

# Dick Wise

Partner, Commercial

Head of Business Space Agency

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**Dick leads our award-winning business space agency teams across the south of England and is one of Cambridgeshire's best known and leading property advisors.**

You'll not find many agents who feel as at home sitting around a farmer's kitchen table, talking about the harvest, as they do in the offices of an AI software engineer, discussing the future of genetic research.

Dick's rural background and three decades in commercial property - the last 20 in Cambridge - have seen him build an unequalled knowledge of the dynamics of what constitutes successful development from all perspectives; landowner, developer, occupier and ultimate owner. It's a rare combination.

His entrepreneurial flair and knack for spotting the best opportunities to bring land, finance and the world's biggest companies together have added to Dick's reputation for making things happen.

He provides landowners, developers and funds with financial advice that will enable them to maximise the returns from the assets they own, whether that be land or buildings and brings all his understanding and experience of what is 'right' and how best to bring what is 'right' forward

He's been behind the development or expansion of most of Cambridge's most significant office, laboratory or industrial schemes in recent years, and loves nothing more than seeing the ordinary become extraordinary.

#### Key relevant project experience

##### **Dorset County Council Pension Fund/Trinity College, Cambridge**

Advising on the redevelopment of Building 270 on Cambridge Science Park. This will involve appraising the former building on the site, advising on the more valuable redevelopment opportunity, design input into the new buildings, letting advice and investment advice on an ongoing basis. In addition, the head lease will require re-gearing over a larger area to maximise the development potential.

##### **Advice to Pace Investments on their central Cambridge site**

This included advising on the most valuable development mix across the site, buying in additional assets including other office buildings and pubs, and letting the first speculative office building in the City of Cambridge for 20 years. We continue to advise on the future phases of development which will provide further; office, residential and retail space, and are continually reviewing the master plan to ensure we are maximising the value of the assets.

##### **Providing advice on the strategic potential of the Milton Estate land at J17 of A1**

This involved appointing a promoter who achieved a consent for 1.8m sq ft of B8. This did not include access which was acquired by Roxhill together with the adjoining land from O&H. The site now has a consent for five million sq ft of B8 and the first transactions have completed on circa one million sq ft of space. We are now reviewing the master plan to achieve a significant change of use to deliver 612 residential units.