



Family Services Unit (FSU) – Portfolio Review

BACKGROUND

The Family Services Unit (FSU) are an established and respected charity providing services to families with needs throughout the UK. It has centres in most main cities and is headquartered in London. As with all not-for-profit organisations, the perpetual requirement is to balance the quality of service to their clients against incoming funds, while ensuring the overall security of the enterprise.

Changes in Government policy towards not-for-profit, including the requirement for them to move towards modern business practices and governance principles, have created the need to focus more closely on organisational efficiency and asset effectiveness.

In pursuit of this goal, FSU recruited the Enable Charities Group of *ask-re*, initially to prepare a report to assist FSU to optimise its property potential. The Property Options Report encompassed outline suitability for FSU future use and relative values in the present market.

OBJECTIVES

ask-re carried out a discrete marketing campaign to local house builders and carried out an interview process with a number of selected parties. A best bid situation was instigated and eventually terms of circa £1.2m per acre were agreed (£1m above the current use value). It was also agreed that the client could stay in occupation on a leaseback for an additional 16-24 months at a reduced rent and limited dilapidations liability.

WHAT WE DID

To achieve these ambitions required:

- Staff location planning,
- Negotiations on rented properties
- Disposals of inappropriate properties
- Acquisition of a new property
- Project management of developments and liaison with authorities and other charities.

Three properties in low value growth locations were sold and a new Headquarters building acquired and fitted-out in a selected location close to King's cross in central London.

RESULTS

By involving ourselves at every stage, the overall strategic plans were achieved and the re-organisation change was managed in the shortest time possible.

FSU now has a flexible and more efficient structure and an established growing property asset both of which may easily be re-aligned to any future changes in the ongoing plans of the Charity.

ASK-RE

ask-re is one of the UK's leading property consultancies. For more than 15 years we have provided business-driven real estate consultancy and service delivery to a range of clients throughout the UK providing national reach, transferable skills and local delivery.

Our unique approach combines strategic property and business knowledge, all designed to add value or reduce the cost of commercial property occupation and ownership. As such, our client facing team is made up of a blend of property and business specialists all focused on delivering excellence through creative and effective advice, underpinned by the utmost integrity and the strongest professional relationships.

ENABLE

Enable partners with its clients to define and implement the ideal business strategy by matching the operational requirements and goals of their business with the optimum property strategy over the long term. Consulting at the early stages of strategic planning allows Enable to understand and inform operational strategy and ultimately align all support services to gain operational efficiency, maximise productivity and ensure business continuity.

Enable provides not only strategic consultancy but also a comprehensive range of services designed to meet specific business requirements. The foundations of all solutions is an approach which incorporates all aspects of a client's business from HR straight through to property strategy.

We deliver competitive advantage through continual analysis of how the accommodation strategy and property portfolio is working in line with the client's business expectations and market change.

OUR SERVICES

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