The Growth Region
Cambridge—Milton Keynes—Oxford—Northampton

A document for landowners, developers and expanding businesses
Contents

Introduction ...................................................................................................................................................... 1
About the Oxford-Cambridge Arc .................................................................................................................... 2
About Hewitsons LLP ......................................................................................................................................... 3
Information for landowners ............................................................................................................................. 4
Information for developers .............................................................................................................................. 5
Information for expanding businesses ............................................................................................................ 6
Our specialist teams .......................................................................................................................................... 7
  Real Estate .................................................................................................................................................... 8
  Real Estate Disputes ................................................................................................................................... 9
Agriculture & Rural Property .......................................................................................................................... 10
Agriculture & Rural Property Disputes ........................................................................................................... 11
Planning & Environmental ............................................................................................................................. 12
Construction & Engineering ........................................................................................................................... 13
Corporate ....................................................................................................................................................... 14
Commercial .................................................................................................................................................... 15
Testimonials .................................................................................................................................................... 16
Introduction

With the government preparing to invest billions of pounds over the coming years in the area spanning Cambridge, Milton Keynes, Oxford and Northampton (which we refer to as the ‘Oxford-Cambridge Arc’), this is an exciting time for the region. Whether you are a landowner interested in selling, a developer of housing or other facilities, or a business looking to expand, the opportunities are immense.

As a firm with expertise in every aspect of law relating to each of these areas (among many others), Hewitsons is perfectly placed to help you capitalise on this period of growth. Our specialist teams work closely with one another to provide you with a cohesive and comprehensive solution for all your legal requirements – always with our guiding principle of ‘absolute client focus’ in mind.

In this document, you will find information about how Hewitsons’ various specialist teams can help with your specific needs, whether you are a private individual, a trustee, a multi-national company, a farmer or a construction firm.

For more information, please feel free to call us and one of our experts will be happy to discuss your requirements with you at no initial cost. We have offices in Cambridge, Milton Keynes and Northampton, as well as in London, placing us at the heart of the Oxford-Cambridge Arc. Contact details can be found on the back of this document. Alternatively, please visit [www.hewitsons.com](http://www.hewitsons.com).

We look forward to hearing from you soon.

Tim Richards
Partner, Head of Construction
About the Oxford-Cambridge Arc

The Oxford-Cambridge arc is one of several names given to the 130-mile line of towns and cities arcing between Oxford and Cambridge. The region can be thought of as a quadrilateral, encompassing the area between Oxford in the west and Cambridge in the east, and stretching from Northampton and Milton Keynes in the north to as far as Luton in the south.

Each location within this Oxford-Cambridge arc boasts a very productive knowledge economy and centres of advanced manufacturing, meaning that the region has strong potential for growth and is set to become not only a national asset but one which competes on the world stage. The National Infrastructure Commission (NIC) – tasked with making recommendations about the region’s development – believes the region could support a further 700,000 jobs by 2050 and increase the UK’s gross value added (GVA) by £163 billion\(^1\). The NIC calls this a “once in a lifetime” growth opportunity.

However, the Oxford-Cambridge arc faces a serious housing shortage, potentially diminishing business’ ability to attract and retain workers, and consequently threatening the overall vision. Poor transport links and other infrastructure issues could worsen the problem. At present, the region’s towns and cities are each well-connected to London, but not to one another.

To address the housing situation, the government has committed to building up to one million new homes within the region by 2050\(^2\). This presents an excellent opportunity for those with land to sell, as well as developers of housing and associated facilities.

Regarding connectivity, the government plans to spend up to £3.5 billion on a road linking Cambridge, Milton Keynes and Oxford – the Oxford to Cambridge Expressway. A railway connecting East Anglia with central, southern and western England – the East West Rail – is also being planned. The government has earmarked more than £100 million for the next stage of the latter project, which is scheduled for completion by 2024\(^3\).

Such deadlines might seem a long way off, but future success is not guaranteed and you should be already preparing if you want to benefit from this opportunity. If you don’t others will.

“**This region is a national asset, that competes on the world stage and can fire the British economy**”

- The National Infrastructure Commission

---

About Hewitsons LLP

Hewitsons LLP is a leading law firm with a history spanning 175 years. We have offices in Cambridge, London, Milton Keynes and Northampton, placing us at the heart of the Growth Corridor.

Throughout all our work, our guiding principle is one of absolute client focus. This means putting our clients first in everything we do. We pride ourselves on delivering a tailor-made service for every client, combining clear, accurate advice with expert market knowledge and commercial pragmatism to ensure transactions are concluded successfully, on time and on budget.

Our efforts and achievements have been recognised through a number of prestigious accolades, including top rankings in the most recent Legal 500 and Chambers and Partners directories.

We also have an international reach. In 1994, Hewitsons founded LawExchange International, an association of independent law firms covering the world’s major commercial centres. Its purpose is to provide clients with access to a comprehensive network of trusted local lawyers from across the globe. This growing international network now covers 34 firms across 30 jurisdictions and we have over 1,700 solicitors in the network.

Accreditations

We pride ourselves on the quality of work we undertake for all our clients. We have a number of quality processes and procedures in place and are proud of the recognition we receive within the industry.
Information for landowners

We understand that, as a landowner interested in selling, your needs will vary depending on the nature of your organisation and your experience in this area.

For instance, some private individuals may be considering selling land for the first time, to capitalise on the opportunities now available in the Oxford-Cambridge arc, whereas large institutions, such as universities, may have been through the process many times before.

Our extensive record of acting for farmers, other private individuals, consortiums, estates, charities, education providers and other landowning institutions means that we can devise a strategy and approach that will cover all your specific requirements.

No matter who you are, our respected Real Estate and Planning & Environmental teams will be invaluable. More information about these teams can be found on pages 8 and 12, respectively.

For farmers and other private individuals, our Agriculture & Rural Property team has all the relevant expertise to make your venture a success. For more information about this team, please see page 10.
Information for developers

As the Oxford-Cambridge arc develops further, there will be a substantial need for everything from schools to shopping centres. The driving force, however will be the need for extra housing.

Hewitsons has teams of lawyers specialising in residential development and the issues surrounding strategic land – land that has not yet reached its development potential. These teams work for a wide range of clients, including landowners, developers, promoters and public bodies, and this breadth of experience enables us to anticipate what other partners may want or need in a transaction.

No matter which category your organisation falls into, we can help to agree a structure that is right for you and assist with your negotiations to deliver on the project. We aim to work with clients at the very start of negotiations, to ensure that heads of terms reflect the deal that is best for them.

For developers of all types, the combined expertise of our Real Estate, Planning & Environmental, Construction & Engineering, and Corporate teams will help ensure that your project is a success. For more information about these teams, see pages 8, 13, 14 and 15 respectively.
Information for expanding businesses

With so much development and investment planned for the Oxbridge Corridor, now may be the perfect time to grow your business. In particular, it is hoped that the planned additional housing will attract many more workers to the region.

Whether you are thinking of acquiring new premises, increasing the size of your workforce, completing a merger deal, or expanding your business in any other way, Hewitsons can help.

Our specialist teams have a wealth of experience working with businesses of all sizes, from small and medium-sized enterprises (SMEs) to multinational corporations, and from across a wide range of sectors.

No matter the nature of your business, our Real Estate, Corporate and Commercial teams have all the expertise needed to meet your objectives in a timely and cost-effective manner, helping you to stay ahead of the competition. More information about these teams can be found on pages 8, 14 and 15, respectively.
Our specialist teams

Hewitsons LLP has teams specialising in every major area of law, including Real Estate, Agriculture & Rural Property, Planning & Environmental, Construction & Engineering, Corporate, Commercial, Residential Property and Employment, among many others.

These specialist teams are made up of lawyers who advise clients across many different industry sectors and who work together to ensure that every aspect of your project is covered, giving you complete peace of mind at every stage.

The following pages provide more detail about those teams that will be most relevant to you, as an individual or organisation seeking to capitalise on the plans for the Oxford-Cambridge arc.
Real Estate

Our Real Estate team has a wealth of experience in dealing with a wide range of commercial real estate matters, including commercial development, residential development and strategic land, among many others. Its clients include individuals, businesses, charities, educational establishments, governmental bodies, developers and funders, both domestic and international.

Our real estate services cover promotion agreements and strategic site assembly, option agreements, conditional contracts, infrastructure provision and management company structures, and outright acquisition of freehold and leasehold interests. Our Solicitors also cover a wider range of real estate issues including acquisition of rights and easements, release or variation of restrictive covenants, construction procurement, development agreements, joint ventures, and disposal of developed units.

In addition, by working closely with other Hewitsons teams, such as Planning & Environmental, we can offer a fully joined up service across the lifecycle of a development, from site acquisition and planning through to the build and occupation.

Works closely with:

Construction & Engineering

Planning & Environmental
Real Estate Disputes

We work closely with all of the property, agricultural and construction teams. We know that nobody wants to litigate. However knowing the range of powers available to you (or not as the case may be) can often be a key element to determining your strategy and approach.

Our team is well versed in advising on preventative steps as well as in taking prompt action when a position needs to be preserved or protected.

We have extensive experience at the High Court, the Land Tribunals, and at Land Registry adjudications in Restrictive covenants, Easements, Rights of way, Boundaries, Wayleave and other utility agreements, and Telecom rights.

Our Solicitors also cover such activities such as 1954 Act Business Tenancies, Residential rights pursuant to statutes (including Rent Act tenancies, Service Occupancies and agricultural occupiers), Rights of light issues, and Contractual disputes with third parties and/or promotors.

Works closely with:

- Construction & Engineering
- Agriculture & Rural Property
- Real Estate
Agriculture & Rural Property

Agriculture and rural property expertise runs deeply through Hewitsons, so our lawyers understand the challenges that modern landowners face.

The changes that farming and rural businesses are likely to encounter over the coming years are unprecedented. Many see that income for agricultural use of land may drop so selling land for development may provide essential additional capital to the business. At Hewitsons our Agricultural and Rural Property team have many years of experience in working with our clients in structuring the promotion and sale of strategic development land for landowning clients. This can range from selling some redundant farm buildings for conversion to houses to mixed use developments with over 6,000 houses or extensive employment uses.

The planning conditions and developer contributions imposed on a site have a very material effect on the value received by the landowner. Under many promotion and option agreements the landowner does not lead the negotiations with the planning authority agreement so it is vital the landowners planning team works closely with the developers. Our Agricultural and Rural Property team regularly work with our planning team to ensure the planning conditions are correctly structured to maximise the value to the landowner and to allow for as flexible a sale strategy as possible.

If a site already has planning permission then we will deal with sale contracts for conditional and unconditional sales. Frequently this causes us to consider issues arising from deferred payment structures, claw back of repaid developer contributions and overage.

If there is a tenant to deal with we, and our real estate litigation team, can work together to advise on the best way of resuming possession whether it be negotiating an agreement to surrender or the best tactics to employ when serving a Case B notice to quit on an agricultural tenant.

Regardless of the matter, throughout the entire process a dedicated partner will take the time to get to know you and ensure you receive the right advice – clearly, promptly and adapted to your needs.

Works closely with:

- Agriculture & Rural Property Disputes
- Planning & Environmental
- Real Estate Disputes
Agriculture & Rural Property Disputes

The statutes that govern occupation often require long notice periods and one or more grounds to be satisfied. In addition, often there is only one opportunity in a year for a notice to be served and therefore a lack of early planning can be to the detriment of the landowner.

In identifying what rights are in situ at an early stage is crucial—both agricultural related tenancies, business tenancies and residential occupation can be difficult to terminate if the written agreements that accompany them are not comprehensive.

It is also important to ensure that any accrued rights can be proven and/or documented. This might involve production of Statutory Declarations or applications to Land Registry.

It is important to deal with all land rights formally if there is a risk of a dispute in the future or if there are any issues or rights on the land which could impact upon potential development value or the timing of any development.

Works closely with:

Agriculture & Rural Property
Planning & Environmental

Planning laws are fast-changing, so securing proper advice in relation to your development proposal is critical.

Hewitsons’ specialist Planning & Environmental team advises developers, public bodies, contractors, investors and landowners on the application of current planning legislation and policy. We work quickly, effectively and collaboratively to commercial timescales and budgets.

Our planning and environmental specialists work closely together, combining expertise to enable us to deal effectively with projects where the disciplines overlap, such as those relating to ecology or pollution.

Our planning experts deal with all aspects of planning law and include experienced advocates who handle a range of planning appeals nationwide. Whether you need us to advise on Local Plan representations, prepare a planning application, negotiate a section 106 agreement, or pursue an appeal or High Court challenge, we have the experience needed to maximise your asset’s potential.

Meanwhile, our environmental expertise ranges from contaminated land to environmental permitting, water pollution and nuisance. We advise in connection with development proposals, as well as with end users, such as those in manufacturing, farming and waste management. We are also experienced in advising in relation to environmental impact assessments. The team deals with criminal and civil matters and undertakes advocacy at inquiries and in the Magistrates Court, as well as dealing with High Court challenges.

Works closely with:

Agriculture & Rural Property

Agriculture & Rural Property Disputes

Real Estate
Construction & Engineering

Our team of construction lawyers has a leading reputation and has won plaudits for its effective and pragmatic approach. We advise the construction industry, employers and related businesses and organisations on: procurement of consultant services and works; a wide range of commercial, residential and infrastructure projects or renewable energy installations; and representation in dispute resolution for such projects.

Our understanding of construction law is based on longstanding relationships with contractors, design and construction professionals, developers, project funders, manufacturers and suppliers of construction products and technologies. Members of this team work particularly closely with our education, charities, rural, banking and cleantech groups.

Our clients demand value from the construction law services we provide. When it comes to construction law, we aim to secure your interests without losing sight of the commercial realities.

Our construction law services include:

- advice on procurement;
- construction contracts;
- commercial agreements;
- development agreements; and
- all forms of dispute resolution.

Works closely with:

- Commercial
- Corporate
- Planning
- Real Estate
- Real Estate Disputes
In any business’ life cycle, there is a need for both routine legal support and help with periodic transactions, large and small. As a business seeking to capitalise on the opportunities available in the Oxford-Cambridge arc, you may be considering a major transaction, requiring high levels of commercial understanding, professional care and often urgent attention.

The pragmatic, practical advice offered by Hewitsons’ Corporate team can make the difference between a deal’s success or failure, particularly where there are complex issues of corporate structuring and share ownership involved. We advise on acquisitions, disposals, reorganisations, business formation and funding. We also have business lawyers who specialise in complex issues surrounding employment, commercial contracts, pensions, data protection and civil disputes.

Technology plays a crucial role in every sector and will be particularly important for many of the Group Region’s knowledge-based businesses. In this field, the relevant laws and regulations are ever-changing. Our intellectual property (IP) and information technology (ICT) experts, can help you to navigate this complicated area.

No matter what service you require, our quality corporate advice comes with a personal touch. Our partner-led approach and commercial know-how ensures that you will always get the best advice, whether you are an owner-managed business, a charity or institution with business activities, or a large company regularly involved in corporate transactions.

**Works closely with:**

- Commercial
- Construction & Engineering
Commercial

Our commercial law specialists pride themselves not just on knowing the law but also on having commercial awareness and being able to apply innovative thinking. We advise on a wide range of commercial issues across many different industry sectors, so we are confident that our experienced lawyers have the knowledge and expertise that you need.

Examples of some of the areas of commercial law on which we advise are:

- **Commercial Contracts** – we draft and help to negotiate agreements for the supply of goods and services; agency, distribution and franchise agreements; terms and conditions of business (both B2B and B2C); and outsourcing arrangements.

- **Data Protection & Privacy** – we advise on compliance with the GDPR and related data protection legislation; we draft and advise on policies and procedures, agreements for data sharing and data processing, the overseas transfer of personal data, and how to respond to and deal with data security breaches.

- **Collaboration and Joint Ventures** – we advise on, draft and negotiate research and development, collaboration, partnership and technology transfer agreements as well as related agreements for clinical trials, manufacturing and licensing.

- **Intellectual Property** – we help with the protection of trade names and logos, advise on copyright issues, and draft agreements for the commercial exploitation of IP rights such as licences, royalty arrangements and assignments; we also provide advice and assistance in helping to pursue or defend claims for infringement of patents, trade marks and design rights.

- **Information Technology** – we advise on the development, licensing and support of software and apps including agreements for software-as-a-service and other cloud-based services arrangements; we draft and advise on master services/framework agreements for the provision of IT-related services; we draft, advise on and negotiate IT outsourcing agreements; and we prepare and advise on documentation for the design and development of websites.

Our commercial lawyers provide practical advice and suggest pragmatic solutions in response to what are often difficult commercial issues. Our drafting is clear and intelligible. We understand that there is often a need for a speedy response and we always aim to ensure that our advice and documentation is provided quickly, yet accurately, to meet any relevant deadlines.

**Works closely with:**

[Images of Corporate and Construction & Engineering logos]
Testimonials

“Hewitsons frequently handles large and complex projects, particularly in the leisure and residential sectors. It also advises technology and biotechnology companies on matters such as science park lettings, and has significant expertise in strategic land deals.”

The Legal 500 Legal Guide 2020

"The team is the epitome of professionalism, and their partners seem to be at the top of their game and more than able to handle our affairs. They show a high degree of dedication and personal attention."

Client Quote from Chambers and Partners Legal Guide 2020

“The firm is excellent all round. The work is always to a very high standard and within deadlines. The lawyers understand developers’ needs and perspective and give well researched, practical, clear and insightful legal advice."

Client Quote from The Legal 500 Legal Guide 2020
Contact Details

Cambridge
Shakespeare House
42 Newmarket Road
Cambridge
Cambridgeshire
CB5 8EP
(T) +44 (0) 1223 461 155
(F) +44 (0) 1223 316 511

London
Kildare House
3 Dorset Rise
London
EC4Y 8EN
(T) +44 (0) 20 7831 8888
(F) +44 (0) 20 7936 3635

Milton Keynes
Exchange House
482 Midsummer Boulevard
Central Milton Keynes
MK9 2EA
(T) +44 (0) 1908 247 010
(F) +44 (0) 1908 247 020

Northampton
Elgin House
Billing Road
Northampton
NN1 5AU
(T) +44 (0) 1604 233 233
(F) +44 (0) 1604 627 941

Hewitsons LLP is a Limited Liability Partnership in accordance with the Limited Liability Partnerships Act 2000 with registered number OC334689.

Hewitsons is authorised and regulated by the Solicitors Regulation Authority, an independent regulatory body of the Law Society with SRA ID number 487681.