Breakfast Forum
Predictions and Resolutions
Wednesday 14 January 2015

Predictions and Resolutions 2015
Wednesday 14 January 2015, TIAA Henderson Real Estate 201 Bishopsgate London EC2M 3BN

Moderator: James Maddock, DTZ, UK Chapter President
Speakers: Simon Calvert, Senior Director, CBRE
Adam Hoy, Global Workplace Innovation & Operations Director, Unilever
Paul Williams, Director, Derwent London

Once again close on 100 CoreNet Global UK Chapter members and friends gathered for the now traditional early January Predictions and Resolutions Breakfast Briefing, this time thanks are due to TIAA Henderson who hosted us in their Bishopsgate offices with its splendid views across east and south east London.

UK president **James Maddock** introduced and moderated the speakers, chosen to represent the occupier, the developer and the agent. He started by thanking our hosts and Pringle Brandon for facilitating the event. He reminded us of some of the predictions made last year - two thirds of which surprisingly turned out to be correct. So on to 2015 and this year's attempts at crystal ball gazing.

Simon Calvert, who is head of the Midtown Tenant Advisory Group at CBRE, began by reminding us of the huge variety in the London office market, describing two transactions completed at the end of the old year: one for 200,000 square feet and one for 60,000 sq ft. He then proceeded with his three key predictions, the first, on property being that in his view traditional landlords need to improve their offer - that serviced office companies are now competing head to head in space available, and winning hands down on scaleability and flexibility. On politics he predicts that Big Data will change the way we vote and may well affect the forthcoming General Election with the rising influence of the smaller parties. Finally on sport he predicts that on 31st October England will beat New Zealand 20-19. His resolution? To understand the new RICS International Property Management Standard.

 

Next **Paul Williams**, responsible for portfolio asset management, refurbishment and development projects and sustainability at Derwent London, gave us his predictions. First he thinks the economic recovery will continue though the eurozone, Russia and China are cause for concern. As to politics, he predicted boredom with the election already started may lead to an inconclusive result and another election within 12 months. On property he predicts a strong market with increasing rents and reducing incentives, more diversity and the rise of emerging markets, and a search for a better solution for rent reviews. His resolution? To go home occasionally!

Finally, with the occupier point of view, **Adam Hoy**, who has been responsible for bringing Unilver's FM and project management teams together with Systems, Data and Reporting, to provide one single global resource. His predictions demonstrate his commitment: the continued integration internationally of Unilever's IT, HR and CRE; growing collaboration between service providers over joint contracts; and CRE driving the design of buildings for agile working. A final prediction: that the UK will win Chapter of the Year at Los Angeles' Summit! For his resolutions he aims to 'get Data right this year', to 'Act Executive' - to move from being an order taker to a driver of the company's agenda - and to build the service proposition with his IT colleagues to provide one joined-up rather than two separate services.

Questions and answers followed James's own summary: that smello vision will happen, that mobile phones will be used for paying at Starbucks and that a major cyber event will cause a run on the banks. Actual questions concerned the use of technology; standing or sitting: health and wellness in design; and whose sustainability? As the 'formal' part of the meeting finished, more discussions broke out across the room and out into the lobby.

All agreed a most successful start to 2015!