

CASE STUDY | HIGHEST AND BEST USE FEASIBILITY STUDY

Client: Government Department in Abu Dhabi, UAE.

BACKGROUND TO THE STUDY

TRI Consulting was commissioned to undertake a highest and best use feasibility study for the proposed re-development of a large tourist and recreation site in Abu Dhabi.

Conceptual plans for the project included an office tower with conference, meeting, auditorium and car-parking facilities. Our client was also considering a hotel/residential facility and shopping centre.

Our two-stage study identified a range of possible uses for the site, followed by a recommendation of a short list of three options. Detailed market appraisal, development recommendations and financial projections were prepared after a project planning workshop.

OUR PROPOSED APPROACH

The study was performed in five consecutive phases:

- Phase 1 - Pre-Feasibility Study
- Phase 2 - Site Appraisal
- Phase 3 - Market and General Appraisal
- Phase 4 - Development Recommendations
- Phase 5 - Financial Appraisal

OUTPUTS OF THE STUDY

Our report contained information, comments and recommendations on the following:

- the most viable development option for the site;
- the characteristics, strengths and weaknesses of the site;
- the current and projected future market environment in Abu Dhabi and the market positioning and specific target markets appropriate to the distinct elements of the proposed development;
- the product concepts most appropriate to the envisaged markets for each element of the proposed development;
- the number, type, capacity and specification of the recommended components;
- operating factors considered to be of relevance to the viability of the project, including aspects of management and marketing; and
- projections of revenue, cost, profit and annual cash flow, and a calculation of the resultant return on investment.

The findings of our study were presented in English, in a bound report, and supplied in three copies.