



money isn't  
everything...

... there's much more to facility development

Development is not just about money but the whole 'package' of project requirements including feasibility and business planning, design, specialist leisure contractors, professional services, project management, supervision and co-ordination.

Alliance can bring these resources and experience to your project in a single contract mechanism, delivering quality facilities on time, on budget with genuine risk transfer - all of which add up to value.

And the money? Yes we have that as well.

t: 01278 444944 e: [info@allianceleisure.co.uk](mailto:info@allianceleisure.co.uk) [www.allianceleisure.co.uk](http://www.allianceleisure.co.uk)



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## money isn't everything...

Alliance Leisure have a proven track record in public sector facility development. Projects are funded through revenue the new facilities generate by a fixed payment which includes all project requirements such as:

- ▶ Feasibility and business planning
- ▶ Design
- ▶ Building specification
- ▶ Quantity Surveyors' services
- ▶ Cost assembly
- ▶ Contractual arrangements
- ▶ Building works
- ▶ Project management and co-ordination
- ▶ All equipment
- ▶ Establishment specialists
- ▶ Marketing and sales
- ▶ Staff training



### Other benefits are:

- ▶ Facilities are delivered fitted out and ready to operate before any payment becomes due
- ▶ Your facility is delivered on time and on budget
- ▶ Schedules, development and payment costs are determined in advance, eliminating time and cost overrun
- ▶ Positive cash flow management during establishment period
- ▶ The fixed payment avoids exposure to interest rate fluctuations
- ▶ The Alliance product is off balance sheet
- ▶ Tried and tested contractual arrangements enable reductions in time and fees for professional services
- ▶ Alliance liaise and co-ordinate all the interested parties, architectural, technical, financial and legal
- ▶ Project management and co-ordination enables you to focus on your core business – operating facilities
- ▶ Alliance's experience speeds delivery meaning you generate increased income more quickly

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Alliance Leisure, 24 Angel Crescent, Bridgwater, TA6 3EW



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