

value added services

HERITAGE COMMERCIAL INSURANCE



Insurance valuation service

Our long experience in property insurance enables us to offer our Heritage Commercial clients an unrivalled service, in helping them to set the sum insured for buildings using our team of specially trained surveyors. This is without additional charge (subject to eligibility), and can represent a significant saving to the client whilst ensuring an accurate valuation is provided. Did you know, for example, that 55% of listed properties are under-insured and 17% are significantly over-insured? (Source: Ecclesiastical Chief Surveyor's Department, 2005 based on new business surveys on listed properties)

Preferred suppliers

Through our specially selected affinity providers, your clients can get further discounts on construction management services, legal services and storage of records:

- **Gleeds 10% policyholder discount**

The restoration of heritage buildings presents a whole range of challenges not associated with new build projects – for example: listed building consents; conservation plans; sourcing of materials; specialist trades; increased risk of hidden costs; and often involves projects with multiple stakeholders.

Gleeds offer a range of services to guide customers through each stage of the process. Their experience of the heritage sector and specialist building techniques has helped many property owners evaluate risk and establish sound budgets, both of which are especially important for projects in a field notorious for unforeseen extras and cost overruns.

- **RadcliffesLeBrasseur 33% policyholder discount**

RadcliffesLeBrasseur has a strong reputation for giving sound legal advice and has recognised expertise in issues related to heritage buildings. RadcliffesLeBrasseur has helped many clients avoid appeals by the negotiation of planning consents.

- **Iron Mountain 10% policyholder discount**

Permanent records of the building aid restoration, so we recommend that at least one copy (eg a set of photographs, cross-referenced to scaled plans) should be held off site.

Special care must be taken when storing documents related to heritage properties to prevent them from being damaged or destroyed by environmental factors. Iron Mountain's wide range of services and solutions address the challenges of records management and help businesses control costs, reduce risks, improve access and protect information.

- **Richard Evans Affinity Services (REAS) 20% policyholder discount**

This service is of benefit to those heritage customers who are registered charities or are considering converting to charitable status.

Preferred suppliers (continued)

Founded by Richard Evans, REAS was established to provide a one-stop-shop fundraising consultancy to small, medium and large not-for-profit organisations. Richard has worked closely with the Institute of Fundraising for the last 10 years and is Chairman of the Institute of Fundraising Chilterns Region, providing training and networking support to charities in Hertfordshire, Buckinghamshire, Bedfordshire, Berkshire and Oxfordshire.

Using NCVO Approved Consultants, REAS provide a wide range of expertise. With over 100 years of hands-on experience in fundraising, they offer professional advice and assistance through their professional fundraising managers who are used to working with leading UK charities.

Current clients include Leonard Cheshire, Community Aid UK and the National Animal Welfare Trust. They also assisted the Apsley Paper Trail Trust with a £17 million capital fundraising venture.

■ **Discounted rates with SES**

SES services would be of interest to commercial heritage clients, especially those running establishments, offices, warehouses, restaurants and theatres.

Relevant safety services for these types of commercial organisations would include:

- Fire risk assessments
- Health & Safety inspections may be of interest to clients, owing to the nature of the buildings
- COSHH assessments - there is a legal requirement to carry out COSHH assessments if the organisation uses any hazardous substances (such as cleaning materials etc)
- General risk assessments
- Manual handling assessments.

Other

■ **The Building Conservation Directory – FREE copy available to every client**

The Directory is the only source of information in the UK that is specifically designed to meet the needs of those involved in managing historic buildings. Originally established in 1993 by conservation specialists to address the lack of information on suitable products and services, this 235 page A-Z on building preservation has grown to provide details of well over 1,000 conservation organisations, companies and individual craftsmen. Owners of historic buildings can find everything they need in this single publication, from sources of lime putty and horse hair to sources of information and advice, and from specialist structural engineers and historians to traditional timber frame builders.

Brokers will receive a voucher which can be sent to clients with the policy documents.

The client then sends the voucher to us to get a free copy of the Building Conservation Directory.

This information is intended for insurance professionals only and is not intended for distribution to the public. Please see policy and summary of cover for further information regarding the above features.



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