

# NBRIEF

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## HIGHLIGHTS

Photos from our staffing and dementia analysis launch event - **pages 2-3**

Carterwood named as LaingBuisson's 'Property Consultant of the year' finalist - **page 4**

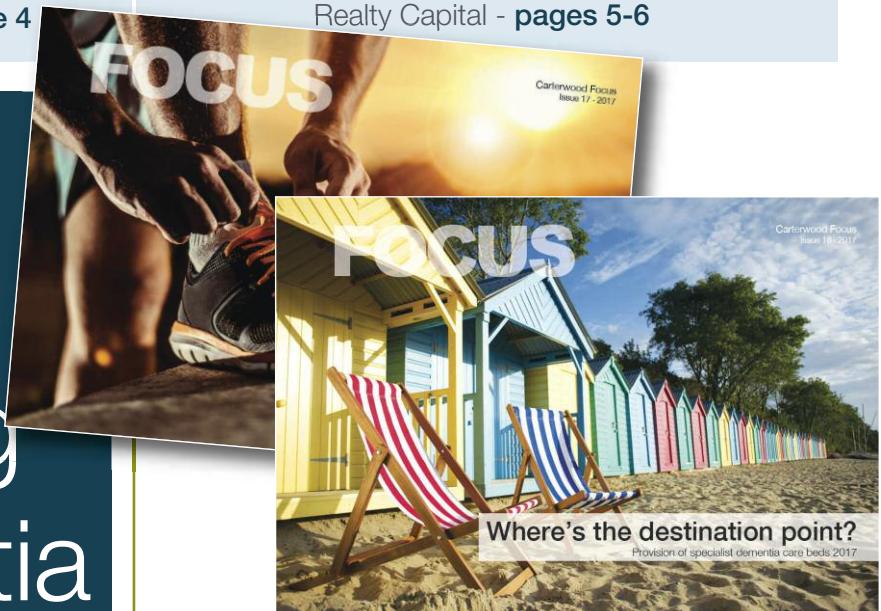
New team additions, including Sara Livadeas - **page 4**

Due diligence for L&G and Fremont Realty Capital - **pages 5-6**

# Carterwood launches new staffing and dementia analysis

We are delighted to have launched our staffing and dementia analysis for older people's care homes. Our bespoke, site-specific analysis will help operators mitigate risk and respond to the opportunities presented by the staffing crisis and demand for specialist dementia care.

Our new **staffing analysis report** provides a detailed study of a new development's proposed staff catchment area, to help reduce the risk of investing millions of pounds into a new care home, only to be unable to recruit sufficient staff. Available as part of our market assessment report, or as a report in its own right, the analysis also considers how to reduce the potential spend on agency staff, how to maximise the opportunity to recruit staff, and what the financial implications of the development decision on the operating cost base could be.



Our **dedicated dementia analysis** offers new and previously unavailable data about specialist dementia provision. With comprehensive national information in relation to dedicated dementia beds, we analyse provision in a specified location to give an accurate competitive picture for decision making. Our dementia analysis can be used for strategic reviews where reconfiguration to dementia care is being considered, or for acquisition purposes. It is available as part of our market assessment report and as a report in its own right.

Co-founder and director of Carterwood, Ben Hartley, says: "Staffing and dementia are two of the biggest issues in social care today. We have responded with an innovative, detailed analysis of Great Britain's care home staffing market, and with an extensive dementia provision survey into more than 10,000 care homes across the UK. The care home market is competitive and changing. Access to site-specific data is an essential prerequisite for planning and due diligence. Our new staffing and dementia data is unique to Carterwood and provides an unrivalled level of market intelligence."

For more information or to commission a staffing and/or dementia analysis, please call us on **08458 690777** or email [info@carterwood.co.uk](mailto:info@carterwood.co.uk).

# Staffing and dementia analysis launch event, London



Above: Carterwood co-founder and director Ben Hartley.



Above L to R: PSP Healthcare managing director Preyen Dewani; Westgate Healthcare directors Tara Teubner and Sita Patel; Larkstone Properties managing director Tim Hurdiss.

Attracting more than 90 attendees from across the social care sector, we launched our staffing and dementia analysis in September at the Institute of Contemporary Arts. Carterwood co-founder and director Ben Hartley shared for the first time key statistics from our new research. He also explained how operators can mitigate risk and respond to opportunities presented by the staffing crisis and demand for specialist dementia care.

Speakers included Anchor's Jane Ashcroft CBE and Care England's Professor Martin Green OBE, who both delivered their valued perspectives on care home staffing and dementia provision, as well as informative market updates.



Above: Noble Care senior manager Gurpreet Takhar (centre) and Carterwood co-founder and director Amanda Nurse (right).



Above L to R: Baycroft managing director Andrew Winstanley; Frontier Estates development manager Max Paddock; Frontier Estates development director Duncan Ford; One Housing Group director of healthcare & support Nuala Foley.



Above: Care England chief executive Professor Martin Green OBE.



Above: Anchor chief executive Jane Ashcroft CBE.



Above L to R: SweetTree SPL co-founder and director Vishal Shah; Barclays Bank head of healthcare Paul Birley; SweetTree founder and director Barry Sweetbaum.



Above L to R: Carterwood senior consultant Sara Livadeas; Care England chief executive Professor Martin Green OBE; HSBC Bank head of healthcare Jeremy Huband; NCF executive director Vic Rayner.



Above L to R: Barchester Healthcare land buyer Julian Burgess; Octopus Healthcare development director Richard Dooley; Barchester Healthcare chief financial officer Mark Hazelwood.



Above: Attendees at the Carterwood staffing and dementia launch event.

# Carterwood named as LaingBuisson's 'Property Consultant of the year' finalist

It was a fantastic result to once again make the finals for LaingBuisson's well-respected 'Property Consultant of the year' award, having won the title in 2015.

Amanda Nurse, Carterwood co-founder and director, comments: "The team is working incredibly hard and we've



had another very successful year, with strong growth, the launch of new analysis, the recruitment of six new team members and the completion of several high profile projects."

Earlier this year Carterwood won the prestigious 'Property consultants of the year – property services' title, for the second year running, at the HealthInvestor Awards 2017. Carterwood was also a finalist for the 'Consultants of the year – strategic' award.

experience in the social care sector, Sara is a non-executive trustee of the Disabilities Trust and works with several other organisations, including Care England, Housing LIN, Skills for Care and Urban Land Institute. Sara's previous roles include commissioner for Oxfordshire County Council and strategy director for the Orders of St John Care Trust.

Commenting on her engagement, Carterwood co-founder and director Ben Hartley says: "Sara brings to Carterwood an outstanding experience across the social care sector, including all types of housing with care. Sara is also exceptionally well networked, having played an active role in Care England, the National Care Forum and ARCO. Her knowledge, skills and experience are a great asset to Carterwood and will further enhance our service portfolio."

Commenting on the appointment of Jane and Anne, Carterwood co-founder and director Amanda Nurse comments: "We've created these new roles to prepare and support the business in its continued expansion. Jane brings a wealth of experience in the social care sector and previously spent five years as head of HR & training at Newcastle-based charity, Dementia Care. Jane's role at Carterwood sees her responsible for employee relations, HR and training strategy, recruitment, performance management, and ensuring a safe, comfortable and happy environment for our employees.

"Anne's diverse experience, including six years with care developer, Castleoak, is invaluable as she takes on administrative duties for recruitment, induction and training, as well as various other admin responsibilities for colleagues, shareholders and consultants."



(L to R): Senior consultant Sara Livadeas; HR & facilities manager Jane Thackray; HR & communications assistant Anne Jenkins.

**After another record year for growth, this autumn we have engaged social care professional Sara Livadeas as a senior consultant and created two new roles, leading to the appointment of Jane Thackray as HR & facilities manager, and Anne Jenkins as HR & communications assistant.**

Sara is working on a range of bespoke projects, as well as our new staffing analysis report. With more than 20 years'

## Carterwood consultancy news

# Due diligence for L&G's £40m retirement housing acquisition



**Legal & General has acquired Inspired Villages Group, formed out of English Care Villages, and specifically, the acquisition of the assets of two joint ventures between English Care Villages and Places for People, for around £40 million.**

To assist in the process, Legal & General commissioned a Carterwood comprehensive older people's housing market assessment report to provide essential due diligence.

Inspired Villages currently has two schemes, in Warwick and Cheshire, comprising over 300 homes and a gross development value of around £110 million.

**Phil Bayliss, head of Later Living at Legal & General Capital, comments:** "Our move into the retirement housing sector is of major strategic importance. Addressing the chronic undersupply of age-specific housing in the UK, we believe our long-term capital can deliver significant housing, health and wellbeing

benefits for those in later life. High quality data and analysis is key to attracting institutional capital into the retirement housing market, and Carterwood's comprehensive market assessment report gave us the clarity we needed to complete this substantial acquisition."

Ben Hartley, co-founder and director at Carterwood, adds: "Legal and General is a valued client and we are delighted to continue to support their investment decisions through our comprehensive market assessment reports. The acquisition of Inspired Villages is highly significant in the older people's housing sector and reflects the market's strengths and prosperity."

Our innovative older people's housing report helped secure our retention of our prestigious HealthInvestor 'Property consultants of the year – property services' title at the HealthInvestor Awards earlier this year.

## Carterwood consultancy news

# Carterwood advises Fremont Realty Capital on Porthaven Care Homes

With our support, Fremont Realty Capital and co-investors have acquired Porthaven Care Homes, comprising 14 premium quality care homes and two development sites across England, for an undisclosed sum.

Fremont underpinned the purchase by commissioning us to conduct an extensive portfolio market analysis, to provide the necessary due diligence.

During a six-year investment period with Phoenix Equity Partners, Porthaven increased its number of homes fivefold through an organic rollout plan, supported in part by our market analysis.

Alex Taylor, associate at Carterwood, comments: "For this substantial purchase we conducted a thorough analysis of Porthaven's portfolio of care homes and development sites. This included inspecting each home, those of major competitors and the planned provision in each catchment area. We assessed the suitability of each home's designed layout and analysed the market demographics, local market wealth profile, fees and occupancy levels."

Ashminder Singh, principal at Fremont Realty Capital, says: "Carterwood's market analysis gave us essential data, insight and risk identification to assist us in underwriting this acquisition. The analysis was clear, comprehensive and informative, as well as being highly relevant to the premium positioning of Porthaven's homes. Carterwood's wealth of data and experience in the care sector meant the team were always happy to thoroughly answer our specific questions."

Porthaven's CEO and founder, John Storey, will continue to lead and grow the group alongside Fremont. He adds: "Delivering outstanding care and services to our residents has remained at the heart of the business from the outset. We look forward to continuing this strategy with Fremont, as well as further development and improvement of Porthaven as we continue to grow."



Porthaven's Astbury Mere care home, Congleton

## Carterwood agency news

# FOR SALE



**Surrey:** Development site in Windlesham with detailed planning permission for a 65-bed care home

We are seeking unconditional offers for the freehold interest in the site with the benefit of the existing planning consent (below).

[Find out more](#)



## Download our latest case study: Sale of Adelphi Care Services to The Regard Group

This summer we completed the sale of Adelphi Care Services, comprising nine specialist residential and supported living services across Shropshire, to The Regard Group. Our new case study, which is available to download from our website, explains how we facilitated this successful transaction and added value.

**Birmingham:** Development site for 70-bed care home



Freehold development site marketed on behalf of an established property developer. Outline planning permission for the proposed scheme is currently pending decision, following positive pre-application feedback (above).

[Find out more](#)

For further information please download sales details from our [website](#) or call Tom Hartley on 08458 690777.



Annette Kwaterski, former owner of Adelphi Care Services, said: "I would like to thank everyone at Carterwood for all their hard work and support over the months leading up to the sale of Adelphi Care Services. Their expertise and guidance was crucial in helping us through the process and achieving a successful conclusion."

[Download the case study](#)

# A busy autumn for conferences and events

We've had another really busy autumn, with a string of conferences and events seeing us joining a panel discussion, delivering workshops, speaking, exhibiting and sponsoring.

## LaingBuisson South West Long Term Care Conference

Carterwood principal surveyor Matthew Drysdale shared the latest care property trends, deals and values at LaingBuisson's South West Long Term Care Conference on 18 October in Bristol. The conference brought together leading speakers and delegates from across the residential care, domiciliary care and housing with care sectors to discuss the challenges and changing landscape faced by providers of care for older people in the South West.

## HealthInvestor Midlands Focus Conference

HealthInvestor invited Carterwood co-founder and director Amanda Nurse to join a panel discussion session at its new Midlands Focus conference on 7 November in Birmingham. The theme of the conference was investment opportunities and challenges for the Midlands care market.

## Care Homes & Retirement Living Property Conference



We once again presented at the Care Homes & Retirement Living Property conference, on 29 November in London. This year, Amanda Nurse and Matthew Drysdale's presentation looked at the care home market for older people – *Then, now and the future*. They analysed the make-up of older care homes, those of 2017 and discussed those of the future. They also explained what operators could learn from the retirement housing market.

## Care England Conference

We continued our support for Care England with an exhibition stand at its annual conference in London on 16 November. Matthew Drysdale led an informative workshop: *Making sense of rising land values for new care home development*. Over the course of this interactive session, Matthew discussed why land prices have risen so dramatically in recent years, and presented scenarios that reflect how values for fully mature trading homes support these prices.

## Women in Healthcare Property Forum annual fundraiser



We sponsored Women in Healthcare Property Forum's (WiHPF) annual fundraising party, which took place on the 30 November to raise money for the Care Workers Charity. The event was by invitation only and four members of our team attended – Amanda Nurse, Aishling Barrett, Jessica Stainthorp and Matthew Drysdale. The Care Workers Charity is the benevolent fund for the care sector, supporting anyone who works, or has worked in care, by offering hardship grants and online information and advice.

## Merry Christmas from the Carterwood team

To keep up to date with all our news, views and upcoming events, please register your details by emailing [info@carterwood.co.uk](mailto:info@carterwood.co.uk) and follow us on [LinkedIn](#) and [Twitter](#).

For more information about Carterwood or to find out how we can help you please telephone 08458 690777

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