



UK LAND INVESTMENTS  
GROUP

Greg Mulholland  
House of Commons  
London  
SW1A 0AA

13 November 2006

Dear Greg

Thank you for your letter dated 7<sup>th</sup> November.

I will of course ensure that moving forward no suggestion at all will be made of any link between ourselves on this industry and I would personally like to thank you for the time you have spent with myself and Brian discussing the issues of building homes in general and the deliberate miss-selling of some businesses in the so called land banking industry.

As you may be aware I am several months into the application process with the FSA to ensure our clients can be managed in a regulated environment and I agree that this is a sensible way forward.

Certainly from this perspective I do believe that we actually have a common agenda on this point – my concern has always been that no other company will attempt or be successful with an application to the FSA and without a self regulating organisation there will be a form or control or accreditation in the rest of the industry.

With regards to your Sale of Green Belt Land Bill introduced by yourself in Parliament, we do disagree on this point because our view is that in areas where there is an urgent housing requirement to solve local affordability issues for key workers, and the only land available which meets the stringent planning requirements is in the Green Belt, then there is a very strong case to made for releasing this land, particularly if the greenbelt can be extended elsewhere to compensate.

As a business the vast majority of the land projects we acquire are not in the Green Belt and I wholeheartedly agree that if there is alternative suitable land available this should be prioritised.

Interestingly enough we actually have a project going forward to a Planning Committee in the next month which in our view is a very good example of the type of project that would fit into our criteria. This site is a relatively small piece of land with some derelict buildings and is also identified a high crime area with drug dealing and drug abuse issues. There is no economic use to the site.

This piece of land is also used by fly-tippers and is making the local area very unpleasant to live in. We have worked with the local community to create a locally supported scheme whereby the area will have a village green, new village hall, a convenience store and post office with a small number of homes, a large portion of which are affordable homes to deal with a serious local issue in a nearby hospital where they cannot recruit sufficient nurses because neither the nurses nor the local trust can afford to offer or find suitable accommodation.

In this instance I personally believe there is an exceptional, compelling case to make for developing this site.

Given that I do not believe we are very far away in terms of perspective on the industry and considerations of Green Belt land it may be possible to work together on some of these issues in the future.

In the meantime thank you once again for meeting up with us and taking the time out of your very busy schedule.



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Kind regards

Nigel Walter