

Derek Owen

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Profile

Derek is an experienced property professional with over 30 years' post qualification experience – 11 years of which were in senior positions in local government with a further 18 years' rail industry experience. His core strengths are: Negotiating land acquisitions and disposals for major development projects; Understanding and managing Rail Industry processes to facilitate major development projects; Knowledge of Network Rail's processes and key individuals; Knowledge of local authority processes at a senior level.



Derek is an SLC Property Associate specialising in property consultancy. He provides advice and guidance to a number of high-profile rail industry clients for an extensive portfolio of railway development projects.

Qualifications and Membership

Fellow of the Royal Institution of Chartered Surveyors (FRICS) since 1996

Member of the Royal Institution of Chartered Surveyors (MRICS) since 1986

Post Graduate Award in Business Leadership from University of Warwick

HNC Business Studies

ONC Public Administration

Achievements and experience

Commercial & Property Specialist, SLC Property January 2017 onwards

Derek provides Commercial & Property advice and support on a number of SLC Property projects, including:-

- Coventry Station Masterplan – lead support on land assembly, negotiations with key stakeholders and liaison with DfT on commercial funding agreements.
- Battenhall Bridge project – a scheme to widen a rail over road bridge which involves drafting and completion of a complex overbridge agreement.

Commercial & Property Specialist, SLC Rail July 2014 to December 2016

Derek provided Commercial & Property advice on a number of SLC Rail projects, including:-

- Coventry Station Masterplan – a major rearrangement of the station access, car park and associated facilities, alongside a separate major redevelopment of this part of Coventry. Derek was responsible for preparing a Station Investor Paper and assisting with the information required for Counsel opinion in assessing the requirements for a CPO. Derek also provided land assembly and leasing advice.

Director, Derek Owen Property Consulting Limited July 2014 to date

Drawing on his extensive experience, Derek has now set up his own consultancy business to offer general property advice, particularly in relation to rail-related projects or schemes.

Network Rail, TOC Estate Manager/Senior Surveyor 1997 to July 2014

Derek has extensive experience with a wide range of railway development projects including new stations, depots, car parks and regeneration schemes. He has worked with various local authorities on regeneration schemes, railway station and other enhancement projects. Derek also has significant experience of working at a senior level within a local authority.

Core responsibilities:

- He had significant involvement in the negotiation of freehold or leasehold acquisitions and disposals of land and property interests for railway development projects.
- Provided advice on:
 - land acquisitions
 - access for construction
 - easements and wayleaves
 - maintenance and repair issues
 - railway operational issues and
 - regulatory requirements.

Birmingham New Street Gateway

From July 2010 to December 2016, Derek was the lead Network Rail Property interface to the Birmingham New Street Gateway Project. The Gateway Project was a regionally significant project costing approximately £600m undertaken in collaboration with Birmingham City Council. It involved the redevelopment of Birmingham New Street Station and the former Pallasades Shopping Centre

above and the construction of the new Grand Central Shopping Centre which includes a 250,000 sf John Lewis full line store and was one of the most complex and high profile rail projects delivered by Network Rail. The redevelopment subsequently won many national awards including Project of the Year by the Royal Institution of Chartered Surveyors and the Institution of Civil Engineers.

Core responsibilities:

- Advising the Project Director on all property related issues (Derek attended the Project Senior Management Team meetings as well as the Project Property Steering Group).
- Negotiating terms for and securing any property rights or agreements to enable the Gateway Project to proceed.
- Leading on any property related issues with Birmingham City Council, The Pallasades Shopping Centre, The Bullring Shopping Centre/Hammerson and any other adjoining parties.

Key achievements:

- Negotiated terms and completed the taking of leases of:
- 2 floors in Meridian House and 3 floors in Norfolk House for use as project offices.
- A nearby car park for use as a temporary taxi rank (including a photographic schedule of condition).
- A 40,000 sf industrial facility for use as an off-site set down and storage facility.
- A significant proportion of an adjacent office building for use as temporary offices for TOC staff.
- Secured the use of 10 acres of land adjoining an existing rail connected site compound in order to expand the storage and working capacity of the site.
- Negotiated terms and completed Easements for a number of new and diverted power supplies with Western Power Distribution Limited.
- Completed the surrender of a number of leases within the project boundary.
- Negotiated with Ministry of Defence and secured early relocation of an Armed Forces Careers Office which could not be acquired under CPO terms to keep the Project on programme.
- Acted as liaison between the Project construction team and Birmingham City Council to develop a possession strategy which enabled the Project to progress on programme.

Other Network Rail Projects

Whilst still working on the Birmingham Gateway Project, Derek was also involved in other key projects – these include:-

- **Combined Heat and Power Plant (CHP)** - Derek lead on the negotiation of terms and the subsequent drafting and completion of leases for a new CHP plant which serves the newly developed Birmingham New Street Station as well as the new John Lewis Store and potentially other nearby users. This was an innovative scheme and was a first in Network Rail's property portfolio.
- **Banbury New Depot** - As part of a project to construct a new train maintenance depot for Chiltern Railways to the south of Banbury Station, Derek agreed terms and firstly secured an Option Agreement with the landowners of a 10 acre site and subsequently completed the acquisition.

Prior Experience within the role:

Derek joined Railtrack in 1997 as TOC Estate Manager in the Midland Zone based in Birmingham and led a team responsible for the management of over 330 stations and 15 Light Maintenance Depots let to 6 train operators. His role subsequently expanded to include all stations and light maintenance depots in the North West and North Wales which required a close liaison with 10 train operators, 2 train maintenance companies and 3 PTEs. During this period, Derek successfully negotiated new full

repairing leases for 6 light maintenance depots on the West Coast Mainline with Alstom – the first of their kind in the rail industry. Since then, Derek also negotiated similar leases with Chiltern Railways at Aylesbury and Stourbridge depot.

When Network Rail took over from Railtrack, Derek assumed responsibility as Territory Estate Manager/Operational Estate Manager for the London North West Route. This not only included the leasing aspects of stations and depots but also included the repair and renewal responsibilities for Network Rail. During this period, Integrated Service Plans were developed for each TOC and Derek was heavily involved in their initial preparation and drafting and held regular Director level meetings with TOC's as these plans were implemented.

During this period, Derek was heavily involved as part of Network Rail's Refranchising team for the West Coast and Central Trains Franchises based in Birmingham and the South Central Franchise based in Waterloo/Croydon. He was responsible for liaising with, and supplying information to, the various franchise bid teams. He was then part of Network Rail's internal teams evaluating and commenting on the various bids to the Department for Transport.

As a senior property professional, Derek also acted as a key point of contact with local authorities on numerous schemes and projects which had a significant rail interface – these included:

- The Coventry-Nuneaton-Kenilworth (NuCKle) and Friargate schemes with Coventry City Council;
- The Wolverhampton Station Interchange with Wolverhampton City Council;
- Crewe Gateway with East Cheshire District Council;
- Wolverton Interchange with Milton Keynes District Council;
- Stoke on Trent Station redevelopment with Advantage West Midlands;
- Wembley Central and Wembley Stadium Stations with London Borough of Brent;
- Arpley Chord Project with Warrington District Council;
- Bangor Station Interchange with Gwynedd County Council;
- Birmingham International Station Interchange with Birmingham Airport Limited and Solihull District Council; and
- Manchester Airport Station with Manchester Airport Limited.

Core responsibilities:

- Director level interface for Railtrack/Network Rail with TOC's on stations and depots.
- Developing and implementing strategies to improve and enhance station and depot facilities.
- Senior Officer level interface with local authorities on projects with a station and/or rail aspect.

Key Achievements:

- Successfully negotiated new FRI Leases for a number of Light Maintenance Depots - the first of their kind in the Rail Industry.
- Liaised with various TOC bid teams for West Coast, Central Trains and South Central Refranchising bids and evaluated/commented on the property aspects of each bid for Network Rail's report to the Department of Transport.
- Completed a project to time and budget to Categorise 256 stations belonging to Central Trains, produced Specifications for each Category, surveyed all the stations and estimated the cost to Railtrack of work required to meet that specification. This project was later rolled out nationally across the rail industry.
- Successfully negotiated and acquired a 2 acre site for development as a station car park at Warrington Bank Quay Station for the Virgin Trains Car Parks Project.

During 2007/2008, Derek was based in Bristol leading a team dealing with development and sales of Network Rail property. These ranged from smaller schemes such as the granting of easements for a premium, the granting of bridge or airspace rights, the granting of Option Agreements through to very large residential developments. Derek's responsibilities included meeting sales targets, compliance with the regulatory requirements of the Office of Rail Regulation as well as Network Rail's own internal processes.

Redditch Borough Council - Head of Property/Head of Property and Construction 1987 to 1997

Derek joined Redditch Borough Council in 1987, initially as Senior Surveyor responsible for managing the Council's retail and industrial property and within 12 months, became the Head of Property responsible for the Council's extensive property portfolio. In 1995, Derek was appointed as Head of Property and Construction where, reporting to the Chief Executive, he was responsible for leading and directing a multi-disciplinary professional team of 44 providing Estate Management, Building Surveying, Building Control and Engineering services to a variety of internal and external customers. He was also a member of the Council's Corporate Management Team and regularly met with Senior Councillors and attended formal Council Committee meetings as well as representing the Council at other public meetings.

Core responsibilities:

- Negotiating major property sales and developments.
- Maximising income from the Council's extensive property portfolio.
- Developing strategies and provision of general professional property advice to the Council.
- Contributing to the management of the Council as a member of Corporate Management Team.
- Attendance and provision of advice to full Council and various Council Committee meetings.

Key Achievements:

- Negotiated the disposal of an area of Council owned land for inclusion in a 120 acre business park (Ravensbank Business Park) developed by London & Edinburgh Trust Plc. in a complex deal with a minimum price based on ransom value with payments being made as a percentage of all future land sales.
- Sold 11 acres of land for development as an office complex that included a Claw Back provision in favour of the Council.
- Negotiated a Joint Sale Agreement with the Commission for the New Towns for a 6 acre town centre site in Redditch and its subsequent disposal by informal tender through agents.
- Developed and implemented a new Computerised Land Terrier system.
- Introduced a planned maintenance programme for the Council's property.
- Introduced improved career grade structure to encourage staff to obtain professional qualifications.

Birmingham City Council - Valuer/Senior Valuer 1980 to 1987

Derek joined Birmingham City Council initially in an administrative role in 1973 and then moved to the Estates Department in 1980 where he qualified as a Chartered Surveyor in 1986. During this time, he worked in a variety of roles in different teams gaining experience in a number of areas including compulsory purchase, development and disposals and ending as Senior Surveyor in the property management team.

Core responsibilities and achievements:

- Acquisition of numerous residential properties under Compulsory Purchase terms.

- Acquisition and disposal of various land and property interests on voluntary terms.
- Management of various retail and industrial properties including new lettings and rent reviews.

Derek's core activities include:

- Understanding land and property ownership issues.
- Negotiating with land owners for the acquisition or disposal of land and property rights.
- Instructing solicitors, agreeing the drafting and completion of all required legal documents.
- Understanding the complex operational railway and regulatory processes including the station and depot change processes.