

Daniel Martin

D.O.B: 2nd July 1965
Location: Leeds, West Yorkshire
Education: Leeds Grammar School 1973-83
Newcastle University 1984-87
Qualifications: BSc Hons MRICS



1.0 Background:

I joined King Sturge in December 1987. After 3 years in the valuation team I moved to Agency and Development and took over responsibility for the group in 1992. I was appointed Equity Partner in 2006 and the business was sold to Jones Lang LaSalle in June 2011. I left to set up my own development company, Kearby Development Projects Ltd, in December 2011.

2.0 Management Experience:

As an Equity partner my responsibilities fell into 2 areas, Business Development and Business Management

2.1 Business Development

I chaired the business development meetings with the heads of department and put in place the protocols for cross selling and fee sharing. I was responsible for the marketing budget and controlled our press coverage and corporate advertising.

As Head of Agency and Development I looked after a team of 14 individuals including 9 fee earners and 5 support staff. The group covered industrial, office and trade sectors and had a combined target of £1.5 million and comprised 20% of the overall office target.

Although my main focus was on green and brown field development land I also had a specific business generation role with the banks and insolvency practitioners. I have undertaken disposals for KPMG (KTS Wire), BDO Stoy Hayward (Simon Morris), PWC, (SurrIDGE Dawson), and Ernst and Young (Dairy Farmers of Britain). Many of these instructions were geographically diverse and required the coordination of various offices and sectors including planning, agency, development and plant & machinery.

2.2 Business Management:

In 2006 the Leeds office comprised 100 people and had a fee target of £7.5 million. It was run as a separate cost centre and managed by 3 Equity Partners, who had specific management responsibilities. All 3 of us were involved in setting the departmental fee targets and the resourcing levels within each team. I had specific responsibilities for Cost Control and HR.

3.0 Property Experience:

3.1 Valuation

Magnet & Southern: Portfolio valuation of retail, trade, manufacturing and warehousing facilities

Sheffield Forgemasters: Portfolio valuation of all divisional properties including several HQ office buildings and heavy engineering workshops.

Passenger transport businesses: Portfolio valuations for Lincolnshire Road Car, East Midlands Motor Services and both the West and South Yorkshire Passenger Transport Executives. Properties included bus stations, garages and maintenance depots

Transport Development Group: Portfolio valuations of all their ambient, chilled and frozen warehouse facilities in the North of England.

3.2 Agency – Sales and Acquisitions

Austhorpe Lane, Leeds: The former Vickers Tank Factory was sold to Threadneedle Properties. The manufacturing facility (circa 450,000-ft²) and test track were let to Blacks Distribution for a period of 3 years. The site also included a 10-acre site that recently secured consent for residential development.

The Earth Centre, Doncaster: Acting on behalf of the LPA Receivers, I sold part of the Earth Centre tourist attraction at Conisbrough, Doncaster. The 17.5-acre site, which was the main car park, was sold unconditionally to a local developer for £5.7 million. A residential planning consent has been secured and the site is being resold in smaller packages.

Pioneer House, Normanton: In 2009 I sold Pioneer's flat screen television manufacturing plant in Normanton to Haribo, the German sweet maker. The facility totalled 400,000-ft² on a site of 37 acres alongside junction 30, M62. Haribo paid £6.5 million for the site and will construct a new manufacturing facility to support their European business

Acquisitions: I acted for Saint Gobain in respect of acquisitions for Jewson, Grahams Heating & Plumbing, Ceramic Tile Distribution, Minster and Platform. I acquired 5 paint centres across the North of England for ICI Dulux and a 15,000 ft² warehousing facility for the Leeds NHS Trust to support just-in-time deliveries to Leeds General Infirmary.

3.3 Development

York Business Park, York: Acting on behalf of Evans of Leeds, I provided development advice in respect of a 65-acre to the North West of York. The site now comprises a mixed-use development incorporating 3 car showrooms, petrol filling station, children's nursery, three restaurants, family pub and hotel and a health and fitness centre. In addition, three phases of commercial development provided speculatively built office and industrial accommodation. Six semi-detached office buildings provided a total of 24,000 ft². 7 detached and 7 terraced industrial units provided a total 108,000 ft² in units ranging from 3,000 to 12,000 ft².

Kirkstall Road, Leeds

I developed a new facility for Scientific Games in Hunslet and then sold their secure printing facility on Kirkstall Road to West Properties, a London based investor developer. I acquired further land as part of a site assembly exercise for West properties with the intention of undertaking a high density residential and office development with ancillary retail.

Markham Vale, Derbyshire

I was retained by Henry Boot Developments to provide Master Planning advice in connection with the redevelopment of the former Markham Main Colliery. I helped Henry Boot secure a preferred developer status and advised on the redevelopment strategy. The site extends to 200 acres and can provide up to 3,500,000 ft² of B1, B2 and B8 accommodation and a single floor plate of up to 1,000,000 ft². It is serviced from a new motorway junction, Junction 29a of the M1.

Robin Hood Airport, Doncaster

I provided strategic development advice to Peel Holdings in on the regeneration of the Finningley Airbase, where the Vulcan bomber squadron was based. The airport is now operational and several sites have been sold to other developers who have undertaken speculative office and industrial development. Peel Holdings are now looking to develop the remaining 65-acres.

3.4 Consultancy:

Waterloo Colliery, Leeds: I was the valuation assessor to the Lands Tribunal in London in respect of a compensation claim made by Yorkshire Water against UK Coal regarding the reclamation of a 40 acre site following open cast mining.

Wakefield Europort, Normanton: I provided strategic development advice to Associated British Ports in support of a funding package for the newly established trans-modal freight centre off junction 31, M62.

Yorkshire Forward closure process: Yorkshire Forward has been disbanded as part of the Government cut backs. I provided strategic advice on the portfolio of sites and identified 6 sites for disposal. 3 were sold in 2011, 2 are under offer and one has been transferred to the HCA.

3.5 Advisory

I was the key client manager for a number of corporate clients including Nampak, Saint Gobain, ICI Dulux, City Electrical Factors, Boparan Ventures and acted in an advisory capacity for a number of public sector bodies including local authorities, NHS Trusts and HE and FE colleges.

4.0 Chester Meadows Ltd:

Together with Kevin McCabe of Scarborough Developments and Tony Baker from Halifax Bank of Scotland, I was a director of Chester Meadow Holdings (and its 2 subsidiaries Chester Meadows Ltd and Ashcross Services Ltd). This company was set up in 2003 by HBoS whom at the time had a joint venture arrangement with Renault called Renault Financial Services (RFS). The company was to acquire and develop new car showrooms for the Renault Network and hold the properties as investments, ensuring that they were off balance sheet as far as Renault was concerned. We owned 3 dealerships in Kings Lynn, Guildford and Oxford with a rent role of over £1 million. My role was to source the sites/buildings and then manage the completed developments. Renault decided to withdraw from RFS and close down the 3 dealerships. I was responsible for the sale of the vacant freeholds and Chester Meadows has now been liquidated.

5.0 Kearby Development Projects Ltd:

I set up KDP Ltd in June 2011 as a property development business sourcing, and delivery development projects for myself. Although a number of smaller projects were completed it is now principally a consultancy business advising YESSS Ltd on all aspects of commercial property including acquisitions and disposals, refurbishments and new build and property management and rating advice.

YESSS Ltd is an electrical wholesaler currently operating from over 600 trading branches across the UK, France, Germany, Italy, Luxembourg, the Netherlands, Monaco and the Caribbean Islands. I acquired the new HQ and National Distribution Centre at Normanton, West Yorkshire, totalling 70,000ft² and 36 branches across central England from the Isle of Man to Grimsby and from Nottingham to Edinburgh.

6.0 Teakwood Developments Ltd:

TDL is a trader-developer that is owned in equal parts by myself and Mark and Simon Rudolph. Mark and I manage the projects on a day-to-day basis, with Simon providing financial support. To date we have undertaken 3 industrial purchases of circa 37,000 ft² each, which we then let and sold, generating profits of circa £1,300,000.

We acquired land of the Duchy of Lancaster and secured planning consent for 28 units before selling the site to Mandale for £450,000. We bought all the share capital in Danskin Ltd, the owner of a site in Barnsley and we commenced the first phase of 28 units in April 2015. We also have option or promotional agreements in place on 76,000 ft² in Brighouse, 10 acres of residential land in Hellaby and 2.5 acres of land in East Ardsley. Mark and I are also advising Keyland (Yorkshire Water development arm) on 2 large land holdings in Huddersfield and Halifax

Although separate from TDL we also have 2 additional companies with a common shareholding: Cobblers Lane Ltd and Teakwood Investments Ltd (formerly Sanderson Newcastle Ltd). The former has promoted 16 acres of land in Castleford through the planning process and agreed a sale to Linden Homes; the latter will become the investment vehicle of Teakwood Partners Ltd

7.0 Personal:

I am married to Vanessa and we have two daughters Victoria and Sophie. Vicky read Geography at Durham University and is now working for Sainsbury's in London. Sophie is an occupational therapist working with the Community Mental Health Unit in Harrogate. We live in Kearby, a small hamlet close to Harrogate in North Yorkshire.

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