



Patience is a virtue

We are already well into the second half of 2019 and, if it's anything like the first half of the year, 2020 will be here in the blink of an eye.

In the previous newsletter I mentioned that the Housing Association (HA) market is extremely buoyant and everyone's go to to sell a site, and that hasn't changed. As such, the number of opportunities passing through all the HAs is startling and they are, quite rightly, being a bit more selective with what they work on. Whether it be the location, size or – more importantly, whether it's consented and ready to go, they are focusing on what can help them achieve their programme targets.

Given that HAs are so inundated, you would think these deals would be easy to negotiate and come by, but they are not. The process has become more drawn-out and the time from agreeing

terms to completing has doubled for us in some instances. This comes as a surprise to some but it shouldn't; the market has toughened and people are approaching things with more caution and extra due diligence – as such, deals are harder to conclude, but they are there to be done, and can be done!

Hard work, persistence and – most importantly, I've realised over the last few months – having patience is key. Our first six months of the year have been tough but ultimately very successful, as we have now started on site with three new projects in Croydon, Bexley and Southwark (which you can read more about in this newsletter), with a further two due to start in the coming months.

I hope you find the newsletter informative and interesting, and if you have a potential site or know of a project you feel would suit us, I would be delighted to hear from you.



Kevin Clark
Land & Business Development Director
Kevin@skillcrown.co.uk



DELIVERING 100% LONDON AFFORDABLE RENT APARTMENTS IN BERMONDSEY



We are delighted to be working with Skillcrown to deliver high-quality and much-needed affordable homes in Southwark.



We are delighted to continue our working partnership with Optivo, securing a development contract to deliver 86 one, two, and three bedroom apartments in Bermondsey.

The project is earmarked to deliver 100% London Affordable Rent tenure, with the building ranging from four to nine storeys.

The development – located on Hatcham Road and Ilderton Road – will also feature in excess of 7,000 sq ft of commercial space on the ground floor and, with work on site due to begin in the final quarter of 2019, this scheme is expected to complete by 2022.

Director of Land & New Business at Optivo, Neill Tickle, commented: *“We are delighted to be working with Skillcrown to deliver high-quality and much-needed affordable homes in Southwark. This Hatcham Road scheme complements our neighbouring Ilderton Road project that’s already under construction and shows Optivo’s intention to drive the change that the Old Kent Road regeneration will bring for the area and for local people.”*



COP THIS! FORMER POLICE STATION IN BELVEDERE IS TO BE DEVELOPED BY MOAT

“ It’s great to be continuing our partnership with Skillcrown to deliver much-needed affordable rented homes in the London Borough of Bexley. ”



We are delighted to have secured another build contract with longstanding client, Moat, for a new development located on a site that was previously home to Belvedere Police Station.

The project will deliver 26 one, two and three bedroom apartments, all earmarked for London Affordable Rent tenure. The new development will comprise a building that is partly four and partly five storeys with associated parking, landscaping and minor improvements to the public realm. The scheme is due for completion in mid-2021.

Russell Drury, Senior Business Development Manager at Moat, commented: *“It’s great to be continuing our partnership with Skillcrown to deliver much-needed affordable rented homes in the London Borough of Bexley. We’ve been working closely with Bexley and these homes will help towards meeting its housing need, including the provision for two fully adapted wheelchair units.”*



SKILLCROWN BUZZING ABOUT DEVELOPMENT AT THE BEEHIVE FOR HOME GROUP

“ Everyone at Skillcrown is thrilled to have secured this contract with Home Group and we are looking forward to working with them for the first time. ”



We are excited to have secured our first development contract with Home Group for a scheme on the car park of former public house, The Beehive.

Located in South Norwood, in the London Borough of Croydon, the development will consist of 22 modern apartments split over two blocks, all of which are earmarked for shared ownership. The project will be built over two and a half storeys and will include ample car and cycle space. Each unit will benefit from a private balcony or patio area. Completion is expected by mid-2020.

Everyone at Skillcrown is thrilled to have secured this contract with Home Group and we are looking forward to working with them for the first time.

CLARION CALL FOR AFFORDABLE HOMES ANSWERED IN KINGSTON



“ the team has worked hard to deliver these new homes for people wanting to get on the property ladder. ”

Here at Skillcrown, we are very pleased to have handed over our latest development to housing association, Clarion.

The project, commenced in 2017, comprises 30 one, two and three bedroom apartments together with private balconies, communal area, a living wall and secure cycle storage. Occupying a prime location in Norbiton, Kingston-upon-Thames, the development is finished to a high specification which delivers 76 units for shared ownership and units for affordable rent and is spread across seven floors, with a new retail

commercial unit on the ground floor.

“We are delighted to hand over this scheme of 30 affordable homes in such a prominent and historic borough of London to long-standing client, Clarion,” said Salik Osman, Managing Director of Skillcrown. *“After securing this contract in 2016, the team has worked hard to deliver these new homes for people wanting to get on the property ladder. Here at Skillcrown, we take pride in*

delivering high-quality homes and this scheme is no exception.”

Lorna Sadgrove, Senior Development Manager for Clarion Housing, said: *“At Clarion, we are helping to tackle the country’s housing shortage and we aim to deliver 50,000 homes nationally over ten years. As the UK’s largest social landlord, delivering good-quality and well-designed affordable homes is of paramount importance to us.”*

TOPPING OUT CEREMONY AT CAIRO NEW ROAD

“ Here at Skillcrown, we take pride in developing homes of distinction and we are working closely with Optivo to ensure a quality and cost-effective scheme. ”



On Tuesday 26th March, a ‘topping out’ event was held to celebrate this key milestone in the construction of 113 new apartments on Cairo New Road in Croydon. Featuring superb one-, two- and three-bedroom apartments, the scheme – known as Cairo Apartments at Verde House – will be a mix of shared ownership, affordable rent and London Living Rent.

The Skillcrown team was joined by representatives of Optivo and Martin

Arnold (Chartered Surveyors) at the top of the 14-storey development. Fifty metres above the ground, Optivo’s Construction Director, Bunmi Atta, placed a commemorative brick to mark the achievement.

Bunmi Atta said: *“We’re delighted to have reached this milestone at Cairo Apartments. It’s a really exciting time for Croydon, with so much regeneration happening across the town centre. We’re passionate about doing our bit to tackle the housing crisis and look forward to seeing the completion of this fantastic*

scheme at the heart of the borough’s historic old town.”

Martin Lock, Director at Martin Arnold, said: *“We are delighted to be working collaboratively on this landmark development with Optivo and Skillcrown, reaching this significant milestone in the project. The Cairo Apartments site will provide high-quality, affordable apartments as part of the wider regeneration in Croydon, and we look forward to its completion early next year.”*

SKILLCROWN INSIDER

The Glyn Beverly Stand



The Ravens are flying high with Skillcrown sponsorship

Skillcrown will be returning to Hayes Lane as one of the main sponsors for Bromley Football Club for the 2019/20 season.

After a successful first season as a sponsor of the Ravens, which saw Bromley finish in the top half of the National League for the third consecutive

year, we are proud to continue with support for our local team.

The renewed sponsorship will see Skillcrown remain as a sponsor for at least another two seasons. We will be shirt sponsor for the club's U23s, shorts sponsor for the first team, partner for Bromley FCTV and also sponsor for the newly opened, Glyn Beverly Stand.

"I just want to say we are absolutely delighted to be working closely again with our sponsors Skillcrown here at Bromley Football Club and look forward to a 5th National League season where we hope to enjoy the journey together." said Jerry Dolke, Chairman at Bromley FC.



Skillcrown shortlisted for two LABC Awards

In May we were delighted to attend the LABC Building Excellence Awards 2019 at Guildhall, London, as our Hillingdon Street development in Kennington had been shortlisted for two LABC (Local Authority Building Control) award categories: Best Social or Affordable New Housing Development and Best Partnership with a Local Authority Building Control Team.

Having won the National Housing Awards 2018 Best Small Development accolade, we are pleased that the Hillingdon Street project continues to be recognised as an exceptional development in providing quality, affordable homes for the community. While we didn't win either category at the LABC event, it was an honour to be nominated in these prestigious awards for the second year running, and it

was great to enjoy the evening with Wandle's Chief Executive, Tracey Lees, and Property & Development Director, Yinka Bolaji.

"We are delighted that our partnership with Wandle was shortlisted for yet another award in two categories," said Salik Osman, Skillcrown's Managing Director. *"Well done to everyone involved in delivering this high-quality scheme."*



Terrance House, 151 Hastings Road, Bromley, BR2 8NQ

Tel: 0208 462 3030 | Fax: 0208 462 3040

www.skillcrown.co.uk | info@skillcrown.co.uk

