



SAMMON SURVEYORS

YOUR VISION, OUR EXPERTISE

Sammon Surveyors, headquartered in Derry~Londonderry and with offices in Belfast, is one the leading and most highly respected quantity surveying firms on the island of Ireland, offering a complete cost and project management service that has helped to bring some of the country's most vibrant projects to life.

Like many Northern Irish companies, Sammon Surveyors has grown from humble beginnings to become a leader in a highly competitive and complex market. James (Jim) Sammon started out in his own practice in 1984, working with Brenda – at the time a newly minted secretary and now some 32 years later is our highly competent Office Manager. 'My goal starting out was threefold,' he said, 'To get a little bit of work from as many people as possible, to know what the competition was doing and make sure I did it better and, in doing so, to provide the best possible quality of service. In other words we were chasing excellence from the start.'

Since then Jim Sammon's business, which his son, Austin has joined, has grown by winning work across a wide range of sectors including hospitals, schools, housing, churches and private sector industrial projects, as well as developer led projects such as hotels, offices and retail. 'We seek out talented people to join our team and we develop their expertise through our structured

training programme, resulting in many gaining the much coveted qualification of RICS (Royal Institution of Chartered Surveyors) Chartership', said Jim Sammon. 'We sponsored others to increase their knowledge through various undergraduate and post graduate degree programmes, including some at Masters level. This strong and talented team has propelled the business beyond our home territory and into an all-Ireland business attracting valued clients looking for an innovative and dependable service. This in turn has taken us into projects spanning the British Isles with work in London, Glasgow, Liverpool and Manchester.'

CONSTRUCTION COST AND PROJECT CONTROL

Whether a client's objective is to make development profits, enhance investment returns or deliver regeneration benefits, Sammon Surveyors aims to improve and safeguard that client's commercial interests at every stage of the process. Austin Sammon explained: 'For example,

"We are very proud of all of our work and perhaps especially our heritage projects, such as the refurbishment of the Stanley Dock, Liverpool, and our public building projects, such as the Millennium Forum in the City of Derry."



> Laois Shopping Centre



> Austin and Jim



> Millennium Forum

our pre-investment analysis will help to establish if the proposed project is worth progressing beyond an initial review. We can tell you what you should be investing in a project and we can advise on design efficiencies and procurement strategy. We see both sides of the equation, balancing cost and value.'

Whether the client's goal is to achieve a balance between design, cost and speed, or to identify abnormal costs, set cost targets, verify costs or establish a basis for negotiation or funding, Sammon Surveyors' extensive statistical data and expertise is there to measure and control performance and risk. The company works to improve certainty of outcome by guiding clients through financial, procurement and contract arrangements so that they are best placed to achieve value for money and to finish within budget. 'By avoiding construction disputes, there will be more time and money to invest in what counts,' continued Austin.

'Our documentation includes construction contracts which set out the responsibilities and obligations of all parties, so it is clear as to what work needs to be done, who is doing it, when are they doing it by, and for how much. Our advice will help anticipate and solve problems before they become costly crises. We offer a range of project management services – from actively managing your project to providing an independent audit. Whichever service you choose, we will shape it to your requirements.'

TECHNICAL DUE DILIGENCE

With a depth and breadth of expertise and knowledge, Sammon Surveyors also provides specialist technical support to lending institutions, insurance companies, pension funds, fund managers, real estate investors, property developers, asset managers, liquidators and administrators and, indeed, to those making investment/

divestment decisions for the first time. Working in commercially competitive conditions where tight deadlines are the order of the day, the company's service is effective and efficient.

'Our Technical Due Diligence reports provide you with the tools to understand the true costs and risks associated with property related decisions – providing a solid foundation for decision-making, negotiation and the allocation of patent and/or latent risk,' said Jim Sammon.

SAFEGUARDING YOUR COMMERCIAL INTERESTS ON CONSTRUCTION PROJECTS

Concerned that a project may not perform to plan? Once again, Sammon Surveyors is on hand to advise on safeguarding capital investment in real estate development, providing risk management and technical support to lenders and investors. The company takes care to protect its clients' interests, giving clear and unbiased advice. In the case of multiple lenders and/or investors Sammon Surveyors will agree lines of authority, communication and priority between tranches of debt and equity, while the company's project assessments instil clarity and realism, providing clearly expressed opinion on project risks, control and certainty and confirming the sufficiency of project funds.

EXCELLENCE IN EVERY SECTOR

With over three decades of history behind it, Sammon Surveyors has worked across every sector of the property development market, from residential to retail and commercial and from sports and leisure to public buildings and heritage projects. A former President of RICS in Northern Ireland, Jim Sammon outlined how the ethos of the institution has permeated the company: 'Ethics and

> ARC apartments
> QUB staff apartments





"Ethics and integrity are the cornerstones of our business – we apply the RICS ethical and professional standards of behaviour in all that we do."



> Lough Erne Resort



> Letterkenny Leisure Centre

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Residential projects have embraced private developments such as the luxury ARC Apartments, a £75 million scheme providing 474 apartments over six mid-rise blocks and part of the larger £1 billion regeneration of Belfast's Titanic Quarter. Austin Sammon commented: 'We provided a full QS service and managed the design and build contract by setting a realistic cost target in advance of design. Controlling cost throughout was vital. Early value engineering improved design and cost efficiency and our tender documentation for cost-significant work packages improved competition and helped to avoid disputes. Predictive cost reports and regular liaison with the funders supported confidence.'

Other residential schemes have included social housing, student accommodation and, indeed staff accommodation for the Queen's University Belfast. This latter was delivered within a conservation area to "Code for Sustainable Homes level 4". Quirky and interesting projects also feature in the Sammon portfolio. The refurbishment of the internationally recognised Fanad Lighthouse in County Donegal, a protected structure, to provide three high-specification self-catering units, exhibition room and café was one such.

Retail projects span the island of Ireland, as do leisure developments, such as the world-renowned Lough Erne Golf Resort and Spa, a 65-bed four-star hotel with 25 individual lodges, an eighteen hole golf course and a spa, and Lough Eske Castle, Donegal's only 5-star hotel, nestled on the shores of this Donegal lake which is famed for November char fishing. Commercial projects span all-Ireland also, including specialist projects, such as the new building for Perfecseal, a global leader in flexible packaging for medical devices. Jim Sammon commented:

'We are very proud of all of our work and perhaps especially our heritage projects, such as the refurbishment of the historic Stanley Dock in Liverpool, part of a UNESCO world heritage site, and our public building projects, such as the 1000 seater Millennium Forum theatre in the City of Derry. This project had a limited budget but came with big challenges, as the 1000-seat auditorium and theatre complex had to be developed on a confined site adjacent to the historic City walls. I was very pleased when it won an RICS Award for regeneration.'

A SERVICE ON WHICH YOU CAN DEPEND

For Austin Sammon, the secret to consistent success lies in people: 'To me, business excellence means the right people doing the right things to achieve the right results from the client's perspective. Our services are tailored to suit each customer and delivered to the best possible standard.'

As a company, Sammon was one of the first in Northern Ireland to formally embrace the value of people as its strongest assets by achieving both the Investors in People accreditation and ISO 9001:2008 for Quality Management. For Austin these are not merely certificates to hang on the wall, but a guiding principle for the business into the future, one that requires continuous investment and personal development for staff.

Over the last 30 years the business has continuously changed to match the increasing sophistication in the market and its commitment to always deliver to these needs, in existing and new markets is central to its plans for the future. 'We have already developed our services significantly to meet the changes in the market and we always strive to do just that, while at the same time providing the value for money that clients demand. We are always looking for new clients who operate in specialist areas and we see targeting these niche areas as important to our growth strategy.'