



MALCOLM SCOTT

CONSULTANTS

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About Malcolm Scott Consultants

With more than thirty years' experience providing expert business development and town planning advice, Malcolm Scott Consultants provides an end-to-end service in supporting rural businesses with developing their site and their customer proposition. With over 500 projects to our name across the UK, our team provides all-encompassing advice for garden centres, farm shops and farm parks and other rural enterprises.

Malcolm Scott is market leaders in garden centre and farm shop retail and hospitality development. Our team has extensive experience and capability to provide first class advice and guidance throughout the sector.

Our collective experience and knowledge in site development, town planning and operational skills, enables us to deliver the highest level of service for our clients.

We work with our clients to identify specific opportunities for their business, regardless of size, to identify opportunities within in their retail, catering and events areas.

By fusing town planning requirements with business goals, our team provides a joined-up service that establishes clear objectives and helps to achieve those goals.

With a team that includes leading town planning advisors, award-winning retail and catering consultants and a experts in an extensive range of additional services, Malcolm Scott can advise on a full range of potential business ideas, and is passionate about we bringing clients' visions to life, not only with creative flair and keen attention to detail, but with practical and profitable solutions.

Whether you are considering development for your existing site or keen to identify opportunities for a new site, the Malcolm Scott team can guide you through the whole process. The Malcolm Scott team will identify commercial and town planning opportunities for a site, before taking vision and strategy through to concept and finally to delivery.

From town planning, exterior and interior design and build, right through to product ranging, merchandising, recruitment, branding and marketing, the Malcolm Scott team will make sure every step of a project runs efficiently, and to the very highest standard.

Our wide range of expertise include:

- Town Planning
- Strategic and Site Development Planning
- Site Master Planning
- Site Development Feasibility Appraisals
- Retail Consultancy
- Catering Consultancy
- Visitor Attraction Consultancy
- Concession Management

Our sister company Harris Lamb is also able to provide additional specialist guidance in:

- Business Rates
- Ecology
- Alternative Land Development Schemes
- Renewable Energy
- Building Project Management



“We can support you in making the right choices for long-term success.”

Business Development

Malcolm Scott has the experience and expertise to help you with your future plans!

A good strategy is essential, but it is not easy to create. As the world changes and your business evolves, how do you decide where and how to invest for growth?

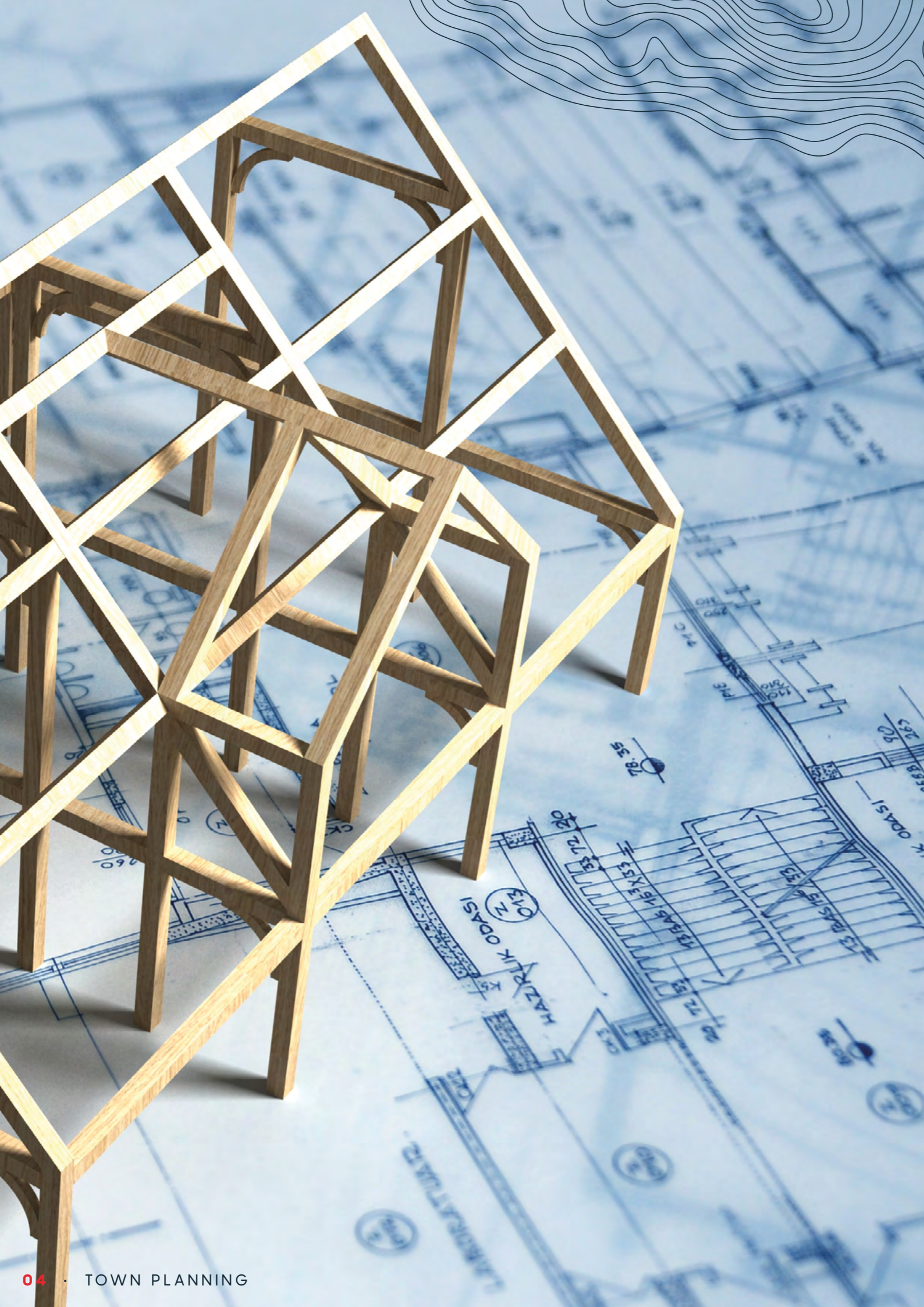
Malcolm Scott can support you in making the right choices for long-term success. By using our data-led and creative methodology we have helped rural garden centres and farm shops throughout the UK to build for the future. Malcolm Scott Consultants are market leaders in garden centre and farm shop diversification.

Within the team we have business development and hands on operational experience and expertise, and our team includes town planners, professional retail and catering consultants, designers and project managers who have worked on over 500 projects over 30 years.

We work with business owners to plan and implement development and diversification projects all over the UK. Whether it is developing an existing site or a new build we bring our visions to life with creative and profitable concepts. We help clients to create a vision for their site, identifying opportunities to add value to the customer proposition in order to meet customers needs. We do this by creating a masterplan for the site, which includes commercial, operational and town planning aspects as part of the feasibility. The masterplan then shapes the strategy which will be followed to deliver the vision and complete the project.

Every business has different needs and personalities, and Malcolm Scott's adaptable and professional culture ensures that we work effectively with all businesses.





Town Planning

Building on decades of town planning experience within the private and retail sectors, Malcolm Scott specialises in the design and development of garden centres and farm shops both in the UK and overseas, combining that expertise with formal planning legislation.

Focusing on both strategic business needs and potential town planning guidelines, our team creates designs and statements that focus on all aspects of the business when preparing planning applications.

As a leading planning consultant throughout the garden centre and farm shop sectors, Malcolm Scott's reputation is unsurpassed within the industry.

Our Business & Town Planning services include:

- Garden Centre and Farm Shop feasibility studies and Masterplans
- Farm Park strategic development advice
- Garden Centre Business Development Plans
- Farm Shop Business Development Plans
- Preparation, submission and negotiation of planning applications
- Formulation of planning strategies
- Expert evidence at inquiries and planning appeals
- Planning briefs and supplementary planning documents
- Certificates of Lawfulness
- Retail Impact Assessments
- Dealing with Enforcement Proceedings
- Heritage Statements
- Transport Statements
- Ecology and Environmental Services

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We are —

Garden Centre Business Development Specialists

With over 500 projects to date, we have extensive experience of consulting on the design and development of garden centres throughout the UK and world.

No matter what size the business, we know how to enhance an existing outlet, or how to go about developing a successful new-build. Our business plans include feasibility studies, master planning and site design, as well as town planning and operational support throughout the garden centre.

Our initial consultation is a detailed process, enabling us to understand our clients' personalities, objectives and vision. Our business planning advice is focused on financial, operational and town planning aspects, while our designs are inspirational, meet the needs of the business and exceed customer expectations.

With over 30 years' combined expertise in site development and town planning, and two decades' experience running garden centres, Malcolm Scott offers full operational management advice, focusing on retail, catering and events.





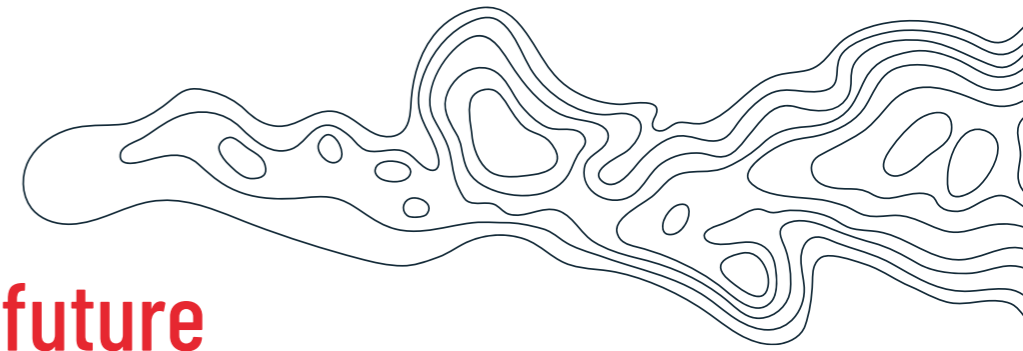
We are Farm Shop Business Development Specialists

We have extensive experience of consulting on the design and development of farm shops throughout the UK.

Farm shops have come into their own since 2020, when the Covid pandemic changed the retail landscape. Defined as essential retailers, these rural businesses moved from strength to strength, diversifying their offering and altering their design to meet changing customer needs.

The Malcolm Scott team has extensive experience of working closely with these rural businesses in order to help them enhance their design, develop their business further and provide operational support to ensure they continue to evolve and thrive.

The business is a proud supporter of the Council of the Farm Retail Association (FRA), a national body which supports and celebrates farm retailers throughout the UK, and having been nominated in the 2022 Farm Retail Association Awards, won the Supplier of the Year accolade.



Shaping the future of Farm Parks

Malcolm Scott's expert visitor attractions team works across the UK with independently owned farm parks and specialist visitor attractions delivering a range of services encompassing everything from town planning to retail and catering consultancy.

By fusing town planning and commercial strategies, we offer an end-to-end service for your farm park or visitor attraction.

Whether it is a start-up project or an existing site, our team can help you identify potential and maximise turnover. We work across the UK and have been providing robust and independent advisory services and supporting clients for over 30 years.

From large visitor attractions, farm parks, glamping sites, mazes or pumpkin patches, we can offer advice on taking a business to the next level.



With a specific focus on retail and catering we can help to develop the secondary spend opportunities within a site to maximise average transaction values, whilst adding value and point of difference to a customer proposition.

By offering strategic, robust and honest advice founded on experience and ongoing market research, we work closely with owners to identify business objectives, helping them to reach their potential in a realistic and relevant way through a combination of town planning, management consultancy and direct operational expertise.





“Our business fuses operational needs alongside development objectives to help you maximise turnover, profit and opportunity.”



Operational Support

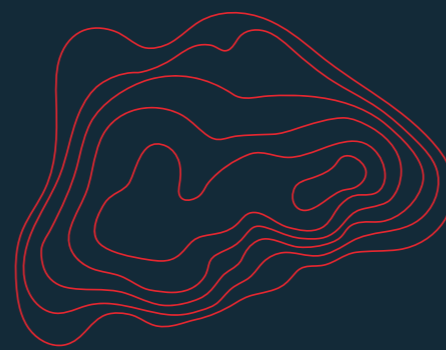
Malcolm Scott is a leading business advisor specialising in the UK's garden centre and farm shop industries.

Our team identifies operational needs and development objectives to help businesses maximise turnover and profit potential. By working with experts within our team we are able to support businesses develop their existing and new operational processes.

All businesses, irrespective of size, need to operate and develop in a strategic and considered way. Maximising turnover and profit is vital to support daily needs, while expansion and consistently changing costs is essential. The Malcolm Scott team can analyse and evaluate your business to identify what opportunities there are and how to react to them.

Consumers' shopping habits, values, communication methods and economies have and continue to change and this has meant that our approach to retailing has changed too. Garden centres and farm shops that don't keep up with the trends will be swallowed up while successful businesses evolve and thrive. Malcolm Scott help garden centres and farm shops to diversify, adapt, develop and transform into the best they can be, helping them to increase turnover and profit whilst enabling them to delight their customers. We are aware that every business has a point of difference and has its own identity, and by analysing a business's strengths, opportunities and threats, we are able to create a strategy to develop the business, the team or the site.

This can include identifying opportunities within all areas of a business, including bench-marking a business, analysis of customer flow, an analysis of a brand and marketing strategy, a review of a site's layout and merchandising, and an analysis of team performance. Throughout the retail and catering areas of a business, our team can help to deliver excellence.



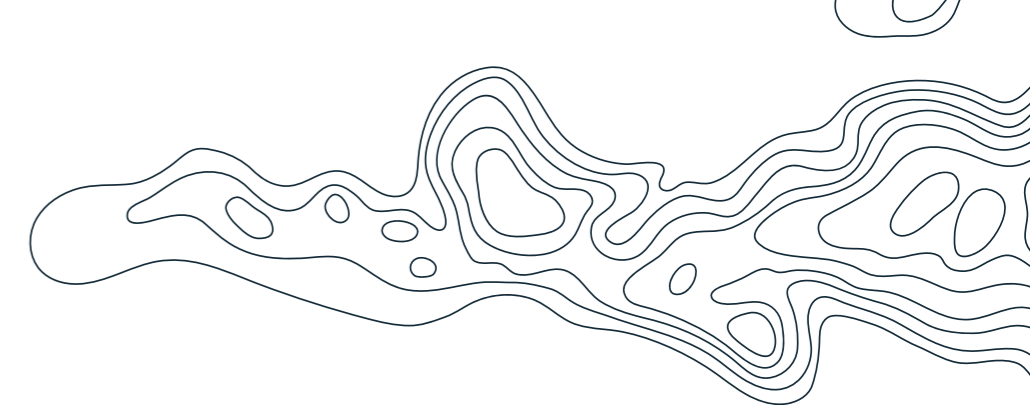
Harris Lamb are Malcolm Scott's sister company who provide alternative land and town planning consultancy. With over 30 years of experience, Harris Lamb are personal, engaging, collaborative and accessible.

Harris Lamb works across the UK, with offices based in Birmingham, Dudley, Nottingham, Stoke on Trent, Telford and Worcester. Their experienced team delivers a first-class service and advice to any client throughout the UK. They provide commercial property solutions for all sizes of business and their philosophy is to become an essential element to your business through collaboration, partnership and understanding.

Their reputation is based on first class effective client service, having wide ranging experience and knowledge of our markets. They can advise clients on all aspects of commercial property solutions and their specialist team of Surveyors and Planners are able to deliver meaningful advice and effective results.

- T** TEAMWORK
Working with each other and our clients
- E** ENTHUSIASM
Embrace everything we do with vigour
- A** APPROACHABLE
Open to all suggestions at any time
- M** MOTIVATING
Willing, able and driven to succeed as a team
- H** HONESTY
The foundation of all long-term, successful and sustainable relationships
- L** LEADERS
Harnessing the ability of those around us to drive ourselves and our clients forward

Ecology



Malcolm Scott and Harris Lamb has a professionally focussed ecology consultancy team that supports clients through all stages of the development lifecycle.

We can support you from the early stages of your scheme, from land promotion and early ecological constraints and biodiversity offsetting implications, identifying ecological risks and programming protected species surveys.

We produce ecological assessments to accompany planning applications through to discharging ecological planning conditions, managing ecological licensing and providing Ecological Clerk of Works services post consent.

Our team can provide a full range of ecological support services including:

- Biodiversity calculations, offsetting and ecological mitigation and enhancement support
- Preliminary Ecological Appraisal (PEA)
- Ecological Impact Assessment (EcIA)
- Discharge environmental and ecological planning conditions
- Ecological and Environmental Management Plans
- Ecological Clerk of Works (ECoW)
- Ecological mitigation including habitat creation, exclusion, and EPS licensing
- Environmental impact assessments (EIAs) and coordination of Environmental Statements (ESs) for various projects
- Protected species surveys including, bats, great-crested newts, hazel dormice, reptiles, badgers, birds
- Botanical surveys, hedgerow surveys and National Vegetation Classification (NVC) surveys
- Aquatic Ecology including Fisheries Assessment, Macro invertebrates, Macrophytes (including bryophytes), Diatoms, River Habitat Survey and River Corridor Survey
- Habitat Regulations Assessment (HRA) and Appropriate Assessments



Business Rates

Business Rates is a complex form of taxation which, when handled correctly, can create significant opportunities for both business owners and occupiers of commercial property and can create significant financial savings.

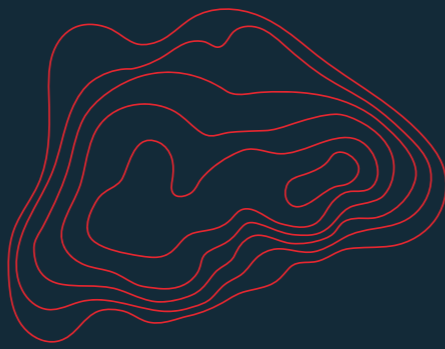
Harris Lamb's Business Rates Consultants offer specialist expert advice on rating issues, savings and appeals. Our team have the depth of knowledge and experience to negotiate with the Valuation Office Agency and Billing Authorities across the UK, mitigating the impact caused by this significant property tax. The team of 8 surveyors have a vast amount of experience in dealing with all types of commercial property, and have dealt with Garden Centres and Farm shops for many years. Through working closely with the Malcolm Scott team we know the value that the rural sector place on forward cost planning, relief applications and Rateable Value reductions.

Our business rates services include:

- Rate Appeals
- Reliefs — Mandatory and Discretionary
- Empty Property Rates
- Rates Audit
- Budgeting Forecasts, particularly for proposed extensions/improvement works
- Rates Payment Service
- Rates Relief for Partially Vacant Properties

Through careful planning, auditing and negotiation, we can make sure your Business Rate charges are kept to a minimum and your savings are maximised.

For more information, or to arrange a meeting, please contact a member of the team.



Building Consultancy

The Harris Lamb Building Consultancy is a multi-disciplinary team that are experts in commercial and mixed use.

Working closely with Malcolm Scott's advisors, they work with owners and developers to provide the very best development advice, due diligence and strategic thinking. The Harris Lamb Building Consultancy team has the knowledge and experience to provide advice and guidance to assist with the management throughout the development of your garden centre and farm shop.

Our full range of professional building consultancy services can be defined under two main areas.

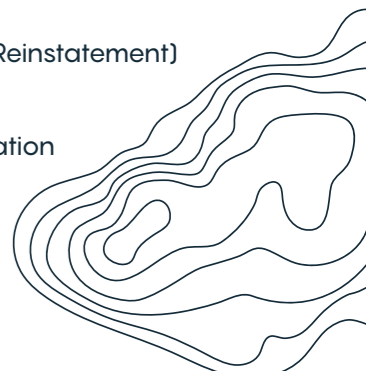
Construction & Refurbishment Services

Project Management and Contract administration, including:

- Feasibility Studies
- Procurement of works
- Design and Construction Phase Management
- Monitoring of Development Projects for Finance providers, lenders, investors, or occupiers
- CDM Principal Designer (CDM)

Building Surveying

- Building Surveys and Due Diligence
- Dilapidations advice
- Defect analysis
- Refurbishment advice and management
- Schedule of Conditions
- Fire Insurance Assessment (Reinstatement) Valuations
- Energy Performance Certification
- Party Wall matters



Land Development

The Harris Lamb land development consultancy is a multi disciplinary team that has an excellent track record of identifying residential development and other value enhancing land development opportunities.

Covering all property sectors, with experts in rural, commercial, residential, mixed use, renewable energy and strategic land projects. It ideally places us to work with landowners and developers with land redevelopment strategies, providing the very best development advice, due diligence and strategic planning. The development team has broad experience within both the residential land and commercial sector.

We provide clients with Land Development advice including:

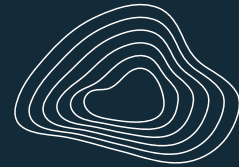
- Site disposals and acquisitions.
- Identification, promotion, sale and purchase of property and land for development.
- A strategy for working sites through the planning process.
- Negotiating contract terms.
- Landowners agreements, joint ventures and site assembly.
- Feasibility appraisals and valuations.
- Negotiating planning permissions and S106 Agreements.
- Portfolio valuations.
- Renewable Energy.
- Employment Land.





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PROPERTY CONSULTANCY

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