



BUILDING ON SUCCESS SINCE 2007



“Penn Commercial took the trouble to listen to what we really needed and became part of the team working towards the solution.”

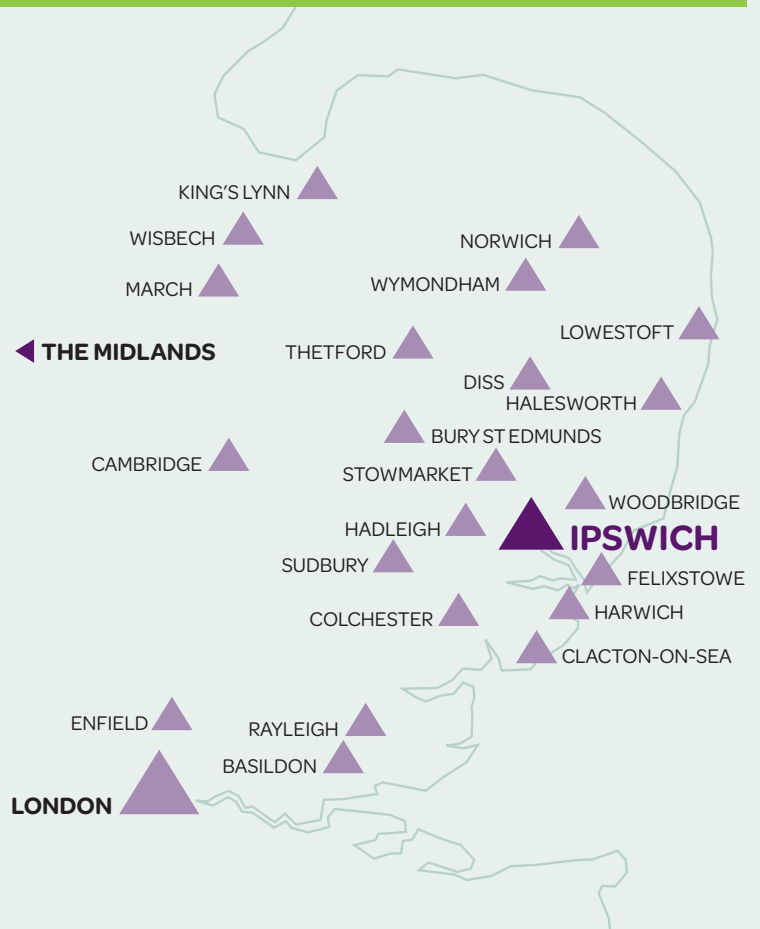
YODEL

RICHARD HALL, Chief Estates Director, Yodel

AREA OF OPERATION

We specialise in property matters throughout East Anglia and beyond, covering:

- ▲ RENT & SERVICE CHARGE COLLECTION
- ▲ SALES & LETTINGS
- ▲ COMMERCIAL AGENCY
- ▲ ACQUISITIONS
- ▲ PROPERTY PORTFOLIO MANAGEMENT
- ▲ RENT REVIEWS
- ▲ LEASE RENEWALS
- ▲ COMPULSORY PURCHASES
- ▲ DEVELOPMENT & FUNDING
- ▲ DILAPIDATIONS
- ▲ VALUATIONS
- ▲ BUSINESS RATES
- ▲ COMMERCIAL AUCTION





THE PROPERTY PROFESSIONALS

Penn Commercial was founded in 2007 by Vanessa Penn. Specialising in commercial agency, initially, Penn has expanded to incorporate commercial property management, consultancy and professional services.

With a mission to provide expert local knowledge, coupled with a proactive service, Penn has been able to achieve optimum results for its clients, across all commercial property sectors.

Penn enjoys a high profile, with an ever-increasing brand presence across the county. Penn was delighted to be named the top-performing agent in Suffolk in 2021 by EG in its 'On-Demand Rankings'.

With expert local knowledge in the East Anglian region and an award-winning team, Penn is committed to increasing market share and geographical coverage, providing 'best value' and maximum exposure for all of our customers.



"In my role as Commercial Agency Director for a number of Stock Market-listed property companies, I was responsible for the regional offices, as well as the marketing of commercial agency nationally.

"I had gained 25 years' experience working with some of the best names in the property industry. It was in 2007, under the Erinaceous Plc banner – and the start of a recession – that I had to make the decision to either change direction completely and follow a new career, or take up the challenge of setting up independently, under my own banner.

"Having been encouraged by a number of established clients, who I had gained during my time working in Ipswich and Suffolk, I launched Penn Commercial, with a new logo and brand image.

"Penn has been established for 15 years now and has expanded from commercial agency to property and facilities management and professional services.

"We have grown our market share in Ipswich and the region, and are proud to be the largest firm of independent agents in Suffolk."

We are pleased to work with some of the UK's leading operators, developers and investors, across all commercial sectors:



BUILDING ON SUCCESS SINCE 2007

15 YEARS OF PROPERTY DEALS, PROMOTIONS & PARTNERSHIPS



“We are proud to have brought a diverse portfolio of national and international brands to Ipswich through our development of Crane Park. Our partnership with Penn Commercial has proved a highly successful one. The fact that Penn have been able to let the units within such a short period just proves how proactive they have been in understanding our requirements and marketing the scheme.”

NICK TURNER
Executive Director
Asset Management
Northwood Urban Logistics

Penn Commercial celebrates its milestone 15th anniversary in 2022, having been established by Vanessa Penn in September 2007.

Penn Commercial opened its doors – with great optimism – at the height of a global recession, and is now Suffolk’s leading independent commercial property agency.

“The world is now a very different place from when we first started out, but the commercial property market continues to thrive, and we are ideally positioned to be able to match businesses up with their ideal premises.

“Over the years, one of the key factors that has remained consistent is the need for exceptional customer service, which is what we at Penn pride ourselves upon, as an award-winning, smaller independent commercial property agent.”

Vanessa Penn



MEET THE TEAM

At Penn Commercial, we pride ourselves on personal and proactive customer service, and we are committed to providing the most efficient, friendly and value-driven experience that we can to all our clients and applicants.

With over 80 years' combined commercial property expertise across East Anglia, our flexible, multi-skilled team can assist with a wide range of commercial agency and property management requirements. Our clients can always feel confident that they will have the full attention of a qualified senior member of staff.



VANESSA PENN

Prior to establishing Penn Commercial in 2007, Vanessa was a Director of Commercial Agency for Countrywide, Bradford & Bingley and Erinaceous Plc. Over the years, Vanessa has grown an impressive portfolio of loyal local, regional and national clients, and specialises in the strategic and long-term aspects of the business. Notably, Vanessa was named a Finalist in the 'Business Person of the Year' category in the 'Suffolk Business Awards' in 2021.



PAUL KEEN

Paul, Senior Associate, has over 35 years' experience in commercial and licensed property, together with property management in Ipswich and surrounding areas. Paul specialises in property management, rent reviews and lease renewals.



ROBIN COUSINS

Robin has been with Penn Commercial since 2017 and, as Associate within the Agency Department, leads on a number of our larger instructions. Recently voted 2nd in EG's 'Individual Dealmaker' category for the East of England in 2021, Robin is proud to have reached 100% occupancy on a new industrial / trade counter site in Ipswich, setting unprecedented new headline rents for the town.



RACHAEL JACKSON MCIPR

Rachael has a strong background in PR, marketing and public affairs for large infrastructure projects, with particular expertise in the shipping, aviation and tourism sectors. Rachael joined Penn in 2021 to enhance our PR and marketing, as well as to develop new business opportunities.



CARL TRIGG

Carl joined in 2021 as Property Manager to support our managed property portfolio. Carl comes with strong experience of industrial estates and mixed-use schemes and is responsible for facilities, Health & Safety, risk assessments, contractors and general supervision.



JIM FRANKIS DIP. EST. MAN.

Jim, formerly of King Sturge, and a founder of Frankis Porter, works with us as a consultant, bringing with him a wealth of experience in the industrial, warehousing and logistics sectors.



TRACY VALE

Property Assistant Tracy has an excellent knowledge of the local property market, with over 20 years' experience, and is available during normal office hours, offering excellent continuity for our clients and applicants.



PIPPA MOSS

Pippa is our part-time Bookkeeper, with responsibility for bank reconciliations, payments to landlords, VAT returns and end-of-year service charge reconciliations.



WENDY HICKS

Wendy uses tools and techniques to enhance business contacts and management databases, IT support and photography.



MIKE SIMPSON FRICS

Mike, formerly a partner of Clarke & Simpson, has worked with Penn Commercial as a consultant for many years. Now retired, Mike continues to provide Energy Performance Certificate assessments through his company, EPC Marketing Ltd.

ACHIEVING OPTIMUM RESULTS



▲ A new lease of life for Hollywood nightclub

Acting on behalf of Ipswich Borough Council, Penn Commercial sold this 27,000 sq ft historic Listed building – site of the former Hollywood nightclub – to Pertwee Estates.

Penn advised Pertwee on the reconfiguration of the building, in order to provide Grade A offices, as well as undertaking the marketing to let the office accommodation, with the ultimate aim of selling on the investment.

Client: Pertwee Estates



▲ Acquisition of a 60-acre strategic logistics site along the A14 corridor

Penn Commercial acquired the former Orwell Crossing Truck Stop, at Nacton, Ipswich for Orwell Truck Stop Ltd and subsequently collaborated with planners and the professional services team to deliver a planning consent for circa 1 million sq ft of warehousing space.

Penn acted for Orwell Truck Stop Ltd on the sale of the site to BentallGreenOak and are now joint letting agents for both phases of Orwell Logistics Park, on behalf of Equation Properties.

Client: Orwell Truck Stop Ltd



▲ Agency and consultancy advice for Harris Business Park, Ipswich

This strategic 19-acre site, formerly occupied by Harris Bacon, was subsequently acquired for Peter Colby Commercials Ltd from EEDA. Penn advised on the redevelopment of the site, working with planners and architects on a number of different industrial/warehouse schemes. The site was eventually sold to Headlam Group for a 165,000 sq ft B8 distribution depot. Penn provided consultancy advice to the client on the compulsory purchase from Network Rail for the Bacon Loop chord line, over a period of three years.

Client: Peter Colby Commercials Ltd



▲ Advising BT on development potential at Adastral Park, Martlesham Heath

As local agents, Penn was asked to provide advice on likely tenants for multi-let office buildings at Adastral Park and subsequently marketed the site, attracting a number of local and national companies. Penn also provided consultancy advice for the Northern Quarter of the site.

Client: BT



▲ Letting A14 warehousing space at Woolpit, Bury St Edmunds

Acting on behalf of a family Trust, Penn advised the owners as to the type of buildings and tenant mix for Phase 2 of the site, including a new 53,000 sq ft warehouse and serviced yard for outside storage.



▲ Masterplanning RAF Bentwaters, Rendlesham, Woodbridge for future development

This 10-year project included masterplanning the former domestic base of RAF Bentwaters to secure residential development, and disposing of the commercial sites on the former airfield, including the runways and taxiways of the former USAF air base.



▲ **Acting for Claydon Business Park, Great Blakenham, Ipswich for over 30 years**

Acting for the private, family-owned site, Penn has been involved with this 38-acre Business Park for the last 30 years, providing agency, lease renewals and rent reviews. The Park now comprises over 300,000 sq ft of B1/B2 and B8 space and is constantly evolving. Several new build projects have taken place, including 150,000 sq ft of new industrial/warehouses and a bespoke building of 30,000 sq ft.

Client: Edward Le Bas Properties Ltd



▲ **Regeneration of the Eastgate Centre, Ipswich town centre**

Acting on behalf of Evolve Estates to regenerate this shopping centre in Ipswich, Penn advised on the tenant mix and configuration of the scheme. Working with architects and contractors to minimise voids, Penn let units to independent retailers – including the creation of a new ‘pop-up arcade’, a new concept for Ipswich – and advised on the subsequent sale of the investments.

Client: Evolve Estates



▲ **Sale of 6-acre former Schlumberger site in Felixstowe**

Acting jointly with Cushman & Wakefield, Penn sold this site to a local property company and then assisted with obtaining planning permission for a trade counter scheme and offices.

Subsequently, Penn sourced a medical manufacturer, Cogent Technology, which went on to lease the whole site on a new FRI lease for a term of ten years.

Client: Itron



▲ **Letting of landmark Listed property to The Botanist, Ipswich town centre**

Penn Commercial acted for Ipswich Borough Council to let the former Grade 1 Listed former Post Office in the town centre to New World Restaurants Limited, trading as ‘The Botanist’. The restaurant chain signed a long-term lease on this landmark town centre property, with incentives for fit-out.

Client: Ipswich Borough Council



▲ **Acquisition, masterplanning and ongoing management of Three Rivers Business Centre, Nacton, Ipswich**

Acquiring the site for Peter Colby Commercials Ltd from the receiver, Penn was instructed to advise on the refurbishment of the existing units. Working with the client, the offices were ready for occupation within a very short time and let to a variety of shipping and administrative companies.

Client: Peter Colby Commercials Ltd



▲ **A new vision for St Vincent House, Melton, Woodbridge**

Penn acted for the client to redesign and let the former Dock House in Melton, comprising 18,502 sq ft of modern storage, manufacturing and office space. Penn planned and oversaw the redevelopment of St Vincent House into various flexible individual units.

Client: St Vincent Developments Ltd

THINKING OUTSIDE THE BOX

We specialise in commercial property sales and lettings across East Anglia and further afield, covering the following sectors:

- INDUSTRIAL
- RESTAURANTS
- RETAIL
- AGRICULTURAL
- OFFICE
- MIXED-USE
- INVESTMENT
- LEISURE
- LAND
- LOGISTICS & DISTRIBUTION
- DEVELOPMENT
- WAREHOUSING
- TRADE COUNTER



“I have supported Vanessa since she set up the business on her own, 15 years ago now, and Penn is the only agent that I will use in Ipswich and Suffolk.

“I am very happy with Vanessa and Penn, and they give me the service that I require, in every way. They understand my needs and have reduced voids across the business significantly.

“I wish Vanessa and the team every future success, and I look forward to continuing to work with them to grow our property portfolio and managed estate throughout the region.”

PETER COLBY,
Managing Director
Peter Colby Commercials

Commercial Agency

Today's commercial property market presents diverse opportunities across all sectors.

With ever-changing environmental and planning legislation, variable economic conditions and local planning considerations, there are many additional responsibilities and demands that need to be taken into account.

We have an incredibly powerful database of more than 20,000 industry contacts, enabling us to create bespoke, focused marketing campaigns to achieve optimal conversion rates.

SERVICES:

- Sales and Lettings
- Acquisitions
- Development valuations
- Asset management
- Commercial auctions
- Penn Affiliates – suppliers with whom we work and can highly recommend



Property Management

Vacant commercial properties; land with development potential and neglected buildings: all are opportunities missed.

We have decades of experience in sales, lettings and management, and we can optimise returns on your investment and increase its value, whether industrial, retail, office or land.

SERVICES:

- Rent and Service Charge collection
- Property inspections – new build and refurbishment
- Contract tendering
- Project management
- Caretaker management
- Preparation of financial forecasts and service charge budgets
- Supervision of building works
- Rent reviews
- Lease renewals
- Assignments and notices
- Schedules of Condition
- Dilapidations
- Valuations
- Organisation of building insurance policies, including valuations and claims handling
- Commercial site visits
- Liaison with local communities on all commercial property matters, if required
- Facilitation of, and attendance at, annual / six monthly meetings
- Year-end Service Charge account preparation
- Report services to site freeholders

Marketing, PR & Business Development

Presenting your property or development professionally and appropriately is one of the aspects of our service that really sets us apart.

We work in conjunction with a team of advisers – designers, copywriters and PR professionals – to make certain that we promote your property in the best and most cost-effective way possible, thereby ensuring great results, with excellent conversion rates, every time.



SERVICES:

- Bespoke, tailored marketing
- Personalised digital marketing to key target groups
- In-house database of some 20,000 live records
- Proactive PR with closely identified journalist partners – at local, regional and national levels, plus targeted trade and industry contacts
- Effective and easy-to-use website
- Focused advertising campaigns, using carefully matched media partners
- Bespoke marketing packages
- Production of monthly marketing activity reports

Professional Consultancy Services

In addition to the standard package of marketing and PR services that we provide to our clients as part of our instruction, we can also offer a suite of enhanced, bespoke marketing, PR and public affairs services, aimed at a more in-depth promotion of your property / scheme, tailored to clients' exact requirements.

This enhanced level of insight could be used to present a compelling case for development, for instance, or to influence key stakeholders in favour of a scheme.

In support of planning applications, we can even curate, maintain and host an electronic 'data room' of information relating to a scheme, including all reports, plans, planning advice and surveys, which stakeholders can then access.

SERVICES:

- Research and production of personalised 'Insight Reports'
- Situational analysis
- Target audience profiling and mapping
- Event management
- Database development
- Brand identity development
- Brochure design
- Professionally-designed and targeted campaigns
- Targeted HTML mailshots
- 'Data Room' development and hosting
- PR messaging, media liaison and stakeholder communications



Sycamore Farm owner, Graeme Keep, has entrusted Penn Commercial to manage and oversee his property portfolio in Bramford, Suffolk for nearly ten years.

"I have absolute confidence in the quality of the service that I receive from Penn Commercial in looking after my property interests. They save me a lot of work, time and money with their efficient and proactive management of my properties."

"BT have a longstanding, successful relationship with Penn Commercial, who have become a trusted partner in dealing with property matters in the East of England. We trust their team to deliver bespoke reports in a professional and timely manner, and their local expertise is second to none. They continue to deliver a quality product to BT, who value their services immensely."

ROB MAUND
Senior Asset Manager, BT

"The Penn team has worked closely with us to understand the scope of our scheme, and to decide with us how best to present it to achieve an optimal outcome. We have been pleased to work with Penn for a number of years now and have been consistently impressed with their professional, personalised service."

BEN MANLEY
Managing Director, Prologic

OUR EXPERT ADVICE HAS LED TO...



▲ 4 Parker Avenue, Felixstowe

The sale of the 99-year long leasehold interest in this prominent Felixstowe site, next to the Port, comprising 59,317 sq ft (5,511 sq m), with an approximate gross internal area, 3.57 acres (1.44ha).



▲ Harbour Landing, Fox's Marina, Ipswich

The successful long-term letting of 5,819 sq ft of high-quality office space at Harbour Landing, at Fox's Marina in Wherstead, Ipswich, to Axter Limited, acting on behalf of Oyster Properties Limited. Next to the Penn Commercial offices.



▲ 80 Compair Crescent, Ipswich

The letting of 757.26 sq m / 8,151 sq ft of high-quality office accommodation at 80 Compair Crescent, off Ranelagh Road, Ipswich to LB Group, on a 10-year lease. Penn acted on behalf of Reads Property Developments. A further investment sale of the offices to LB Group followed.



▲ Orwell Logistics Park, Nacton, Ipswich

A new speculative 60-acre industrial / distribution development, totalling over 1 million sq ft, strategically located along the A14, on the doorstep of the Port of Felixstowe, the UK's busiest container port.

Construction commenced on site in November 2021, and Penn Commercial is proud to be partnering with developer Equation Properties and fund BentallGreenOak as the local marketing agent for the scheme.



▲ The Maltings, Ipswich

Working closely with developer Pertwee Estates, Penn Commercial let the premium office suites in The Maltings – a 200-year-old Grade II Listed Maltings building in the heart of Ipswich, which underwent an extensive conversion and opened its doors in 2019. Now home to a number of insurance companies, a planning consultant, a bank and Network Rail, Penn is continuing to work in partnership with Pertwee on the investment sale of the premises.



▲ Stanton Business Park, Bury St Edmunds

The sale of 63 acres of land at Stanton, near Bury St Edmunds, on behalf of a private client. The site offers excellent connectivity to all the major surrounding road networks.

INTRODUCING JUST SOME OF OUR NEW CLIENTS:



OMC INVESTMENTS LIMITED



EVOLVE



Abernile



euro properties



COMMERCIAL PROPERTY DONE DIFFERENTLY



Penn's focus on staff and personalised customer service is the foundation of our success. "People make companies great," says Vanessa Penn.

As a smaller, independent agency, we are better equipped to offer our clients an individual, tailored service, without all the overheads and bureaucracy of the larger firms.

Highly-skilled, across a variety of specialist disciplines, we are able to maximise our market share and to capitalise on the growth across East Anglia and the ambitious development plans along the A14 corridor, through schemes such as Sizewell C and 'Freeport East'.

Being agile and able to 'think on our feet', with decades of experience across the various commercial sectors, means that we are ideally-positioned to be able to understand and help our clients achieve their particular goals, cost-effectively and proactively.

As well as our own in-house property team, we are also able to recommend our Penn Affiliate partners to our clients, who offer a range of trusted, cost-effective local services, from planning, design and fit-out to marketing, IT and financial services.

Suffolk's leading independent commercial property agency

PROACTIVE

Actively generating and pursuing new leads and instructions in East Anglia and further afield

AWARD-WINNING

Voted EG's No. 1 agency in Suffolk in 2021

INDEPENDENT

'Property with a personality', offering individual, bespoke and impartial advice to our clients

TRUSTED

Your trusted business partner, always available at the end of the 'phone

EXPERTS

With over 80 years of industry expertise



BEST ADVICE



SAVE TIME



SAVE MONEY



PEACE OF MIND



penn[®]
commercial

Penn Commercial
Suite C, Orwell House, Fox's Marina
The Strand, Ipswich, Suffolk, IP2 8NJ

01473 211933

info@penncommercial.co.uk

penncommercial.co.uk