoln using a combined services maintenance contract

- Maintenance pre 2013 – where we were (30+ individual contracts)
- NEC contract 2013 – 18 – where we are now (2 contracts, hard and soft)
- Cost control using NEC
 - Target cost
 - Pain/gain share
 - Early warnings
 - Compensation events

Kevin Forth, Head of Maintenance, **University of Lincoln**

The student experience: modelling catering and on campus services to meet present and future expectations

- Satisfying the key requirements of today's students and meeting expectations of future students better by delivering more effective use of on campus catering space
- Assisting the development of core skills
- Supporting students where they live and add value to the student experience
- The influence catering outlets have on the real estate value

Paul Anstey, Chief Executive Officer, Universities UK & Ireland, Benelux and the Nordics, **Sodexo**

Outsourcing – is it always more cost efficient than self-delivery and can it realise opportunities across the estates' function?

- When does it make sense to outsource/insource a service?
- Is there a difference between contracting and partnering?
- Should there be a service difference between an insourced and a self-delivered service?
- What operational functions can benefit through structured outsourced programmes?
- How can you maintain an appropriate level of visibility whilst developing trust in an outsourced provider?
- When does the case for reversing outsourcing become compelling and what risks need to be managed?
- The University of the West of England (UWE) case study is used to highlight the main points of the business case developed to support the insource/outsource decision for maintenance services. The maintenance benchmarking data from other universities will be used to explain the problems with comparing the HESA maintenance numbers, and also to formulate recommendations for a target maintenance strategy including student experience, cost and condition
- Also, the business case alone is not sufficient to serve as a tool for decision making on changing a sourcing decision. There is also the need to develop the capability to manage the proposed solution

Nick Loughlin, Assistant Director of Facilities – Estates, **University of the West of England**

Gordon Parker, Managing Director, **Coretex International**



HOW TO BOOK

To register your place at this conference please visit our website and click 'register now'

www.henrystewartconferences.com/UniversityRealEstate2016.

If you need any assistance with your registration or have any further questions please contact Claire Smyth at claires@henrystewart.co.uk or call her on 020 7092 3494.

We regret that unless cancellations are received in writing on or before Tuesday, 20 September 2016 registration fees cannot be refunded. However, substitutions can be made at any time. All substitutions and name changes must be received in writing.

GENERAL INFORMATION - C161557

DATE	Tuesday, 4 October 2016
VENUE	Le Méridien Piccadilly 21 Piccadilly, London, W1J 0BH Tel: 020 7734 8000 Nearest Underground station: Piccadilly Circus (Piccadilly Line)
FEE	£499 per person plus VAT at 20% payable in advance, inclusive of all refreshments, lunch and post-event access to conference presentation materials.
DISCOUNTS FOR HIGHER EDUCATION INSTITUTIONS	£399 per person plus VAT at 20% payable in advance, inclusive of all refreshments, lunch and post-event access to conference presentation materials.
TEAM DISCOUNT	Team discount packages (3+) are also available. Please email Claire Smyth at claires@henrystewart.co.uk with the number of people you would like to attend and she will put together a package for your consideration.
CONTINUING PROFESSIONAL DEVELOPMENT	Maximum time attributable – 6 hours. It is the responsibility of each chartered and technical member to keep a record of activities which are appropriate for CPD. Members should consult the RICS Rules of Conduct concerning the apportionment of CPD hours. This event may be applicable for CPD.
WEBSITE	Visit www.henrystewartconferences.com/UniversityRealEstate2016 for all the latest event updates.
TWITTER	Follow us @hspropertyconf
LINKEDIN	Join our group – Henry Stewart Property Conferences
CONTACT	Do you have questions, comments or suggestions? We would like to hear from you - please feel free to contact Claire Smyth via email at claires@henrystewart.co.uk , via phone on 020 7092 3494 or via post Henry Stewart Conference Studies, Russell House, 28/30 Little Russell Street, London WC1A 2HN, UK.

Duplicated Mailings and Corrections: If your details are incorrect or duplicated then please return the envelope and leaflet with corrections to the above address. These corrections will be handled as soon as possible.

VAT Registration Number 927 6897 60.

We reserve the right at any time and without prior notice to change the venue of the Conference and/or Speaker(s)/Chair and/or Programme from that described in the brochure. We also reserve the right in our absolute discretion and without further liability to cancel the Programme in which event all monies will be refunded. We accept no responsibility for the views expressed by the Speakers, Chair or any other person at the Conference. The information you provide through registering will be held on a database and may be shared by all HS entities in the UK and internationally. If you do not wish your details to be available to other HS entities please contact Claire Smyth. Tel: 020 7092 3494, email: claires@henrystewart.co.uk

Business Opportunities

If you are interested in:

- An exhibition stand at this or any of our other conferences
- Advertising in the documentation pack
- Sponsorship opportunities

Then please contact Daniel Luper, by phone, fax, email or letter:
Henry Stewart Conference Studies,
Russell House, 28/30 Little Russell Street,
London WC1A 2HN, UK.
Tel: +44 (0)20 7404 3040
Fax: +44 (0)20 7404 2081
Email: DanielL@henrystewart.co.uk