



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."

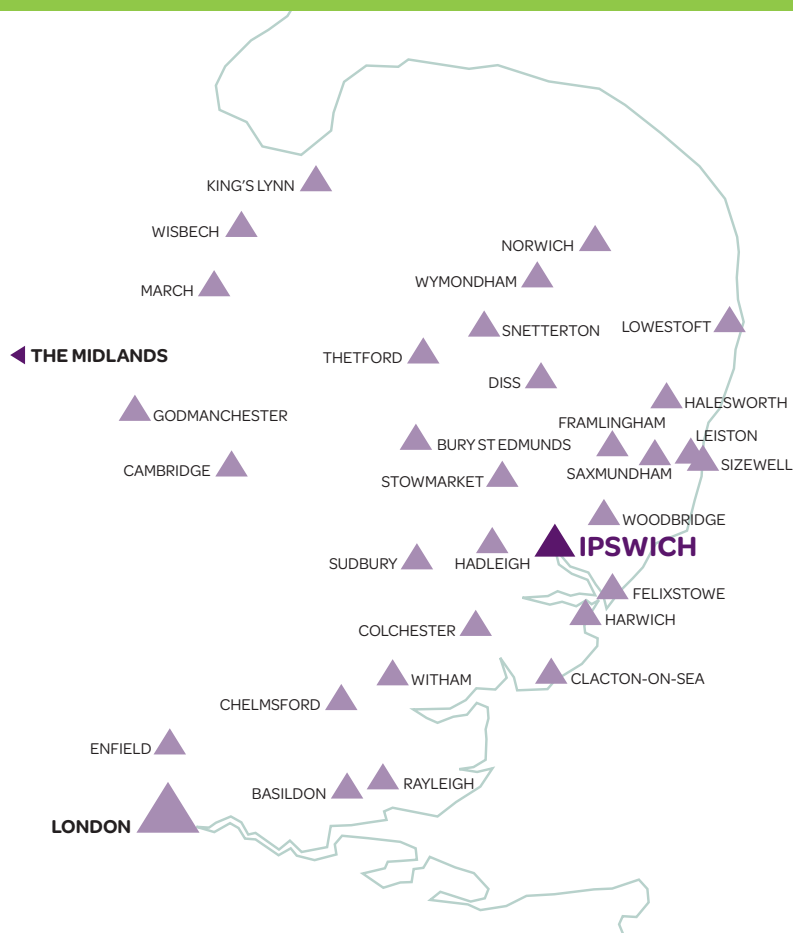
RICHARD HALL, Chief Estates Director, Yodel

YODEL

AREA OF OPERATION

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

- ▲ COMMERCIAL AGENCY
- ▲ ACQUISITIONS
- ▲ PROPERTY & FACILITIES MANAGEMENT
- ▲ RENT REVIEWS
- ▲ LEASE RENEWALS
- ▲ DEVELOPMENT APPRAISALS
- ▲ DILAPIDATIONS
- ▲ PLANNING & ENERGY CONSULTANCY





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 Commercial was proud to be named one of Suffolk's top-performing agents in EG's 'On-Demand Rankings' for 2023, and won CoStar's 'Office Award – Most Active Single Branch Agency Acquisitions & Disposals' in its prestigious Annual Awards in February 2024.

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 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:



MEET THE TEAM



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. Voted 2nd in EG's 'Individual Dealmaker' category for the whole of the East of England in 2021, Robin was proud to achieve 100% occupancy on a major new industrial / trade counter site in Ipswich, setting unprecedented new headline rents for the town.



RACHAEL JACKSON MCIPR, Dip CIPR, BA Hons Classics

Rachael has a strong background in PR, marketing and public affairs for large infrastructure companies, with particular expertise in the shipping, aviation and tourism sectors. As well as maximising our promotional opportunities and exposure, Rachael develops new business opportunities and negotiates sales and lettings.



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 BEd Magna Cum Laude, PhD Paeleo Ecology, PGCE, AAT Technician

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 MSc Computing, Commerce and Industry, BA Hons Photography

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



DANNY KELLY BA Hons Dance

Danny's responsibilities involve ensuring the smooth running of Penn's managed estate, including property inspections and viewings, undertaking lease renewals and rent reviews, liaising with tenants and the coordination and general supervision of contractors for works and ongoing repairs.



MARK PERTWEE BA Hons Economics

Mark is working with Penn Commercial as a consultant on the Agency side. Managing Director of a private property company, Pertwee Estates, and former owner of The Maltings in Ipswich – which Penn successfully let and sold as an investment – Mark has broad experience of all aspects of property development, general company management and consultancy.

THINKING OUTSIDE THE BOX

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

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

"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

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.

- Sales
- Lettings
- Acquisitions
- Development appraisals
- Asset management & 'Added Value'
- Penn Affiliates – suppliers with whom we work and can highly recommend



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

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 and letting 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 was appointed as local letting agent for both phases of the new 60-acre Orwell Logistics Park, on behalf of Equation Properties.

In July 2024, the Penn team was proud to let Phase 1 – comprising two units of ca. 27,984 sq m (301,214 sq ft) and 23,807 sq m (256,255 sq ft) respectively – and to pre-let Phase 2 – comprising two units of ca. 46,451 sq m (500,000 sq ft) and 2,354 sq m (25,335 sq ft) respectively – to Sizewell C, along with 2.16 hectares (5.34 acres) of open storage.

Client: Orwell Truck Stop Ltd / Equation Properties



▲ 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 Adastral Park and has been appointed as joint agent to market a strategic industrial workshop and unit on 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, Foxhall, 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

MAXIMISING RETURNS ON YOUR INVESTMENT

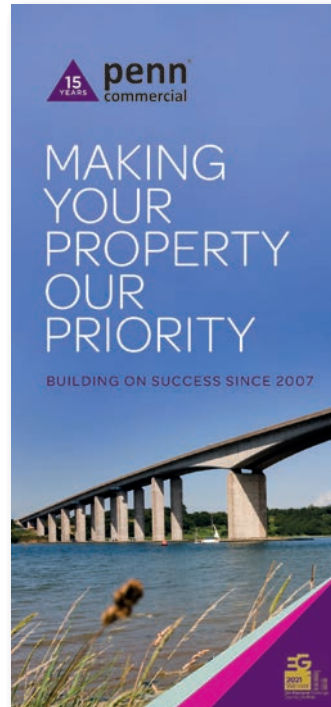
Property & Facilities Management

Outsourcing your property management services can help to maximise returns on your investment, reducing operating costs and increasing its value and mitigating voids.

We have decades of experience in property management, and we can help to tailor your asset strategies and integrate your amenities, whether across industrial, retail, office or land.

WE OFFER:

- *Rent and Service Charge collection*
- *Property inspections – new build and refurbishment*
- *Contract tendering*
- *Project management*
- *Facilities management and risk assessment*
- *Preparation of financial forecasts and service charge budgets*
- *Supervision of building works*
- *Rent reviews and lease renewals*
- *Assignments and notices*
- *Schedules of Condition / Dilapidations*
- *Compliance requirements, e.g. Energy Performance Certificates (EPCs)*
- *Sustainability – e.g. energy efficiency, renewable energy generation, water efficiency*
- *Lease reversion undertaken*



"We have worked with Vanessa and Penn for a number of years now. We have benefitted from their professional services in the various lettings at Claydon Business Park, in particular, as well as lease renewals and rent reviews. I couldn't recommend the team highly enough!"

LEE MADDOX
Director, Edward Le Bas Properties

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."

A New Vision For Rockford House

SPACIOUS, MODERN OFFICES OF CA. 3,524 SQ M (37,931 SQ FT) ROCKFORD HOUSE, ACER ROAD, RENDLESHAM, SUFFOLK, IP12 2GJ

Managing Director of Rockford, Peter Lion, contacted Penn Commercial regarding the potential of letting a significant amount of surplus office accommodation at Rockford House. Penn Commercial undertook an inspection of the accommodation to assess its viability for letting, in line with current compliance and regulations, and made recommendations as to how the property could be maximised for the rental market.



PENN'S COMMERCIAL ASSESSMENT INCLUDED:

- *Exploring comparable rents for similar office accommodation in the area*
- *Reviewing the potential fit-out and associated costs*
- *Broadband provision*
- *Energy savings and conservancy*

Working closely with Rockford, Penn was able to suggest a number of energy-saving improvements and measures to help to bring the EPC up to a suitable level for letting, which has led to an upgrade to a 'B' rating.

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.

WE OFFER:

- *Research and production of personalised 'Insight Reports'*
- *Target audience profiling & mapping*
- *Brand identity development*
- *Brochure design*
- *Professionally-designed & targeted campaigns*
- *Bespoke, targeted mailshots*
- *'Data Room' development & hosting*
- *PR messaging, media liaison & stakeholder communications*



To Let:

Two prime iconic town centre premises

29-31/33 Westgate Street, Ipswich, IP1 3DR

Up to 1,843.20 sq m (19,839 sq ft) available

- Class E planning, would suit a range of commercial uses, such as clothing retail, gallery or cafe / restaurant, STPP
- Available individually, or can be combined:
 - 29-31: Total Floor Area ca. 1,304.80 sq m (14,044 sq ft)
 - 33: Total Floor Area ca. 538.40 sq m (5,795 sq ft)



“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.”

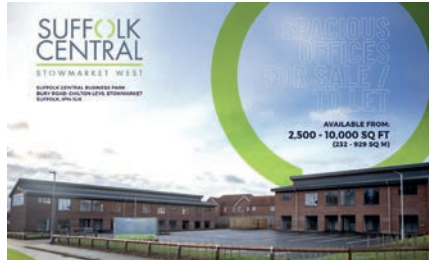
BEN MANLEY
Managing Director, Prologic

OUR EXPERT ADVICE HAS LED TO...



▲ York House, Felixstowe

The sale of this prominent town centre mixed-use property, with future redevelopment potential, in Spring 2024. Total Area 18,909 sq ft / 1,757 sq m NIA.



▲ Suffolk Central, Stowmarket

The successful sale and letting of several office units at this prestigious new office development on the outskirts of Stowmarket, with new occupiers including Aaron Services and Farmers Guide. Budgens have also occupied the retail premises on the site.



▲ 26-32 Carr Street, Ipswich

The letting of the 2,419.55 sq m (26,044 sq ft) Ground Floor retail premises at the former Poundland to Ipswich Bazaar Ltd on a 25-year lease, as a multi-cultural supermarket, catering to a diverse range of communities and cuisines in and around the town.



▲ Crane Park, Ravenswood, Ipswich

As local marketing agent, Penn Commercial let 19 of these modern, eco-friendly newbuild warehouse units in under 12 months at Northwood Investors' Crane Park scheme in Ipswich's Ravenswood, adjoining popular Futura Park – helping to create a thriving new commercial hub on the outskirts of Ipswich and setting unprecedented new headline rents for the town.



▲ 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.



▲ Sentinel 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.

Sentinel Park will offer a total area of 1,024,750 sq ft (gia) of flexible warehousing space, with a variety of unit sizes up to 631,475 sq ft, which are planned to be available from the fourth quarter of 2024, on a Freehold / Leasehold / Turnkey basis, subject to planning.

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.

Our Community Commitment

At Penn Commercial, we are passionate about supporting initiatives and good causes on our doorstep, including The Suffolk Punch Trust at Hollesley, near Woodbridge, where we donate £15 per deal transacted, as our chosen 'Charity of the Year'. We have also supported Suffolk Wildlife Trust, Ipswich's SPILL Festival and local Karate champion, Amelia Clow.

We are long-time supporters of Ipswich Town Football Club and signed up to sponsor defender No. 40 Axel Tuanzebe in late 2023. We also previously sponsored ITFC goalkeeper, Nick Hayes.



PENN AFFILIATES

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





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

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