



Harworth



Regenerating community infrastructure

Transform, regenerate, revitalise is the maxim at award-winning development group, Harworth.



About Harworth

Transform, regenerate, revitalise is the maxim at award-winning development group, Harworth. Formerly a division of UK Coal, Harworth became a standalone business in 2015.

Starting by regenerating former mining sites to build new and 'sustainable places where people want to live and work', today **Harworth Group own and manage approximately 13,000 acres of residential and commercial land in the North and Midlands**, with flagship sites in Rotherham and Bolton.

Harworth Group has the potential to deliver huge economic benefits to the communities they operate in, including **developing up to 30,000 new homes and uplifting GVA by up to £4.6bn, and they'll be doing that with the support of LandTech.**

We chatted to Harworth Group team members about the projects they're working on and how our product makes reaching their goals more attainable.

What challenges were they facing?

- ▲ Bringing extensive site analysis into one place
- ▲ Improve collaboration between acquisitions team and management
- ▲ Streamline site finding process to reach their £1bn pipeline goal





How did LandTech help solve their challenges?

Head of Acquisitions - Midlands, Stuart Doolittle says, "there would not have been a deal done without us using LandInsight at some level". A first and constant point of reference for their team, LandInsight allows Stuart to **save time from a management perspective** as he can quickly check out site reports within the Sites Pipeline that his team are working on in real-time, requiring less meetings and improving collaboration at all levels. He benefits highly from being able to map site boundaries, see current and emerging constraints and understand planning information quickly, and **cites LandInsight as being their "go-to tool" in their £1bn company goal.**

Information Resources Manager - Rotherham, Mark Richards says, "the teams within Harworth use LandInsight to **speed up decision making** when it comes to assessing the viability of a site, a big focus on delivering quickly, using LandInsight as a platform for site finding and risk assessment, and working with other finance teams to run due diligence using LandFund appraisals."

Graduate Surveyor - Acquisitions and Development in Rotherham, Joshua Johnson handles the unique task of reshaping his team's site finding strategy across different Local Authorities. As a champion user of LandInsight, Joshua has become his team's main point of reference when it comes to data analysis. A big fan of our Ownership, Planning, Policy and Comparables data, Joshua has **improved the way he communicates with landowners to incorporate deep layers of information when developing contracts for the sites in question.** As a graduate, Joshua has also found the LandTech Community platform extremely useful for **improving his product and industry knowledge and expanding his professional network.**



What does the future hold?

Harworth Group works closely with the communities they operate in, to ensure that the North and Midlands are places where people and businesses can grow and prosper. **We look forward to our combined success with Harworth Group and hope that together we can transform northern regions for a brighter future.**



Success Snapshot



Saved 7.2k sites
in LandInsight



Generated 128 comps
reports in a click



Created 256 site reports
with ease



Reviewed 509 planning
applications



We've used LandInsight to help successfully expand our portfolio and conduct essential due diligence on sites. **It's been key in helping us organise the way our company finds land and has led to some great discussions and opportunities coming forward from stakeholders across our region.** The technology is comprehensive and always up to date and is backed by a really responsive team.

Joshua Johnson

Graduate Surveyor - Acquisitions and Development

