



For advice worth taking,  
it pays to choose Cheffins.

Commercial Division





## Cheffins Commercial Division

**Cheffins Commercial offer expertise and guidance on buying, selling, leasing and the management of all types of commercial properties across the Eastern region. We also advise clients on the investment and development of commercial buildings.**

Our experienced team is involved in some of the biggest commercial property deals in and around Cambridge with particular expertise in the life sciences and technology markets.

We pride ourselves on providing exceptional service and excellent value for money. Our success is built upon the team's personal service and common-sense approach. **It pays to choose Cheffins.**



# Commercial Property Management

Our Commercial Property Management team manage 300 commercial properties including four Cambridge Colleges with a combined rent roll of £6 million. We also act for private individuals, property companies, institutions and charities throughout Suffolk, Norfolk, Hertfordshire, East Northamptonshire and Peterborough.

We offer a comprehensive range of commercial property management services including strategic investment and portfolio advice on everything from individual units to multi-let mixed use buildings; asset management; regular property inspections; rent collection service charges; repairs and planned preventative maintenance; cost recovery; tenant liaison; tenant management; lease renewals; rent reviews; refurbishment and redevelopment; marketing of vacant units; change of use; acquisitions; property insurance administration.

Access to our wider professional services team means that you never have to worry about sourcing external consultants for projects beyond your initial scope. In addition to our core management services listed above, Cheffins has expertise in landlord and tenant work; valuations; planning and development and commercial agency.







## Case Studies

### The Dean and Chapter, Ely

Cheffins has managed the commercial property portfolio on behalf of the Chapter of the Holy and Undivided Trinity of Ely since 2008. A large part of Ely Cathedral's large scale property holdings, the management portfolio consists of five Grade I and Grade II listed retail units on Ely High Street as well as a further two retail units/offices.

Cheffins managed and negotiated the freehold purchase of the retail units/offices and provided strategic valuation and investment advice as well as managing the subsequent major refurbishment programme. The properties were then returned to the market and successfully let to a variety of occupiers.

The commercial management team also undertook a detailed appraisal to assess alternative uses for the conference centre on Palace Green which provides a community and meeting space for local voluntary groups and charitable organisations.

In 2023, Cheffins provided advice on the implementation and delivery of a new service charge for the Grace Building on Ely High Street, which provides two floors of office accommodation for two separate businesses; the team has also managed a preventative maintenance programme as part of this process.

### Sidney Sussex College, Cambridge

Cheffins has managed Sidney Sussex College's city centre retail portfolio since 2007 which includes rent collection, rent reviews, lease renewals and the re-letting of units when they become available.

There is currently 62,000 sq ft of retail space under Cheffins' management for Sidney Sussex College and the majority of these retail units are based on the prestigious Sidney Street and Sussex Street. Recent lettings include Finisterre, Lucy and Yak and Dogfish.

In 2024, the Commercial team provided professional advice to Sidney Sussex College on the acquisition of 20-22 Sidney Street, a six storey retail building from Scottish Widows Fund and Life Ltd and Schroders Investment Managers, for an undisclosed sum. The building, which totals 31,353 sq. ft, is currently occupied by Waterstones Books Ltd and Vinyl Nightclub with frontage to both Sidney Street and Hobson Street and adjacent to Hobsons Passage. It was purchased freehold, subject to the two leases. 20-22 Sidney Street is a landmark Cambridge building which, before becoming a major bookstore, was previously home to 'The Dorothy,' a famous tea room, dance hall and music venue which hosted the likes of Pink Floyd, Jimi Hendrix, and The Who amongst others.





## Case Studies

### Magdalene College, Cambridge

Cheffins has managed the Magdalene College commercial property portfolio since the 1990s. The portfolio comprises a mixture of offices, retail and restaurant premises and includes the iconic Quayside building, a mixed use development with 35,000 sq ft of offices over three floors, together with a variety of restaurants overlooking the River Cam.

Cheffins provide the College with a full range of property management services from rent collection and service charge management to dealing with rent reviews and lease renewals and providing ongoing strategic advice.

We have recently dealt with the renewal of several leases to office occupiers within the Quayside development enhancing the income returns for the College. We have also achieved lettings to new occupiers for both the restaurant and retail space in Bridge Street and Magdalene Street. Cheffins has been instrumental in ensuring that these areas maintain a vibrant tenant mix in this sought-after destination in Cambridge city centre.

### Newmarket Railway Station

The Old Railway Station was built in 1901 and served as The Old Ticket Hall to the original Newmarket Railway Station until it was privatised in 1967. The building was converted in the 1960s to six office suites totalling approximately 6,500 sq ft. Cheffins has been undertaking a comprehensive refurbishment programme of these suites over the past 5 years.

Cheffins is responsible for the rent collection and the day-to-day management of the building. The team has also been instrumental in implementing a planned maintenance programme to modernise the building while safeguarding the original features and its inherent charm. A service charge has also been introduced to recover ongoing maintenance costs.

During our tenure as managing agents, we have negotiated various lease renewals which have included modernising the lease format. Key lease events have seen current tenants expanding into larger units as well as new lettings for alternative uses such as an aesthetics clinic.





## Research & Development & Life Sciences Occupiers

Cheffins is the principal agent within the research and development and life sciences commercial property sector. We have been involved in over 75% of the life science and laboratory lettings across the major Parks within the region including Granta Park, Chesterford Research Park and Cambridge Research Park.

As well as acting for landlords, we also act for a range of occupiers including CMR Surgical, Redgate Software, Bango PLC, Taylor Vintners and Ensors. We have developed an incisive understanding of tenants' requirements and the rationale behind their decision-making when looking for space in this sector and this knowledge subsequently influences the schemes' build, layout and fit-out. Considerable time and property management resources can be saved by identifying the optimum location for plant, services and communal areas that makes the management of buildings much easier and more cost-effective upon completion.

At Babraham Research Park for example, our expertise added value to the original 'shell and core' offering when we advised on the fully fitted specification to meet the requirements of businesses looking for space. This resulted in 100% take-up of space at higher rents than those that would have been achieved on a 'shell and core' basis.



## Commercial Management Team



**Darren Hill** MA MRICS  
Director  
01223 271969  
darren.hill@cheffins.co.uk

Darren has over 20 years' experience within the public and private sectors including spells at local, county and regional Government where he has managed and led teams promoting economic development, infrastructure development and property led regeneration.



**Alison Coulson** MSc MRICS  
Director  
01223 271955  
alison.coulson@cheffins.co.uk

A qualified Chartered Surveyor who joined Cheffins in 2010, having been an Associate with a major London-based commercial practice. Alison has a wide experience across property management, professional and valuation fields.



**Georgina Bifulco** BSc MRICS  
Associate  
01223 271936  
georgina.bifulco@cheffins.co.uk

Chartered Surveyor and Valuer. Georgie has over 10 years' experience in the property industry and deals with a wide variety of client instructions across the sub-region including office, retail and industrial.



**Alison Oughton** MA MRICS  
Surveyor  
01223 271946  
alison.oughton@cheffins.co.uk

A Chartered Surveyor with over 30 years' experience in the Cambridge property market, dealing with a wide range of asset management and lease consultancy matters for Landlords including many Cambridge Colleges. Alison will carry out professional work and assist with key projects to implement the overall Estate strategy.



**Will Moss** BSc  
Surveyor  
01223 628923  
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Will joined Cheffins in 2024 as a Surveyor in the Management team, having spent six years working within commercial and residential property in London, Essex and Suffolk. Will specialises in commercial property management, contractor management and compliance. He has also worked within commercial agency, project management and residential property management.



**Anaya John-Baptiste**  
Commercial Property Manager  
01223 271936  
anaya.john-baptiste@cheffins.co.uk

Anaya joined Cheffins in 2023, and moved to the Commercial team in 2025. She is currently studying Real Estate at University. Anaya is helping the Commercial Management team and gaining valuable experience with the prospect of a career in commercial surveying once she finishes her studies in the summer.



## Commercial Management Team



**Daniel Malley BSc**  
Graduate Surveyor  
01223 271978  
daniel.malley@cheffins.co.uk

Daniel spent two years working within the construction and property industry after he graduated with a BSc (Hons) in Real Estate. He joined Cheffins in 2024 and is currently studying to become a qualified member of the RICS. Daniel specialises in commercial property management in addition to the maintenance of the commercial property portfolio.



**Freddie Wootton BSc**  
Graduate Surveyor  
01223 869632  
freddie.wootton@cheffins.co.uk

Freddie joined Cheffins in Summer 2023 and is currently undertaking his APC to become a qualified Chartered Surveyor. Freddie will assist the team with all areas of property management and agency work.



**Stephanie Richards**  
Property Manager  
01223 271968  
stephanie.richards@cheffins.co.uk

Stephanie has over 7 years' experience in property management/estate administration and joined Cheffins in Summer 2022. Stephanie has close involvement with day to day property management across the Estate, dealing with tenants and contractors on a daily basis.



## Advisory Team



**Michael Jones** MRICS  
Partner, Head of Commercial Division  
01223 271971  
michael.jones@cheffins.co.uk

Highly experienced professional specialising in the office and technology property sectors. Acts for both owners and occupiers and involved in some of the most high profile technology parks and deals in this sector.



**Philip Woolner** MA (Oxon) MRICS  
Director, Joint Managing Partner  
01223 271910  
philip.woolner@cheffins.co.uk

Established Cheffins Commercial department in 1998 and currently Joint Managing Partner of the firm. Over 30 years' experience in the Cambridge and East Anglian property market, specialising in investment, development and corporate consultancy work.



**Edward Dodson** BSc (Hons) MRICS  
Director  
01223 271943  
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A Chartered Surveyor with 35 years' experience in the regional commercial property market, dealing with both professional and agency matters. Particular expertise in landlord & tenant negotiations and corporate consultancy.



**Will Brown** BSc MRICS  
Director  
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Experienced professional who has significant expertise in both professional and agency disciplines both within Cambridge and the wider region and now specialising in the office and technology sector.



**Luke Davenport** BSc (Hons) MRICS  
Director  
01223 271974  
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Luke specialises in the acquisition and disposal of industrial premises, offices and open storage land. The majority of his work is in Cambridge, Ely, Newmarket, Haverhill and Saffron Walden. Luke's particular focus is on 'heavy' industrial instructions and open storage land.



**Alexander Smith** MSc MRICS  
Surveyor  
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Alexander joined the Commercial team as a graduate surveyor in 2021 and has since gained experience in the office, industrial and retail sectors. Alexander specialises in agency work across the wider Cambridge area, acting mostly for private clients.





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