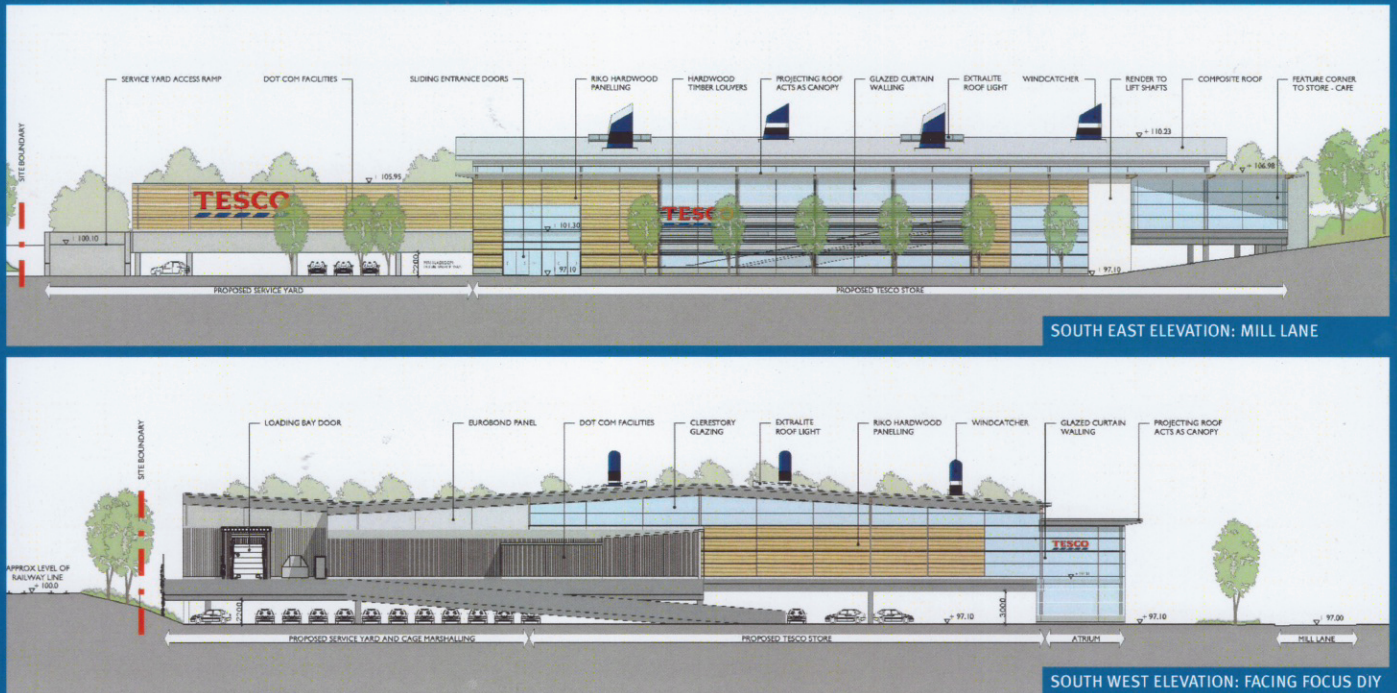


## Millngate achieve their first sale to Tesco and a planning application is submitted for a 6,112m<sup>2</sup> store.

### Elevations



### Site Sold to Tesco

A great deal can change in four years in property! By the time detailed planning permission had been granted by East Hants for a non food retail scheme, the commercial property market had started its decline and retailers were cutting back their requirements.

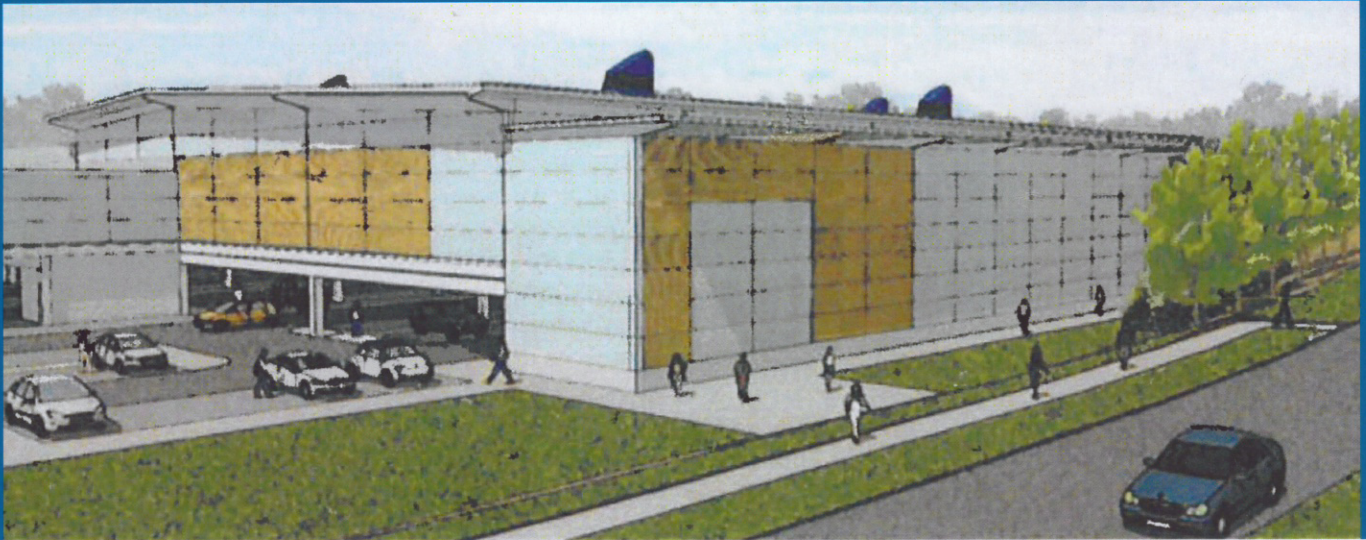
Whilst it had been a great achievement to negotiate the planning permission, contrary to policy, the considerable delays, had meant that as soon as the consent was issued it was immediately in need of revision.

Whereas retailers such as Halfords, Argos and Carpetright still had requirements for the site there was no longer demand for the 20,000 sq ft anchor store and therefore it was not possible to implement the consent.

Discussions were then held with East Hants and local politicians to see if they would be receptive to changing an element of the scheme for the sale of food. The initial response was positive and accordingly direct approaches were made to all the major food store operators.

A number expressed interest and after a lengthy period of negotiation, terms were agreed to sell the site to Tesco. This also required extensions to the agreements with the other landowners and further discussions with East Hants with Tesco and their advisors in attendance.

The unconditional sale was completed in March 2009 and Millngate retained an ongoing interest conditional on planning permission.



### Planning Application

Following a period of public consultation undertaken by Green Issues acting on behalf of Tesco, a detailed planning application was submitted and registered in April 2009. The feedback from the public consultation was very favourable with a high percentage of local people recognising that Alton needed another food store to compete with Sainsburys, the only significant food store already in the town.

As shown by the elevations and plans, the innovative design, which places the store on stilts above the ground level car park, takes full advantage of sites prominent gateway location and changing levels. The new store will do much to enhance the Mill lane area of Alton and encourage further investment in this area.

*“The proposed development provides a range of social, environmental and economic benefits. In addition to the provision of 320 jobs, the proposal is a catalyst for further physical improvement and investment in the Mill Lane industrial area. The proposed store should be seen as a mark of confidence and an opportunity to move forward the Council's emerging strategy for the regeneration of this area”*

(Extract from Martin Robeson's Planning Overview Statement - April 2009)

### Millngate's Team

**Agents:** Iven Wolf of Beaumont Wolf

**Lawyers:** John Mansell and Joanna Spittle of Paris Smith

### Tesco's Team

**Agents:** Richard Awbery of Awbery Morris

**Lawyers:** Ashursts

**Planning consultants:** Martin Robeson

### CONCLUSION

Despite a severe decline in market conditions, Millngate were able to achieve a very satisfactory conclusion towards the regeneration of a redundant industrial site as well as meeting the expectations of a number of landowners. This is an extremely good example of how hard work and determination combined with a flexible approach can succeed despite the immense difficulties associated with the 'credit crunch' and associated recession.