

ARE YOU MAXIMISING

**THE POTENTIAL
OF YOUR ENTIRE
PROPERTY
PORTFOLIO?**

Stuart Woolgar, Security Director,
Global Guardians Management



Global
Guardians

WHO WE ARE

- London's largest property guardian company
- Innovators, thought leaders and campaigners
- Partners of social housing organisations, Local Councils, Government Departments and NGO's, NHS, and owners/managers of private residential and commercial property



No matter who you are, you want to maintain the value of your assets and maximise the return from them

Global Guardians have an in-depth understanding of the vacant property market and how assets can be utilised and realised

- Latest Government data suggests there are over 200,000 long-term empty homes nationwide, worth some £43bn. Nearly 20,000 of these are in London
- There are some 400,000 homes empty for under 6 months
- It is estimated there are 1.5m vacant properties overall across the UK (residential & commercial)



THE FACTS

500+

Global Guardians look after over 500 properties

1,500

We have around 1,500 guardians

4-6,000

It is estimated there are some 4-6,000 guardians working in the industry

50

50% of the guardian market in London



Global Guardians

ISSUES

- Negative media spotlight on shortage of affordable housing and amount of vacant property, especially in London – you don't want the publicity pointed at you!
- Building materials – especially cladding and fire safety generally
- Length of time to obtain planning consent
- Impact of BREXIT
 - Uncertainty and weakening in the property market and price slowdown
- General increase in anti-social behaviour such as squatting, vandalism and flytipping

PUBLICITY

The media and public spotlight is turning to what is being done with vacant property:

- Housing shortage and socially unacceptable level of vacant property now a major focus of the London Assembly
- The GLA Housing Committee under the auspices of Siân Berry, its Chair, has been conducting an in-depth investigation into issues surrounding this problem and how property guardianship could assist as one possible solution

Stuart Woolgar of Global Guardians has been representing the interests of the guardian industry and BSIA Vacant Property Section in this investigation



Siân Berry



OUTCOME

Outcome of discussions and investigations

- Concern over squatting law inadequacy
 - 5 yrs on from the 2012 law change only resi is still covered and squatting is still a major problem
- Existence of and lack of regulation of cowboy guardian companies
 - Negative view of guardian industry
 - Lack of understanding of benefits of guardianship
 - Not all guardian companies are the same! One bad media story taints entire industry
- Guardians taken advantage of
 - eg eviction with 3 days' notice, poor living conditions, etc

Not all guardian companies are the same...

“Global Guardians delivered on all their promises and we would rate both their ability to deliver a guardian service and their ability to manage buildings as excellent... we really appreciate the fact our empty properties are being used for something socially useful”

Alex Berry, Senior Surveyor, Property & Asset Management, JLL

“Unlike many of their rivals, they offer a bespoke solution to property protection.... I cannot recommend this organisation too highly and would be delighted to work with them again...”

Tony Clark, Property Director, London Borough of Hammersmith & Fulham



Not all guardian companies are the same...

“Global Guardians Management has been providing us with advice and services since 2014. We chose to work with them based upon their high level of accreditations and company ethos.... They have consistently secured our interests with high levels of dedication and have saved us considerably on our security costs...”

Sharon Roberts, Allocations & Lettings
Manager, Amicus Horizon Housing Assoc

“I want to thank all at Global Guardians for the excellent service they have provided the Local Authority”

Trevor Smith, former Facilities
Manager, London Borough of
Haringey

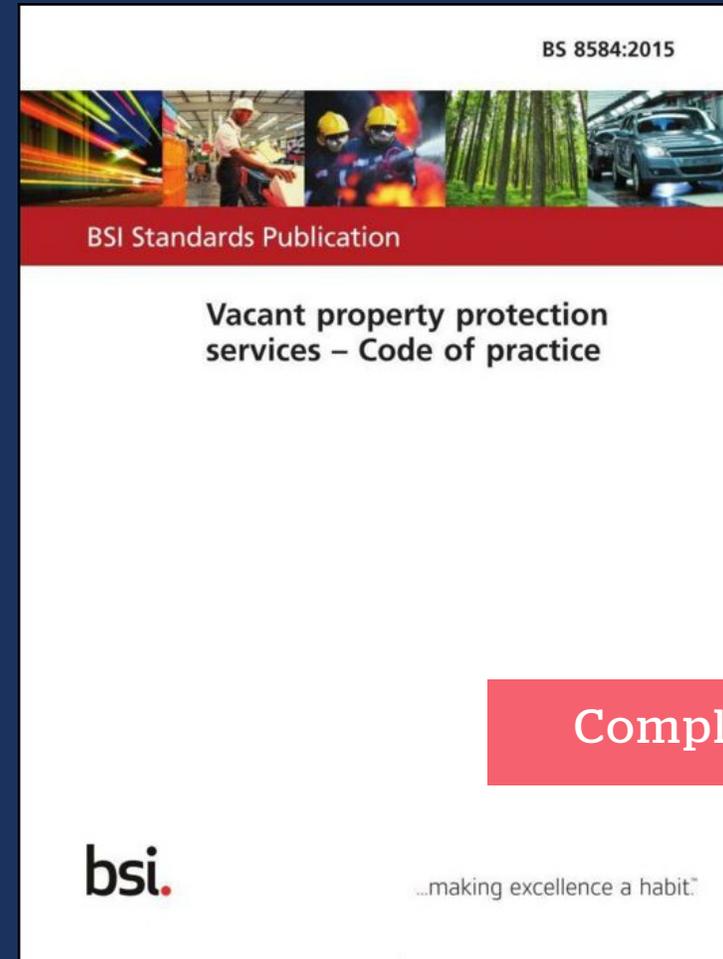
“Global Guardians have saved us money, kept our properties secure and given us peace of mind”

Piers Cartwright-Taylor, Assoc Director of Property
Development, Poseidon Group



Global Guardians, as industry leaders, are steering a campaign for better standards across the property guardian industry

- Currently, all security guards need to be licensed by the SIA
- Need for similar system for property guardian companies
- Insist on compliance with BS 8584 which sets standards and safeguards guardians' rights



BS8584

New industry standards

Stuart Woolgar is pushing for and organising:

- New British Standard guideline document – update on BS8584
- Collaboration and input from London Fire Brigade, Environmental Health and others
- Adoption and enforcement by British Security Industry Association
- Comply or die!

What is the point of owning this?

- Squatting
- Vandalism
- Flytipping and anti-social activity on site
- Unsightly site – fencing, boarding and hoardings with graffiti,
- Unhappy local community
- Deteriorating value of property



Outgoings: £'000s

Income NIL

When you could have...

- Happy people with affordable accommodation – key workers, professionals, no students, no unemployed
- Property constantly watched over, kept in good order and secured
- Positive engagement with neighbours
- No squatters
- No vandalism
- Reduced insurance and council tax/ business rates
- Potential of income from third party use, eg film set



Outgoings: NIL

Income £'000s

WE OFFER

What do we offer property owners and managers

- Statutory compliance
- Business Rates reduction
- Lower insurance costs
- Security cost savings
- Full management
- Prevention of illegal occupancy

CASE STUDY

- A 6 storey office block of c. 70,000 sq.ft in the heart of Whitechapel, five minutes from the Underground.
- On behalf of client, JLL, Global Guardians Management put 15 guardians in the block for a year (Oct 2015/16) to keep it safe and secure while a planning application went through to build further stories on top of the building as part of its redevelopment



Cityside House

Adler Street,
Whitechapel, London E1



Through the use of property guardians, GGM saved their client:

£128,000 in security costs

£80,000 in empty business rates

And as a positive social contribution to the shortage of affordable housing in central London, 15 people were homed for a year, near their place of work. By having guardians in situ there was a 100% reduced risk of squatting, ASB, fire and theft.



CASE STUDY



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CASE STUDY

- 186 prefab bungalows were built in 1946/7, designed by the Ministry of Works to provide 2 beds, a small garden and an indoor lavatory!
- They were hurriedly erected during an acute housing shortage following WWII. The prefabs had an intended lifespan of only 10 years but 70 years later, they remain – outdated and many in poor condition.



Excalibur Estate

Catford, London SE6

L&Q



Lewisham



- After years of consultation with residents, in 2011, Lewisham Council finally approved plans to replace the 186 prefabs with 371 houses and flats, and demolition was scheduled to begin in 2013. However English Heritage granted listed building status to six of the homes and the proposed demolition led to campaigns to save the properties which resulted in delays.
- Development is now finally underway and as the new properties become available, residents are slowly being moved into them leaving a large number of homes lying empty and vulnerable to ASB, squatting and vandalism.
- Since May 2017, 40 property guardians have found homes and moved in and the number is growing as more bungalows become available, waiting for their turn to be redeveloped.
- The guardians keep the buildings and estate secure and safe from squatters and ASB, integrate with the remaining local community and generating savings for the estate owners:

SECURITY SAVINGS

£120,000 pa
for guards/security
screens/ inspections/
maintenance works

COUNCIL TAX SAVINGS

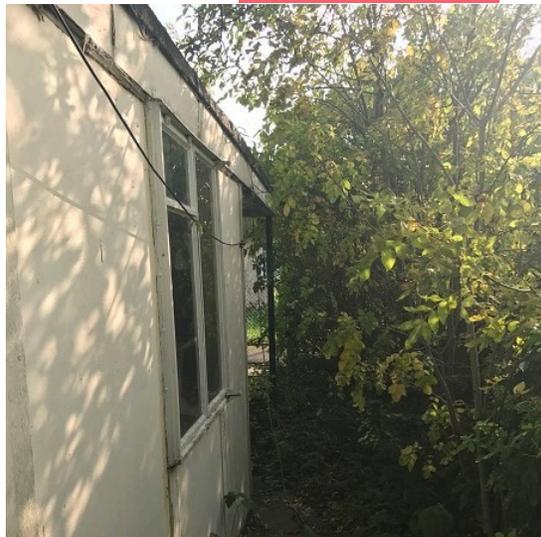
£50,000

Global Guardians on the Excalibur Estate

- Refurbished bungalows
- Cleaned and maintained
- Checked over regularly
- Updated kitchens and bathrooms
- Providing low cost homes under licence until 2021 due to planning delays holding up the new development



BEFORE

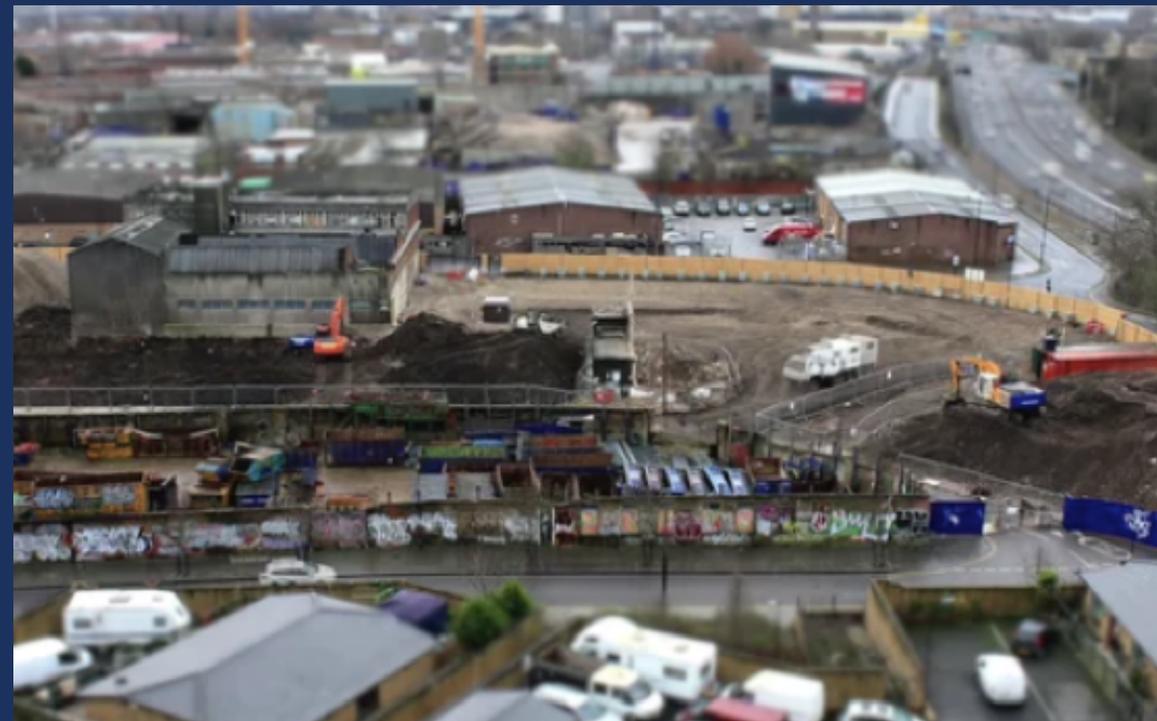


AFTER



CASE STUDY

- The scheme involved the demolition of buildings on a rundown trading estate to be replaced with four new buildings, arranged around a shared courtyard. This will result in a regenerated urban development which responds to existing street patterns and creates a beautiful new public space between Rothbury Road and White Post Lane.
- The development will deliver over 100 new homes and employment space to replace the existing amount of floor space on site. The estimated total commercial floor space within the proposal will be around 26,000sqft.



Rothbury Road

Hackney Wick, London E9



- While the proposed plans were going through the design and approval process, 6 property guardians were installed on the 100,000 sq ft site from 09/15 to 06/16.

Through this:

£240,000

saved in security costs

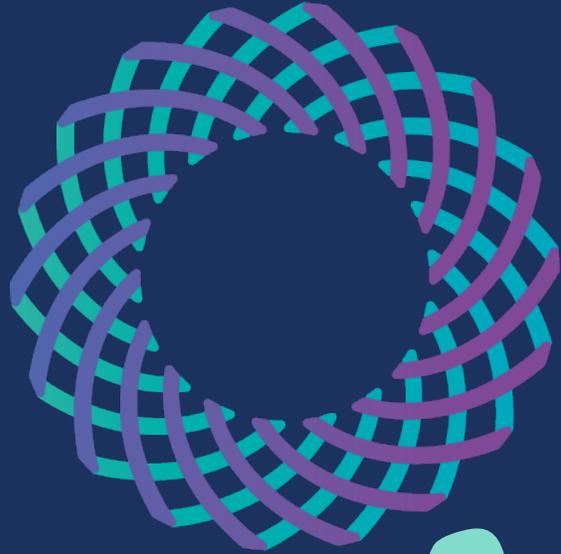
£200,000

saved in business rates

- In addition, £10K revenue was generated from use of one of the factories on the site for 2 weeks as a film set for the new Streetfighter Resurrection movie. Additionally it was used as car parking space for 5/6 vehicles.
- The guardians ensured there was no ASB or squatting on site and it was kept clean and secure.



Plus



MYGLOBE

Unique

amongst guardian companies



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PORTFOLIO

How can we help you maximise your portfolio

- Global Guardians Management saved clients £50m pa in security costs last year
- 100% of Global Guardians clients' applications for business rates reduction were accepted
- Clients' business rates were reduced by 90%

Last but not least...

Do you have assets sitting vacant with no specific plans for them?

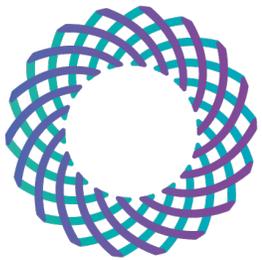
Do you understand the potential of every property in your portfolio?

Do you know its value or understand the different possibilities it could offer?

Are you too busy to investigate or own up to your ignorance ??
(Hands up!)

Leading from the
front

The latest unique free service from
Global Guardians for their clients:



**Asset
Reactivation**

How to reactivate your void most profitably



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While our guardians are safeguarding your property...

Our central London based architectural partners, Cove Burgess, can assist clients to:

- Regenerate buildings to turn them into long-term, profitable real estate.
- Maximise the value of a client's assets – find more with less
- Provide creative and detailed prospect proposals for GG clients' empty stock and advise on the best way to get it back into use as quickly as possible – turning commercial to resi, or vice versa if necessary, or utilising a combination of both to satisfy planning regs,
- Deliver the complete overview, including planning implications, finance requirements, whatever is required to inspire or assist you.

Transformational projects



Created a flexible mixed use building →



↑ Resi conversion in conservation area with change of use consent

GLOBAL GUARDIANS MANAGEMENT

Not just any property guardians

This is why we are the fastest growing company in our sector

- We have our clients' best interests front of mind at all times
- We are ethical, responsible, innovative and have a social conscience
- We care for our guardians so have the best

Thank you.

Stuart Woolgar

Security Director

Global Guardians Management



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