

Ampersand

Rawlins Davy NEWSLETTER

Winter 2020



WELCOME ...

To the second issue of Ampersand, in which we share our thoughts (and those of a distinguished guest) on the future of the office sector and town centres.

We also celebrate the launch of our bespoke Landlord and Tenant department under the direction of Alex Crabbe, and the appointment of two new senior solicitors, Julie Pegg and Daniel Stanton. As you will read inside, Julie has found that a career in law has allowed her to 'make a difference' and that is something to which we all aspire.

Of course, in a year dominated by the pandemic, there is surely no better example of making a difference than developing an effective vaccine. As I write this introduction, we are hearing news of the first, a collaboration between Pfizer and BioNTech. That the announcement comes from two companies working together illustrates just how important it is to partner with a business that complements your own strengths. For you, our readers, I believe that business is Rawlins Davy.

Thank you to Stephen Bath, for permission to use another of his splendid aerial photographs, this time of central Bournemouth.



Mark Kiteley





LANDLORD & TENANT DEPARTMENT LAUNCHES

A new specialist Landlord and Tenant department has been launched at Rawlins Davy. It will focus on 'across the board' services for the sector including lease extensions, collective freehold purchases and landlord and tenant disputes. These may cover service charges and ground rent issues and advice in relation to possession proceedings and shorthold tenancies.

The department is being headed by Alex Crabbe who studied law at Cardiff University, joined Rawlins Davy as a paralegal in 2016 and qualified as a solicitor in September of this year.

Alex said: "I have always taken a particular interest in landlord and tenant issues and have become more than convinced that there is a need for additional legal services in this critical sector. A specifically tailored department at Rawlins Davy will help meet that demand."

"We live in incredibly challenging times because of the coronavirus pandemic which has thrown up many issues and will undoubtedly continue to do so. We can offer help, support, advice and guidance on the changing circumstances and regulations to both landlord and tenants."

Alex said another issue arising from the recent increase in residential sales was that of leases on flats and apartments.

He explained: "Many leaseholders find when they come to sell they are advised to look at obtaining a lease extension. It can be difficult to sell a flat with a lease of less than 80 years especially to a buyer needing a mortgage."

"The increase in purchase and sale of flats has seen a comparable increase in lease extensions. Our department can represent clients who need to obtain lease extensions in these circumstances as well as freeholders looking to protect their financial interests."

Alex is a fan of Arsenal, ice hockey, rum and visiting National Trust properties. But not necessarily in that order.



Alex Crabbe

MEET OUR NEW TEAM MEMBERS

JULIE PEGG HAS JOINED THE RAWLINS DAVY TEAM TO EXPAND PRIVATE CLIENT BUSINESS.

She began her legal career after graduating from Nottingham Trent University (in psychology, sociology and English) and becoming a junior caseworker at the Crown Prosecution Service in the Midlands.

Julie explained: "I realised that being in the legal profession I could make a difference."

Returning to Bournemouth she enrolled on a Post Graduate Diploma in Law course and graduated with a commendation. In 2007 she qualified as a private client solicitor focussing on wills, probate and trusts.

Julie said: "Over the years, I have supported hundreds of clients with their personal and business affairs - from drafting Wills to guiding them through the minefield of planning for long term care."

"I have supported grieving families and made many a cup of tea and offered a listening ear. I have offered advice on complex Inheritance Tax issues and administered trusts. I always put my clients first and I take a proactive approach to find the best outcome for them, whilst supporting them in achieving their goals."

"I encourage them to see the 'bigger picture' and

where needed, I actively work alongside other advisors such as independent financial advisors and accountants to maximise the best service for my clients."

"I pride myself on being approachable and I strive to offer a personable service at all times, especially in sensitive situations."

She added: "To join an expanding firm during a period of uncertainty for so many companies in the current climate is a reflection of the firm's ethos and drive to move forward."

"Being based in Poole Old Town offers the chance to be part of a thriving community and I am looking forward to meeting business owners as well as local residents."

Julie has a son aged 12 and stepdaughter aged 22. She supports AFC Bournemouth, and loves food and exploring beaches.



DANIEL STANTON JOINS EXPANDING COMMERCIAL PROPERTY TEAM

A graduate in law from Southampton University, he qualified as a solicitor in 2004.

He has particular experience in the licensed trade and retail premises giving him a valuable insight into the specific challenges facing those sectors, especially in the wake of the coronavirus pandemic. His specialties include all types of commercial property acquisition, from industrial estates to warehousing space, manufacturing, retail portfolios and offices, the hospitality and care sectors as well as management of large property portfolios for major commercial landlords.

Daniel now spends most of his professional time assisting landlord clients in protecting and enhancing their investment and protecting debt finance in construction and built property.

His previous experience acting for tenants and borrowers provides him with that most valuable skill - considering the other party's point of view and thereby making difficult transactions happen.

He said: "There are some real reasons to be positive in the commercial property sector and I am always in the business of accentuating the positive and being optimistic."

Daniel is married with three children and has served as a school governor for ten years. He enjoys playing golf, reading philosophy, supports Liverpool FC and is a keen cyclist - a conscientious and considerate one!

He added: "I am really pleased to be joining the excellent commercial property team to help develop this part of the business and achieve more industry accreditations that reflect the level of expertise and client satisfaction that we all strive to maintain."

WHAT IS THE FUTURE FOR OUR HIGH STREETS, TOWN AND CITY CENTRES?

They have been in transition, some would say decline, for many years, because of changing habits, social trends and the inexorable rise of online retail. The devastating effects of coronavirus have accelerated a lot of things that were happening anyway and made us look at the future with much more urgency.

As a businessman and chairman of Bournemouth Town Centre BID, I am constantly looking from an optimistic viewpoint and accentuating the positives. It is very easy to talk yourself into a pessimistic frame of mind.

You might be surprised at how many businesses are opening up in the town centre, especially in the hospitality sector. It's also encouraging just how many established, long-standing businesses have changed what they do and how they do it. The independent sector in both retail and hospitality is showing a way forward, having the imagination, flexibility and versatility to do this. Bournemouth has many examples.

More and more people are living in urban areas and while in some places that creates problems of its own, in others it is one of the keys to the vibrancy and sustainability of town and city centres. Urban centres can and must continually evolve and connectivity is also central to smart towns. Behind the scenes, commercial landlords, their agents and tenants are beginning to get together to negotiate more sensible deals in the new reality of the marketplace. Fewer



incredibly long leases, quicker in and out, more based on turnover and more flexibility.

Bournemouth is well placed to take advantage of what looks almost certain to be a shift in the UK's office and commercial sector as a result of Covid. Companies may increasingly go for a hub and spoke model, with smaller city hub headquarters and push out 'spokes' to other places as staff seek to work more from home, in shared, flexible office space and in places offering a more attractive environment and better work life balance. Meanwhile hospitality will continue to grow and more people will be part of a vibrant town or city life.

Bournemouth already has much going for it. Obviously its location - coastal towns by and large have been able to begin the recovery faster than other places. It has a good property base, is tech-savvy, already has a reputation for innovation, not least because of two world class universities.

There is definitely plenty to be optimistic about.

Martin Davies

To adapt Mark Twain slightly, the death of the office has been greatly exaggerated. There is a body of opinion that says working from home, or WFH as it has become known, will in large part replace the office sector.

In my view that is simply wrong.

Yes of course working from home has and will become more common. That was the case before Covid and has been accelerated especially through lockdown and the interim position since. It allows for greater flexibility and video conferencing delivers ease of connection, well sometimes. We have all been on calls that have frozen or dropped out. But the likes of Zoom and Teams will not and cannot replace the benefits of being together physically, in one place. As a society we have always sought benefits from grouping together and I am very confident this form of social interaction will not change.

When individuals get together as teams, the focus is on stimulating discussion, debate and creative thought through collaboration.

But what is equally important is the environment that this interaction takes place in and that's something we know just a little about at THIS Workspace, sister company to THAT Group.

We believe the office will, more than ever, be the 'hub' for business, alongside work and progress happening outside the office too.

Key words we have always used at THIS Workspace are culture and environment.

When you physically leave home, you leave your home life behind and become the 'work' version of you. The importance of the 'work you' cannot be underestimated.

For the majority, it is my strong belief that the value of social interaction at work will prevail.

What will people want from their office in future? Safety first and foremost but the focus on this will gradually subside. They will want to feel there is a good reason and purpose to be there and that reason is community. They will want a nice environment, quality time together, value for money, space, flexibility and everything taken care of - the office will be viewed as a service, not just a physical space.

Our transformation of much of the iconic Daily Echo building on Richmond Hill, just a few hundred yards from Rawlins Davy, is a prime example of this. From a corporate perspective, business owners will also seek to enjoy greater flexibility and 'transparency' over where their rental spend goes and what it buys them.

Peter Tisdale
CEO, THAT Group



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