Primary Healthcare Property is an established investment sector.

The annual Henry Stewart briefing is acknowledged as the forum for discussing the latest developments and trends. It covers all the important issues relevant to decision making by all the active participants: investors, developers, funders, medical practitioners, their agents and advisors.

Presenting: case studies, briefings and keynote reviews on:

- Capital and rental values now and trends
- Development opportunities and site values
- Availability, terms and sources of funding for investment, development and owner occupation
- Lease terms and how they affect values
- How to handle rent reviews and lease renewals
- How specification affects values and specifications for new build properties
- Own or lease and should it be inside or outside the practice (plus issues on changes in the owners of the practice)?
- Primary Healthcare Property and pension planning
- Tax planning to improve net yield or lower net costs for owner occupiers

This is an essential event for all medical practice owners and practice managers, investors in and developers of primary healthcare property, funders, agents and advisors.

Full documentation will be provided to all participants and adequate time set aside for questions and answers.
Programme:
Chairman: Paul Stacey, Managing Director, The Healthcare Property Company

The new regulatory approach from the Care Quality Commission (CQC)
- New developments and latest policy reforms from the CQC providing joined up thinking in primary care quality and delivery
- Driving higher standards and expectations – working together with all stakeholders to improve services but is this easier said than done?
- Policy now and in the future – what’s on the horizon
Alan Rosenbach, Special Policy Lead, Care Quality Commission

The impact upon premises of the recent and ongoing reforms in the delivery of primary care
- A review of the challenges facing the delivery and implementation of primary care
- The impact of both the contractual changes being imposed and the consequent culture change on primary care services
- The link between primary care service delivery and property structures
Lynne Abbess, Partner and Head of the Professional Services Group, Hempsons. Joint Chair of the Primary Care Premises Forum

What likely infrastructure and development models are required for healthcare in the future?
- The likely restrictions due to changes in NHS funding – new challenges
- When will funding be available and will funding be the same?
- What new development/property space is required to fit new primary care models?
- Other occupiers for healthcare premises – is this the way forward?
Adam Thompson, Director, Primary Care Surveyors

Opportunities for private medical practice post the Competition and Market Authority (CMA) report
- A review of the CMA remedies and their impact on private practice
- Changes likely to happen in the private practice market
- New opportunities arising in the private practice market
- New relationships between consultants, doctors, clinics and hospitals
Ray Stanbridge, Managing Director, Stanbridge Associates Ltd

Capital and rental values now and trends
- Background to the primary care sector and property types
- Trends emerging and the growth of purpose built surgeries
- Obstacles to new development
- Key drivers in the investment market
- Capital values - recent activity and deals
Andrew Surgenor, Director, Healthcare, Savills

Development opportunities and site values
- New build opportunities
- Creating and enhancing space which adds long-term value
- Who will be the tenants and occupiers
- How site value is assessed
- Construction costs and trends
- Location, location, location
Andrew Sproson, Director – Primary Healthcare, Jones Lang LaSalle

Availability, terms and sources of funding for investment, development and owner occupation
- What finance is available and for what project – is raising debt finance in the current market easy to come by?
- Is a robust and researched business plan sufficient for lenders to be assured of a good rate of return?
- What are the terms, conditions and qualifying criteria
- What income cover and cash flow requirements are likely in any funding deal
Steve Pratt, Senior HealthCare Banking Consultant, Lloyds Banking Group

Lease terms and how they affect values
- Principle terms for a lease
- The drivers of value, rental level & growth, covenant strength and security and duration of income stream
- Rent reimbursement – The Premises Cost Directions
- Alienation
- Break options - Armageddon Clauses
- Rent review mechanisms
- Review procedures and third party referrals
- Lease renewals & new lettings
Andrew Hues, Director - Deputy Head (Primary Healthcare), Aitchison Raffety

Legal implications of property ownership for GPs
- Methods of ownership:
  - Where the practice premises are leased from a third party landlord
  - Where the partners own the freehold of the practice premises
- Development alternatives:
  - Sale and leaseback of freehold premises
    - Structure of documentation: the sale and purchase arrangements, conditional contracts vs option agreements, development agreement for lease (conditional upon planning) and the lease, ancillary documents including warranties
  - Options where your premises are leasehold?
- The challenges of self-development
- Extensions to premises
Guy Morgan, Partner, Lester Aldridge LLP
How design and specification add value in new build premises
- Balancing clinical functionality with familiar but engaging environments
- Enhanced patient and staff experience through design and specification
- Design flexibility and future proofing
- Technical challenges associated with forthcoming legislation

Charlie James, Associate Architect, Architecture and Healthcare Services

Own or lease and should it be inside or outside the practice (plus issues on changes in the owners of the practice)?
- Pros and cons of GP ownership vs renting in a changing world
- NHS guidance and approach to the options
- Changing your mind later – what are the exit strategies
- Protecting your position
- Inside or outside the Partnership
- Change in ownership/succession issues

Richard Taylor, Senior Director, Head of the Primary Care Property Division, GVA

Creating innovation and functionality at the centre of the primary care development project
- Fundamental design principles for Primary Care - the ultimate target!
- Flexibility in use and maximising space allowances
- Designing for the future
- New build vs extension: creating value, energy running cost
- The importance of due diligence and getting it right (and where it can go wrong)! Case studies
- Key stakeholders’ involvement right at the beginning and why they should drive the development process

Jim Hart, Director, West Hart Partnership Chartered Architects Ltd
Steve West, Director, West Hart Partnership Chartered Architects Ltd

Space – not quite the final frontier
Case studies looking at space planning in primary and community care buildings some new and some refurbished
- The value of good space utilisation as well as how it contributes to the quality of the facility
- What are the influencing factors
- What are the limitations and opportunities brought about by:
  - Prefabrication and the drive towards repeatable rooms
  - Standardised room sizes for multiple uses/minimising ‘unused’ space
  - Post Occupancy Evaluation, Evidence Based Design and experiences from Local Initiative Finance Trust (LIFT)
  - Strategic Frameworks v One-Off Procurements and how new EU Procurement rules might help or hinder
  - Design Quality implications – what metrics should we use?

Paul Mercer, Director, Tangram Architects Limited

Primary healthcare - pension planning
- 1995/2008 NHS Pension
- The 2015 NHS Pension, the impact of the changes
- 24 Hour Retirement, why, when and how
- The Lifetime Allowance and Annual Allowance
- Pension freedom post April 2015

Paul Gordon, Financial Adviser, MacArthur Gordon

Tax planning to improve net yield or lower net costs for owner occupiers
- Looking for tax saving opportunities
- Tax efficient measures – key savings in operational costs to:
  - Decrease expenditure
  - Enhance asset value
- The tax efficiency of refurbishments
- Capital Allowance developments – what should I know?
- VAT issues

Andy White, Director, Fiscal Incentives, Consulting, AECOM

About Henry Stewart
Henry Stewart Conference Studies is the leading UK organiser of conferences and training courses for the property industry. Underlying all our activities is a commitment to providing post qualification briefings and training of practical relevance to the real needs of the working practitioner.

The ‘Henry Stewart Market Briefings’ cover the following specialist areas:
- Hotels
- Higher Education
- Care Homes/Assisted Living

Key topic areas within these sectors include:
- Finance and Investment
- Planning and Development
- Valuation
- Landlord and Tenant

Many thousands have already benefited from ‘Henry Stewart’ property briefings and training courses and we hope many more will do so in the future. For details of upcoming events please visit www.henrystewartconference.com

Henry Stewart Publications is a leading international publisher of professional and academic journals and has been publishing journals for over 25 years. Many of the world’s most respected corporations and consultancies together with scholars and librarians at world-leading universities and research institutions subscribe to Henry Stewart Publications’ journals.

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- Corporate Real Estate Journal
- Journal of Airport Management
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- Valuation
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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
**CONFERENCE CODE: C151537**

**Latest Developments in Primary Healthcare Property**

**To:** The Registrar, Henry Stewart Conference Studies, Russell House, 28/30 Little Russell Street, London WC1A 2HN, UK.

Tel: 020 7092 3494. Fax: 020 7404 2081.

1. Please register the following delegate(s) for the above conference at:
   - £499 per person plus VAT
   - £249.00 per person plus VAT for NHS CCG members, GPs and Practice Managers

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  - **Name**
  - **Position**

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**GENERAL INFORMATION**

**DATE**

Thursday, 29 January 2015

**VENUE**

Le Méridien Piccadilly
21 Piccadilly
London
W1J 8BH
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 supporting documentation.

**TEAM DISCOUNT**

3+ delegate discount packages are available. Please email Helen O’Connor at heleno@henrystewart.co.uk or call her on +44 (0)20 7092 3494 with the number of people you would like to attend and she will put together a package for your consideration.

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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.

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**Post:** Complete and return the registration form together with payment to: The Registrar, Henry Stewart Conference Studies, Russell House, 28/30 Little Russell Street, London WC1A 2HN, UK.

**Fax:** 020 7404 2081 the completed registration form to confirm your place.

**Phone:** 020 7092 3494 to provisionally reserve your place, then send the completed registration form with your cheque or credit card details to confirm your place.

Bookings posted on or after **Thursday, 22 January 2015** must be confirmed by telephone. Places at the conference are limited. Persons wishing to attend are therefore recommended to apply early. We regret that unless cancellations are received in writing on or before **Thursday, 15 January 2015** registration fees cannot be refunded. However, the conference documentation will be sent and substitutions can be made at any time. All substitutions and name changes must be received in writing.

VAT Registration Number 927 6897 60.

**Further Enquiries:** Helen O’Connor, Henry Stewart Conference Studies, Russell House, 28/30 Little Russell Street, London WC1A 2HN, UK.

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