angel london

RENEWAL PROPOSAL 2017-2022

angel.london has served businesses at the Angel for nine years, and we have transformed the area

BUSINESS AS USUAL

In October 2016 businesses at the Angel will be invited to vote to renew the angel. Iondon Business Improvement District

Here you will find our five-year plan to continue developing the Angel as a great place to do business

Find out why fellow businesses value the work of angel.london

And understand the case for voting YES

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Chestio hutt

CHANGING TIMES CREATE OPPORTUNITIES

Introduction from angel.Iondon CEO Christine Lovett

"Nearly five years has passed since we last asked you to vote for us. When we began our second term in April 2012, many town centres in the UK were already in decline and the 'disappearance of the British High Street' was the topic of many conversations. Here at Angel we have come through this period remarkably unscathed – there have been some changes in the demographics but occupancy rates remain high.

Business Improvement Districts like the Angel are always subject to the rapidly changing landscape affecting the whole of our city which is why it's crucial for businesses to work together and respond to both national and local challenges. BIDs are playing a crucial - and proven role - in promoting destinations and supporting business growth. We must strive to keep the Angel's unique character, while further developing our infrastructure, which has brought millions of pounds in inward investment to the area over the past ten years. The growth of internet shopping and out of town retail centres has changed consumer patterns. To preserve the vibrancy of our high street we need to expand what we already have to create more of an experience, while ensuring those people that live and work at the Angel have an offer which keeps them here.

At Angel we also understand the need for a strong sense of community, and the interconnectivity of businesses and local residents. We are proud of our role in bringing the two together. I regularly attend meetings of local residents and community groups, which has given me an overview of the area and the knowledge of where and how the businesses and residential communities overlap. I am ideally placed to make sure the smaller things are dealt with, and larger projects are managed, with the best interests of everyone in mind, providing job opportunities, community benefits, sustainability and above all, a great environment in which to do business.

The team and I have been here since the inception of the BID. My office door is always open. By working together we can keep the Angel the unique and exciting place that it has become."

THE PAST AND THE PRESENT

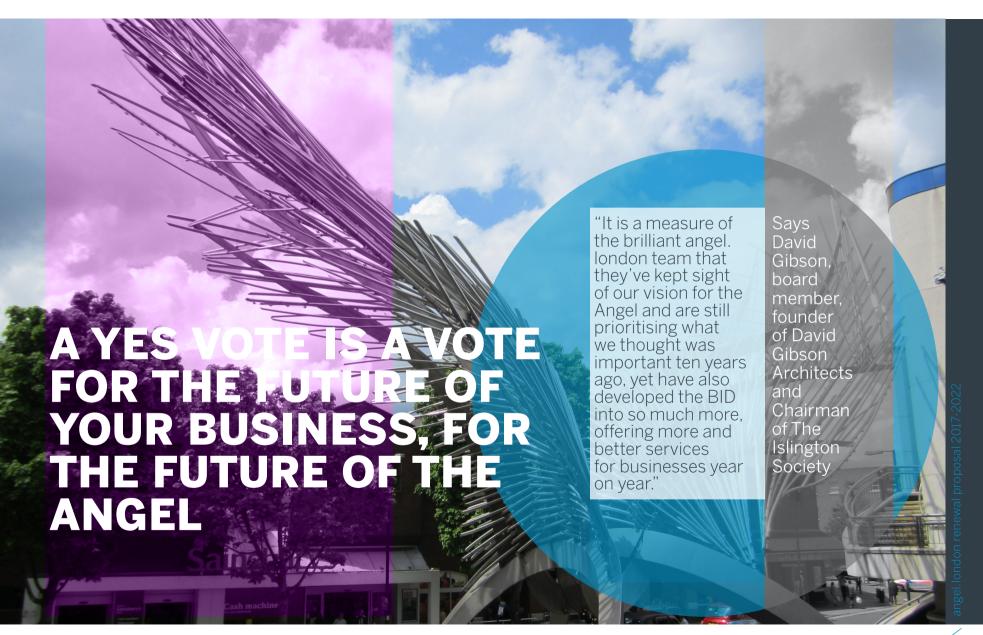
angel.london was established in 2007. It developed organically out of a hugely successful town centre management group, which grew after three local businessmen set about making the Angel a better place to be. Jack Morris whose family own the Business Design Centre, Lou Segal owner of 45-yearold Frederick's restaurant, and local conservation architect David Gibson all knew how the Angel needed improving. And after Jack had returned from a trip to America having witnessed how one of the world's first BIDs had regenerated Times Square, they understood how to make it happen.

We've cleaned up the Angel's act and are still working according to those priorities today. The simple cleaner, safer, brighter agenda continues to be relevant, and more and bigger businesses are attracted here because the Angel impresses customers, and they tell us their staff love it.

We currently represent 420 businesses across 43 streets from all sectors. We are considered experts on the Angel and are pushing forward with passion and drive the revised ten-year town centre strategy we've developed with Islington Council and local businesses to secure the area's sustainability. Our town centre vision has already delivered an interesting mix of quirky and global shops and restaurants and we have been praised for managing our thriving late-night economy well.

There have been visitors from developing BIDs in America and Europe looking at how we are taking things forward, and we've advised other BIDs including Cape Town on managing a dedicated police team. We are strategic consultees for any developments affecting Angel and guarantee to always prioritise the interests of business.

So a YES vote is a vote for the future of your business, for the future of the Angel.





TODAY'S BUSINESS IMPROVEMENT DISTRICT

Our second term of the BID was renewed in 2011 with an overwhelming 81% YES vote. We are now seeking your mandate for a third term 2017-2022.

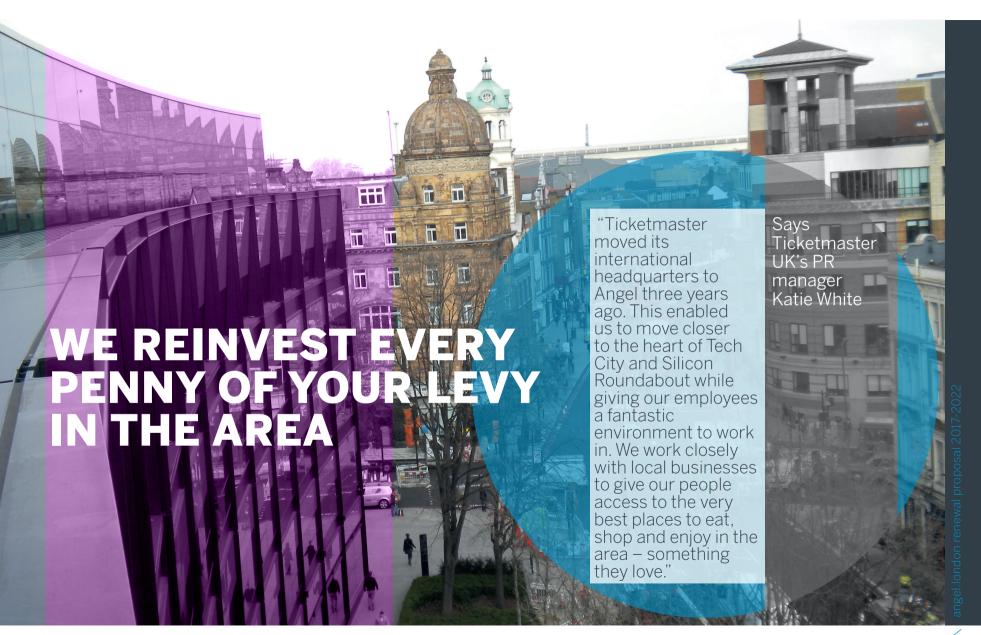
BIDs are business-led organisations funded by a statutory levy on occupiers, in addition to their business rates. They are established following a vote of eligible businesses within a defined area and governed by local government legislation. They must go back to their members for a new mandate every five years. BIDs give businesses a sense of ownership of the area and raise extra funding to deliver services which benefit them, and the wider community.

All funding generated through angel.london is ringfenced for the BID area. We don't make a profit. We are run by a board drawn from local businesses who give their time voluntarily. We re-invest every penny of your levy in the area. Even our offices and business costs are free, provided by Frederick's restaurant.

From the outset we have been determined to deliver excellent value for your money. Not only have we directly put pounds back in your pocket with our recycling services, but we've delivered economic benefits too, such as increased footfall and greater staff retention.

Why are you voting yes?

We have delivered what we promised, and in our next BID term we shall continue all of those services and add more – for the same money. We will continue to run our nine-officer angel.london Police Team, offer a friendly, efficient and free recycling service, brighten up the Angel with Christmas lights and summer flowers, give advice on planning and licensing issues, advocate for your business, and drive forward our vision to keep the high street bustling and vibrant. Read on to find out what your YES vote will secure for your business.



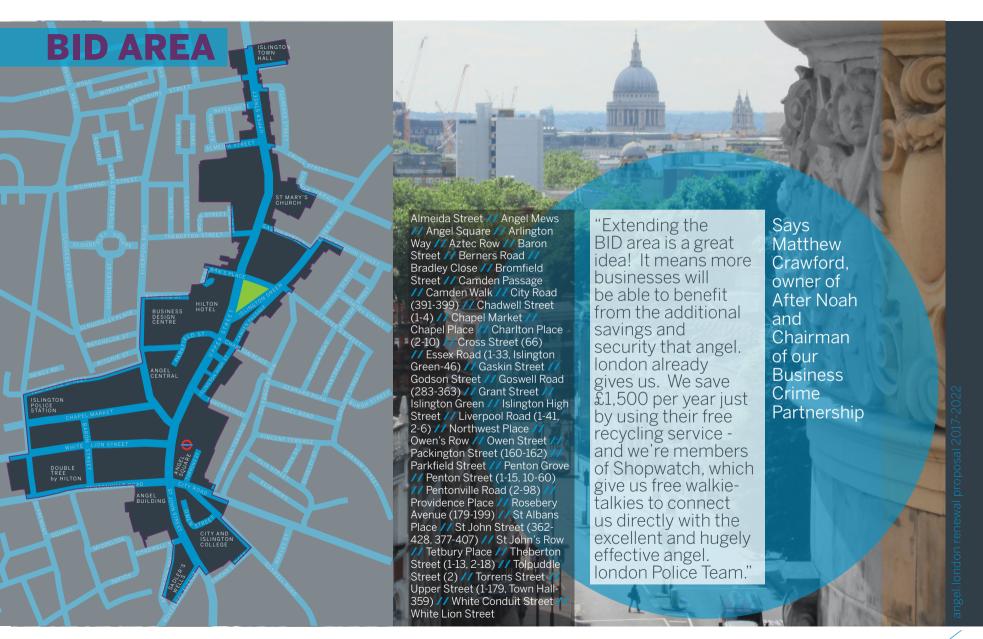
"I am extremely proud to be involved in the angel.london collaboration. Through the visible presence of police officers, and the proactive engagement with the business, resident and visitor communities to the iconic Angel area, there has been a palpable increase in the confidence and trust in the police, and greater enjoyment of the location. Over the past five years there has been a marked decrease in theft offences, coupled with an improved detection rate. There has also been an increase in intelligence-sharing and crime prevention initiatives between the business community and the angel.london Police Team. I am committed to our work with the angel.london team to ensure that this excellent work continues, and this lively and vibrant area is enjoyed by all." Says Islington Borough Commander Catherine Roper

TOMORROW'S BUSINESS IMPROVEMENT DISTRICT

The BID currently runs along Upper Street and St John's Streets from the Almeida in the north, to Sadler's Wells in the south, taking in Pentonville Road, Chapel Market, Camden Passage, Essex Road and Theberton Street. At the request of businesses just outside the area, we are proposing to extend our boundaries (see map) to bring benefits to more people, and increase our audience. At least 20 businesses along Upper Street, Essex and Pentonville Roads have already joined as voluntary members, paying the BID levy.

Your YES vote for angel.london

Our business proposals have been developed in consultation with existing businesses and key stakeholders at the Angel. In order for the BID to be renewed, we must achieve a majority of YES votes by number of businesses, and also by the total value of property they represent. That ensures we are offering something for everyone. In 2011 we achieved a massive 81% and 85% respectively.



SNAPSHOTS OF OUR SUCCESS

SAFER 22 crimes solved on average a month // 200% increase in counterterror phone calls from businesses, showing that people are listening to our advice and being vigilant // 1500 hours of police time a week // 275 shop staff attended personal security and loss reduction sessions a year // 55 pub security staff attended our tailored security and spot-the-bag-thief training for licensed premises a year // 100 warnings a year on average for begging // 20 hours a week viewing CCTV leading to arrests // extra 1,560 hours a year of special constables // campaigned for 4 new countdown crossings

CLEANER an elephant's weight of paper and cardboard collected a week // 1 tonne coffee grounds collected a week // £7000 a month saved for our recyclers // 6 less lorries' worth of traffic and pollution daily // 250 businesses signed up to recycle // 5 miles of streets swept at Angel a day // 60m² graffiti removed a year // 341m² fly-posters taken down

BRIGHTER 13500 pea lights in 9 trees to brighten Upper Street at St Mary's Church // 7 London in Bloom awards in 7 years // 30 businesses promoted a week on social media // opened new public space in our small and least green borough – an oasis behind RBS Bank // made over the square outside Tesco on Islington Green – new paving, quieter for deliveries, more bike racks and no recycling bins attracting fly-tipping





SAFER TAKING YOUR SAFETY SERIOUSLY

We are unique. We are THE ONLY BID in the country with a police team paid for by local businesses. Dedicated to tackling crime affecting local businesses, it's no coincidence that the Angel is a much safer and more secure place. Your staff and customers all feel safer here, whether they're shopping, using your business services, dining, or enjoying a night out.

Islington Borough Police have such confidence in us that we have been able to negotiate another excellent contract to retain our nine officer angel.london police team for the next three years of the BID. Their crime clear-up rate is excellent, they have gained the trust of businesses and in 2015 were awarded Islington's Team of the Year for their outstanding work.

We have also developed a dynamic PubWatch Group, working closely with Islington's Licensing Team and praised by the Met Police as the model licensees' group. Our pubs are the heart of the Angel. Not only do they manage themselves well, catch bag and phone thieves, keep customers and passers-by safe by dealing effectively with trouble, but they're inter-generational, turning out in force and cooking a slap-up three course feast in the town hall for war veterans and their families for last year's VE Day.

Inspired by us, businesses are now communicating and working together on many levels, driving the safety and security of everyone at the Angel. Whether it's sharing images on our Crime Fighters Website, reporting incidents on the WhatsApp phone network, contributing to intelligence and security strategies as part of our anti-terror Community Security Zone or simply attending a personal safety security session, businesses are all playing their part in keeping everyone safe.

2011–2016 PROMISES. HAVE WE KEPT THEM?

We promised

A more personalised police service

We delivered

- 200 angel.london police team interactions with businesses a week
- 45 incidents responded to a week

Regular visits means the building of trusted relationships, which leads to more reporting of crime, more prosecutions of criminals and therefore getting them off our streets.

We promised

More angel.london police team special initiatives to cut bike and bag theft

We delivered

- 44% cut in thefts of bags, purses and phones from café tables and chairs after undercover operations catching regular thieves
- 45% cut in bike thefts
- 151 fewer bag and phone snatches in 2015
- 60 police decoy operations with bikes and phones in 2015 alone.

We promised

More security and self-defence sessions, more information about regular criminals and advice on spotting and deterring thieves

We delivered

- 90 businesses a year attended our sessions on counter-terror or spotting fake identity documents run by angel.london Police Team
- 220 staff trained in personal and premises security on average a year
- 271 businesses registered on our Angel Crime Fighters website sharing intelligence and photos
- 70 businesses attended our recent counter-terrorism exercise
- 80 businesses attended our counter-terror film screening in the wake of Paris attacks.

We promised

To develop our crime partnership

We delivered

- new Business Crime Partnership involving key stakeholders, meeting regularly to oversee all our crime-fighting initiatives
- regular Monday surgery with our Police Team sergeant
- informal drop-in with members of the team last Monday of each month.

We promised

To improve ShopWatch as an effective support network between businesses

We delivered

- three new business crime-fighting initiatives that have proven to be more popular and less cumbersome
- funding and administering the interactive and business driven Angel Crime Fighters website,

- sharing images and incidents, news and events, open to all businesses. 60% of all businesses registered so far.
- the UK's first WhatsApp anti-terror phone network for emergency warnings between key Angel stakeholders and larger employers
- Community Security Zone (CSZ)
 where businesses meet regularly to
 develop and drive emergency
 planning, increase awareness and
 reduce all businesses' vulnerability to
 emergencies
- angel.london PubWatch. Facilitating close and active working between licensees, which has caught criminals, prevented thefts and fraud, and has been held up as an example of best practice by the Met Police.
- all 38 premises agreed a
 Banned from One Banned from
 All policy and for this sterling work we
 have been awarded Purple Flag* for
 the THIRD YEAR running meaning
 Angel is safe for a good night out.
- *Purple Flag is awarded by the Association of Town and City Management (ATCM) like the Blue Flag for beach awards which means an area has achieved a standard of excellence in managing the evening and night time economy.

And we delivered more

- representing businesses at Safer Neighbourhoods forums,
- campaigning for CCTV and securing funding for two more cameras on Upper Street.

FOR 2017-22 WE PROMISE

- new angel.london Police Team service advising on the effective siting, use and care of CCTV. More CCTV evidence means we can prosecute shoplifters and muggers for more offences, resulting in custodial sentences
- extending the membership of the CSZ. We are here to keep you informed so you can deal quickly and effectively with unanticipated events, keeping your staff and customers safe. We coordinated a local response to the London riots in real time, advising members and making it clear that Angel was still open for business. Our CSZ network will be invaluable in any future emergency
- develop communications strategies by extending WhatsApp to smaller businesses and residents' groups for the rapid spread of urgent security information
- more criminal alerts and safety e-shots to businesses.
- increase by 50% the number of businesses signed up to Angel Crime Fighters
- continued and extra support for agencies working with the street population



CLEANEREFFECTIVE STREET MANAGEMENT

It's hard to remember just how bad the environment was at the Angel before the BID got to work. Railings everywhere, keeping both sides of Upper Street very firmly apart, crowded and dangerous traffic islands, poorly maintained pavements, trip hazards, graffiti and fly-tipping all over.

But we've changed all that. Now, new businesses are constantly opening at the Angel, big businesses are relocating their headquarters here, and developers are making-over unloved buildings, including the £400m transformation of the old Royal Mail in Upper Street into 500,000 sq ft of Covent garden-style shops and homes.

2011-16 PROMISES. HAVE WE KEPT THEM?

We promised

to expand our recycling

We delivered

- not only have we trebled the number of businesses using our free recycling, doubled the number of coffee recyclers, but we've increased the number of materials we collect to six, on six days a week, and were the first BID in the country to recycle waste coffee grounds to biofuel
- 150 interactions between our recycling team and businesses a day.

We promised

• to recycle unwanted office furniture and equipment between offices and charities

We delivered

 desks and chairs, printers and filing cabinets, lamps and studio lights recycled between businesses and enormously grateful charities, saving everyone money on disposal, collection, purchase and delivery, and boosting their environmental credentials.

And we delivered more

- installed more bike racks to encourage all the benefits of cycling, including cleaner air
- negotiated very favourable cleansing contracts with Islington Council, and immediately reporting any shortfalls in their baseline service
- instant cleansing actionline response to problems reported by businesses
- solar-powered belly bins freeing up our street team to work more efficiently.

FOR 2017-22 WE PROMISE TO

- progress the recycling team into Angel Ambassadors. They've become so popular with businesses – even being nominated for awards for three years running - that we've decided to share their cheery welcomes and reassuring street presence with everyone who arrives here, everyone who wants to find out more about us or the Angel
- offer a brand new service What's up your street? Our rolling programme of extra cleansing, graffiti removal, picking up fly-tipping will be coming to your doorstep. We'll let you know in advance when it's your street's turn, and you tell us what needs doing
- more effective street management by our well-directed team using a greener, more efficient recycling lorry, and a branded bicycle as the eyes and ears on the ground, spotting problem hotspots.
 They'll be reporting on illegal trading, litter and dumping, graffiti and flyposting, damaged paving and anti-social behaviour
- push to improve air-quality for everyone who works and lives at Angel – expanding our recycling service means fewer other lorries clogging up the area
- publicise awareness campaign for ultra low emissions in 2020

Our recycling service saves a business like yours this much a year

£3,200 for a coffee shop//£412 for a small chemist//£1,608 for a Turkish restaurant//£880 for a Mexican diner//£408 for a small bar//£300 for a solicitor



RHYS REPRESENTS US

Rhys's story is our story. He was working on Islington Council's street team five years ago when we spotted him and took him on as an apprentice in our recycling team. He's worth his weight in gold. Local boy, knows the area well, knows many of the business owners, and cares passionately about the Angel. Rhys' pro-active and friendly approach has inspired many

compliments from businesses and has seen him nominated for recycling awards. Now he's got the recycling down to a fine art, he'll be skilled up to become the first Angel Ambassador, making an important contribution to the quality of life for everyone who works and visits Angel. He'll be the public face of the Angel, offering visitors a friendly, confident and well-informed welcome.



BRIGHTERPROMOTING THE ANGEL AND YOUR BUSINESS

We're so proud of the Angel we want to attract more people here by telling the world how good it is. So we are. We have secured £38,000 of private funding over five years from landlords and businesses for Christmas lights and summer flowers. Three years ago we invested in lights to brighten up trees outside St Mary's Church to draw people to the centre of Upper Street. Our new website will drive our marketing agenda – promoting the eccentricities of the Angel, showing how you can feast your way around the world here, or stick around after work and enjoy our five internationally-renowned theatres.

We love the Angel. We will advocate in the best interests of the Angel. We will promote the Angel with external agencies and ensure the best interests of the area are always upheld, attracting additional funding where we can.

We are very aware of our boundaries but that doesn't stop us reaching out to the whole community. We have received national recognition for our Age-friendly Angel project welcoming in pensioners and encouraging business support for the war veterans. We have always encouraged bigger businesses to see the value of putting back into the community.

2011-16 PROMISES. HAVE WE KEPT THEM?

We promised

• regulation of charity collectors

We delivered

• in 2014 we were one of the first BIDs to sign the PFRA (Public Fundraising Association) agreement to regulate charity collectors. We can now limit and control the actions of chuggers, and work with the police to drive unauthorized bucket collectors off the streets.

We promised

 to increase awareness and selfprotection workshops for your staff

We delivered

 personal security, anti-cyberfraud and spotting fake ID workshops to 220 frontline employees a year.

We promised

 to promote independent businesses and establish an online business directory

We delivered

- market stalls and street market opportunities for small businesses
- PR and marketing through social media and our newsletters
- supporting Small Business Day with MP Emily Thornberry
- promoted 16 of the Angel's independent retailers in a national competition

 we're driving more traffic to our new website, which features all our businesses, and will soon become the place to check out everything going on here.

We promised

 to host more networking events and encourage more use of Islington Green

We delivered

- lunchtime Christmas carols services every year, especially for BID businesses
- well-attended business networking and consultation events with speakers such as MP Emily Thornberry on current issues such as Look Local, Crossrail2, the Kings Cross Development and extending the BID
- working with older people's charities we have supported events on the green, and delivered safer countdown crossings so everyone can get there
- opened another public space in this tiny town centre. Working with RBS we brought into use the courtyard behind the bank right next to the tube
- worked with the council repaving and making over the area outside Tesco.

We delivered extra

 won national recognition for our age-friendly agenda aspiring to be London's first town centre actively welcoming older people. Delivered environmental improvements such as repaying, removing trip hazards.

- and SIX safer countdown crossings, plus social initiatives such as cheaper teas and coffees, lunches, cinema tickets to encourage pensioners out of isolation to spend more time here. Pleased to be working with Claremont Project, Age Concern, Islington Pensioners Forum and Cubitt Arts
- made representations on behalf of BID businesses to several consultative policy documents such as
- Islington Council's parking proposals
- GLA's annual budget proposals
- the Mayor's Business Rate Supplement
- the Home Office's Late Night Levy and 'Rebalancing - the Licensing Act' consultation
- Crossrail 2 route and safeguarding outline proposals

and we

- brought about extended delivery hours for businesses in Upper Street
- assisted 40 BID businesses a year with planning applications and licensing issues
- successfully appealed the cancellation of unfair waste fines and penalty notices
- raised £45k a year in voluntary contributions from businesses, and gained sponsorship for events and local projects
- trialled a loyalty card Swipii for small independent businesses.

FOR 2017-22 WE PROMISE

- a more comprehensive Corporate Social Responsibility programme to help businesses enhance the community
- focusing on promoting your events and activities to a wider audience
- drive more traffic to the angel.london website and extend our social media presence to better promote your business
- securing a business rates refund for every business affected by utilities' disruption

MEASURING: HOW WELL ARE WE DOING?

These are our key performance indicators for the next BID term, showing our main projects and how we will measure their impact

SAFER

- Increase the number of security training sessions run by angel.london Police Team
- Increase the number of businesses attending.
- Increase the number of interactions a day between the police team and businesses
- Increase the number of businesses registered and regularly using Angel Crime Fighters website.

CLEANER

- Increase the number of businesses recycling. Visit every business to explain the benefits
- Remove graffiti and fly-tipping immediately it's reported
- Increase the weight of coffee grounds recycled
- Increase the number of organisations recycling business equipment and furniture
- Increasing the number of streets jet-washed

BRIGHTER

 Increase the number of businesses promoted on our website or through social media

BENCHMARKING

We will benchmark all of our existing services against our service delivery levels at April 2017. This will ensure that we match or even exceed these levels during the next term.

ADDITIONALITY

BIDs are required to provide services beyond those provided by other statutory bodies, so we have drawn up baseline agreements with Islington Council on

- The public realm
- Security and crime prevention
- Cleansing
- Markets and street trading
- Marketing promotion and events

These agreements ensure that all statutory services continue to be provided by the council throughout the next BID term. We will monitor them regularly.





"angel.london has been invaluable in keeping me informed about Crossrail 2 which will directly affect my property. It impresses me that such a small team can keep abreast of national issues and developments while also running an effective police team and worrying about how my street looks."

Says David Pearl CEO of property developers Pearl and Coutts



BUDGET 2017

		YEAR 1 2017/18	YEAR 2 2018/19	YEAR 3 2019/20	YEAR 4* 2020/21	YEAR 5 * 2021/22			
INCOME ££									
BID Levy	All businesses @ 1%	567,266	567,266	567,266	567,266	567,266			
Other	LBI/MPS	211,682	131,000	131,000					
	Landlord	72,500	57,500	57,500					
TOTAL		851,448	755,766	755,766					
EXPENDITURE ££									
Safer		352,363	352,363	352,363					
Clearner		206,610	161,610	161,610					
Brighter		157,783	127,783	127,783					
Manageme	nt	102,096	102,096	102,096					
Contingency		32,596	11,914	11,914					
TOTAL		851,448	755,766	755,766					
* Services to continue. Contracts to be re-negotiated with MPS and Islington Council.									



OUR BOARD

Board members give their time and skills for free and meet regularly, being responsible for:

- directing the business plan
- developing and agreeing policy
- providing strategic direction and support
- agreeing annual budgets
- performance monitoring
- corporate governance

The board will be able to alter the BID arrangements without an alteration ballot, provided that any alterations do not alter the geographical area, alter the BID levy, or conflict with the Local Government Act (2003) or the Business Improvement District Regulations (2004)

Robert Coyle

Chairman, founding partner of Coleman Coyle solicitors

Nick Segal

Company Secretary and owner of Frederick's

Lynne Burdon

Partner of law firms Bolt Burdon and Bolt Burdon Kemp

Matthew Crawford

Chairman of the Business Crime Partnership and owner of After Noah

Teresa Esan. MBE

Director of Employability and Employer Engagement at City and Islington College

David Gibson

Founder of David Gibson Architects and Chairman of The Islington Society

Dominic Jones

Group Chief Executive, Business Design Centre

Martin Klute

Islington Councillor, St Peter's Ward

Britannia Morton

Chief Operating Officer, Sadler's Wells

Eric Sorensen

Chairman, Angel Association

Laura Townsend

Head of Property Management, Derwent London

Paul Williams

Director, Savills

MANAGEMENT TEAM

Everything you pay in BID levy is ploughed back into services decided by you to benefit your business.

Our management team consists of two full-time employees – CEO Christine Lovett and BID manager Tracy Henshaw - whose salaries are covered by Islington Council and donations from local landlords, not your BID levy.





REGULATIONS

Business Improvement levy rules for 2017-22

The levy remains at 1% for all businesses within the BID area with a rateable value of £25.500 or above with the following exceptions:

Within the Business Design Centre, only businesses with a RV of £50,000 or above will pay the 1% levy contribution.

The annual levy for any one business will be capped at £25.000.

Empty properties will be liable for the levy which, like the business rates, will be paid by the landlord.

Any new business ratepayers coming into the area during the term of the BID will be liable for the levy.

Any changes to rateable value arising from split. extended or merged properties will incur liability for the BID levy from the time of any such change.

There will be no further exceptions or exemptions.

Islington Council is responsible for collecting the levy on behalf of angel.london. We have negotiated that this is done free of charge.

A NO vote means all the services we currently offer will STOP on 31 March 2017 MORE DETAIL ABOUT **OUR BID AT** www.angel.london

BID PROPOSER

The BID proposer is the board of angel. london (registered name Angel Business Improvement District Limited). The BID body will be angel.london

GOVERNANCE

We have twelve members on our angel.london board who are representative of small medium and large businesses in the area, reflecting different sectors, including landlords and Islington Council, which has one representative.

BALLOT AND VOTING INFORMATION

All businesses liable to pay the levy will have the opportunity to vote in the renewal ballot to determine whether or not the BID becomes operational again. Because the area has changed. some businesses will be voting for the first time.

For the BID to be implemented, two majorities are required

A majority by number of those voting

A majority by rateable value of those voting

The ballot will be held between 29 September and 27 October 2016

Levy payers will be given notice of the ballot at least 42 days before the ballot commences.

If the renewal ballot is successful, the new BID term will begin on 1 April 2017 WETHERSPOO

Voting will be by postal ballot.

All stakeholders liable to pay the BID levy will be sent a ballot paper at least 28 days before the final day of the ballot.

What happens if you vote NO to renewing the **BID? All of our services will stop** on 31 March 2017

NO extra CCTV

NO free and unlimited recycling services

NO BID team to advise on your planning or licensing problems

NO help overturning your unfair fines & penalties

NO saving money on recycling furniture or IT equipment to charities

NO sweeping of the whole BID area every day

NO Christmas lights



If you'd like to know more about what we do, and what we will do, request a copy of our full BID proposal at