



Hammond Associates (Scotland)

Working with charities and communities across Scotland

PEOPLE IN PLACE

SURF PRESENTATION 27th MARCH

FINDING FLEXIBLE, AFFORDABLE WORKSPACE



What Defines Commercial Property?

The business of owning, managing, and using office buildings, high-street shops, shopping centres, factories, or warehouses.

It involves two parties:

- The owner
- The tenant



Commercial Occupation

Tenant Responsibilities:

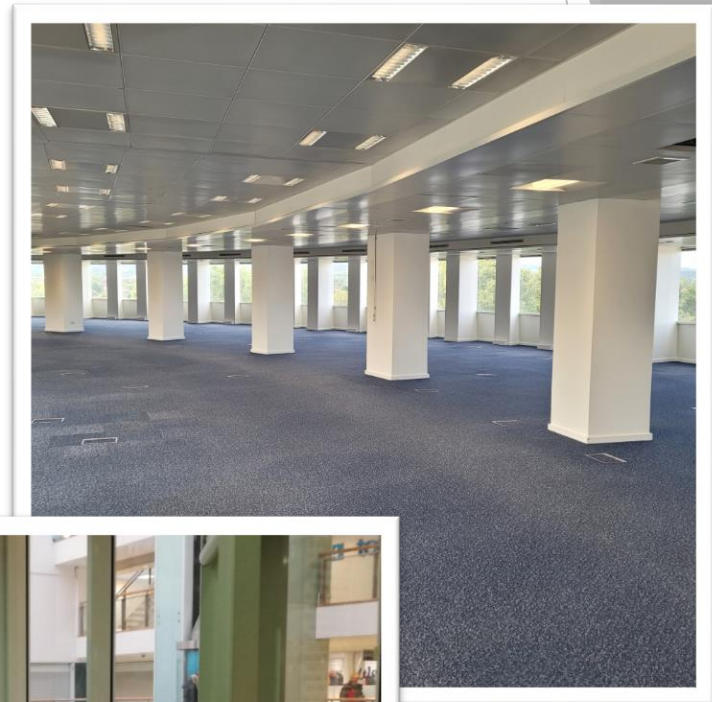
- Rent
- Business rates
- Insurance
- Maintenance
- Security
- Utilities





The Void Period

- Cease of rent payments
- Maintenance costs
- Insurance premiums
- Regular inspections
- Security risks
- Business rates



How We Started

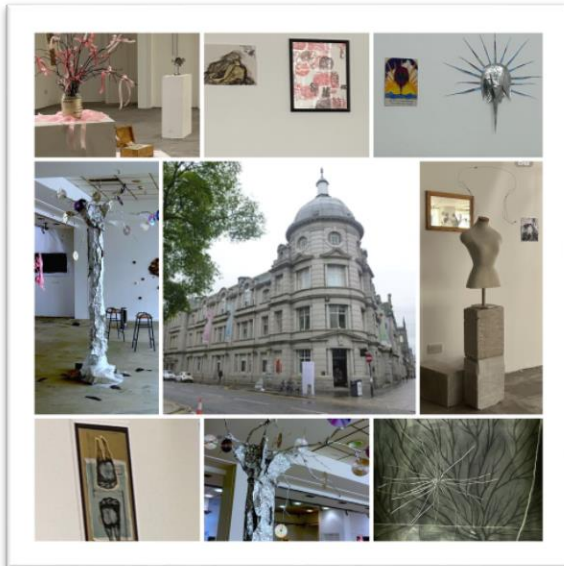


(This is Paul)



The Process

- Beneficial for both parties
- Tenant can use premises free of charge
- Reduced insurance premiums for landlords
- Maintenance costs are covered
- Eligible for business rates relief
- Negates the need for inspections





The Savings

- Landlords can save up to **75%** on void costs



- And offer a small donation to the charity to cover their costs



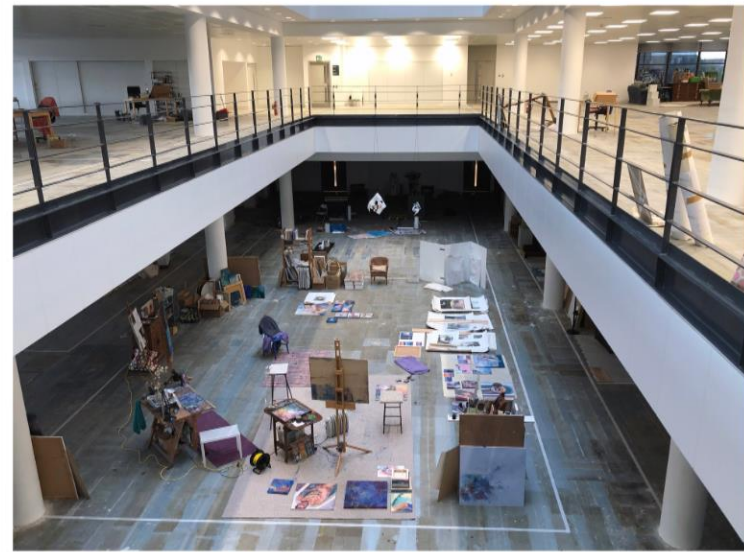
Everyone's a Winner

- Affordable space for the charitable tenant
- Positive impact on the local community
- Charity rates relief refunded by central government

BEFORE



AFTER





Pop-Up Exhibitions

- Artwork was procured from a number of arts organisations
- A need for exhibition space became glaringly apparent
- The rest is history...

Union Street



Waverley Place



Working Together



HM Revenue
& Customs



Moving Forward



(That's me)

Introducing Change

- In October 2015 the Welsh Government (with our help) launched successful meanwhile use schemes all across Wales.



H&A Property Management



- In 2018 Hammond Associates Property Management is launched
- Specialised leases & agreements were created to deal specifically with shopping centres and their unique requirements
- Working closely with Centre Management teams



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- In 2020 we were invited to Scotland by an arts charity chief executive
- In 2021 Hammond Associates Scotland was established as a new division and headed up by Jayne
- Hammond Associates Scotland now has four dedicated industry professionals based in Scotland, supported by an extensive central head office team



In Summary

- Since inception we have utilised more than 10,000 spaces
- Hundreds of artists are on waitlists throughout Scotland!
- Educating owners on better use of their assets is key
- We all have a responsibility to assist communities
- Helps save money and build relationships between local authorities and cultural/arts community groups
- Ethical, forward thinking, and regenerative



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THANK YOU

FOR LISTENING

ALL QUESTIONS WELCOMED