

BCSC

REPRESENTING THE RETAIL
PROPERTY INDUSTRY



Main Sponsor

CUSP

leading regeneration

BCSC Annual Conference & Retail Showcase

Monday 31 October – Wednesday 2 November 2005
Waterfront Hall & St. George's Market, Belfast



Martyn Chase
Conference
Chairman

SERVICE?

WHAT
SERVICE!

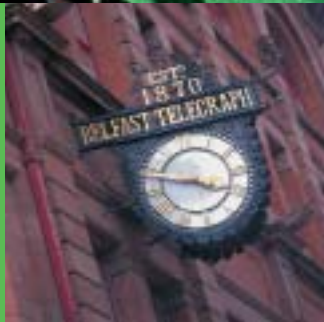
BCSC BELFAST 2005

MAIN SPONSOR

CUSP

leading regeneration

www.bsc.org.uk/conference



Book Now!!!

Early Bird
BCSC Members'
Fee until
9 September



Bob De Barr
Director, Land Securities

Martyn Chase
Chairman, Donaldsons

**Your Event Hosts:
BCSC President &
Conference Chairman**



**Conference Sessions
- Waterfront Hall**

BCSC Annual Conference
Regenerating Communities
Mon 1 - Wed 3 November 2004

Conference Sessions sponsored by

Photo-Me

SPEAKERS?

**WHAT
SPEAKERS!**

Customer Care

Jonathan Doughty, Chair Customer Service Group, BCSC

Group Managing Director, Coverpoint

Michael Shearwood, Managing Director, Zara UK

James Horler, Chief Executive, La Tasca

Mohammed Dajani, Centre Director, Meadowhall

Conference Facilitators

Pamela Ballentine

Presenter, UTV



Declan Curry

Business Presenter, BBC

Stuart Rose

Chief Executive, Marks & Spencer



Sir Tom Farmer

Former Chairman, Kwik Fit



Sir Matthew Pinsent

Olympic and World Rowing Champion



Senator George Mitchell

Chairman of Peace Negotiations
in Northern Ireland and Partner,
DLA Piper Rudnick Gray Cary



Francis Salway

Chief Executive, Land Securities

A Grand Tour of Europe - So What's New?

Geoffrey Reid, Chairman, Geoffrey Reid Associates

Jaap Gillis, Board Member, AM NV

...and more.

Feargal Quinn

Founder, SuperQuinn and
Senator, Irish Parliament

SHOWCASE?



**Retail Showcase –
St. George's Market**

Delegates will have time throughout the event to make the most of the exhibition. Make sure you don't miss out on some of the great social activities taking place within Retail Showcase.

- Opening Welcome Party on Mon 31 Oct – sponsored by CUSP
- Lunch on Tues 1 Nov – sponsored by Junction One International Outlet Centre
- Happy Hour on Tues 1 Nov – sponsored by The Square Tallaght
- Lunch on Wed 2 Nov – sponsored by Lisburn Square
- Visit The Guinness Bar, sponsored by Donaldsons
- Make full use of the Business Centre sponsored by Ulster Bank



WHAT A SHOWCASE!

Exhibitors

Construction

Chieftain Construction
 Degussa Construction Chemicals
 Laing O'Rourke
 Sir Robert McAlpine
 USL StructureCare

Consultants, Advisors and Agents

Bannon Commercial (Galico Developments)
 BTW Shiells
 CACI
 CDS Europe
 Colliers CRE
 Cushman & Wakefield Healey & Baker
 CWM
 Dalgleish
 DTZ Debenham Tie Leung
 Euro Car Parks
 FootFall
 GVA Grimley
 Lisney

Owners, Investment and Development

Alburn
 AM Development
 Capital Shopping Centres
 CUSP
 Dundrum Town Centre
 Grosvenor
 Hammerson
 Henderson Global Investors

ING Real Estate Development UK
 Investment Belfast
 Land Securities
 Modus Properties
 Multiplex Developments (UK)
 Scarborough Development Group
 South King Street
 Westfield Shoppingtowns

Press

Drapers Record
 Estates Gazette Group
 Property Week
 Retail Week
 Shopping Centre

Retailers

Asda
 BB's Coffee & Muffins
 Calendar Club
 House of Fraser
 O'Briens Irish Sandwich Bar
 Photo-Me International
 Ride On! Entertainment UK
 Starbucks
 Subway
 Tchibo GB
 Tesco Stores
 TK Maxx

...and more to come!

For more information on exhibiting please contact:

Retailers: Maureen De Barr – mdb@morgandebarr.com
 All other Exhibitors: Sally Clarke – sally.clarke@bcsc.org.uk



4x3m Units 3x3m Units • Fixed Column

PARTY?

IRISH CELEBRATION!

Party!

BCSC and Westfield are hosting a party – an Irish Celebration! This is a grand finale not to be missed. There will be music, dancing and a full programme of entertainment, as well as plenty of food and drink to ensure this is a night to remember!

Irish Celebration sponsored by

Westfield



The dress code is smart casual, so please leave your black tie and long frocks at home!



**Irish Celebration
- City Hall**



Programme

Day One: Monday 31 October

10.00 **Golf Competition** at the Royal Belfast Golf Club

11.00 **Study Tours**
 Delegates will visit the following Developments:

- Castlecourt
- Junction One
- Laganside
- Odyssey
- Titanic Quarter
- Victoria Square

The Belfast Harbour Commissioners Office has kindly provided the venue for lunch.

Tours will start at 11.00am from both City and International Airports; coach transport will be provided throughout the day. Space is limited, so please ensure that you book early.

16.00 – 20.30 **Registration** in Waterfront Hall
 All delegates will need to register before attending the Welcome Party.

18.30 – 20.30 **Welcome Party in St. George's Market**
 Come and join us as we welcome you to the opening of Retail Showcase. Our Irish hosts will ensure that this is an event to remember.

Day Two: Tuesday 1 November

08.00 **Registration and coffee**
 at Waterfront Hall

09.00 **Conference Sessions** begin in Waterfront Hall – with a surprise from the Conference Chairman!

10.35 **Coffee break** at Retail Showcase in St. George's Market

11.15 **Conference Sessions** resume

13.15 **Lunch** in Retail Showcase

Afternoon **Networking** in Retail Showcase

17.30 – 18.30 **Happy Hour**
 This is a chance for you to catch up with colleagues and acquaintances in the lively atmosphere of the Retail Showcase.

Evening **Free** for Private Entertaining

Day Three: Wednesday 2 November

08.45 **Registration and coffee**
 at Waterfront Hall

09.30 **Conference Sessions** start in Waterfront Hall

11.00 **Coffee break** in Retail Showcase

11.40 **Conference Sessions** resume

13.15 **Lunch** in Retail Showcase

19.30 **Irish Celebration**
 City Hall, Donegall Square

The organisers reserve the right to make any changes to the programme, speakers and timings that may be necessary due to circumstances beyond their control.

BCSC Conference and Retail Showcase 2005 is supporting Belfast Activity Centre



How to Register

You can book online at

www.bpsc.org.uk/conference. If you have any queries about your booking, please call the delegate bookings hotline on 01677 458 913.

Early Bird BCSC Members' Fee

BCSC Members can take advantage of an early bird discounted fee of **£699.00 + VAT**, for bookings received and paid for by Friday 9 September 2005.

Delegate fees

BCSC members	£775.00 + VAT
BCSC non-members	£950.00 + VAT
Shopping Centre Managers	£399.00 + VAT

Delegates aged 33 or under:

BCSC members	£399.00 + VAT
BCSC non-members	£475.00 + VAT

The above delegate fee includes all aspects of the Conference, the Welcome Party and Irish Celebration. The Golf Competition and Study Tours can be attended at an additional cost.

Local Authority delegates and retailers

may attend the Conference at the specially discounted rate of £100.00 +VAT. This price does not include participation in the Golf Competition, Irish Celebration or the Study Tours. **Please note agents and consultants cannot attend the event at this rate.**

Study Tours: Registered delegates can purchase tickets for the Study Tour at the price of £50 + VAT. This includes lunch and coach transportation throughout the day.

Golf Competition: Registered delegates can purchase tickets for the Golf Competition at the price of £100.00 + VAT each.

Extra Tickets for Irish Celebration:

At present additional tickets are not available, but may be available at a later date. Please visit the conference website for more information.

Hotel Accommodation

Belfast Visitor and Convention Bureau (BVCB) has been appointed as BCSC's hotel reservation agency for the 2005 event. You can book your hotel accommodation online at www.ConferenceBookings.co.uk. Please enter the following event code: BLFBSC2005.

If you have any queries regarding your hotel booking, please contact Elizabeth Pantridge or Barbara Wendel at the Belfast Visitor and Convention Bureau (BVCB) on 028 9023 9026.

Belfast Directory

Full information about how to get to and from Belfast, including links to transport websites and downloadable maps, can be found on the 'Getting Here' section on the conference website.

Visit the conference website at:

www.bpsc.org.uk/conference for up-to-date information about the Conference, including a list of registered delegates, which companies are exhibiting, speaker updates and much more!

Partner Programme

Depending on demand, BCSC will run a programme for those delegates who wish to bring their partners to Belfast.

For more information visit the conference website at www.bpsc.org.uk/conference or call Liz Curwen on 020 7227 3469.

Conference Committee

Conference Chairman

Martyn Chase, Donaldsons

BCSC President

Bob De Barr, Land Securities

BCSC Chief Executive

Michael Green

BCSC Events Team

Sally Clarke

Liz Curwen

Nicola Lowe

Conference Committee Members

Hugh Black, Junction One

Eileen Connolly, Donaldsons

Charlie Costello, Blackrock Centre

Maureen De Barr, Morgan De Barr

Andrew Irvine, Belfast City Council

Jackie Johnston, Department for Social

Development in Northern Ireland

Gerry Lennon, Belfast Visitor & Convention Bureau

Laura Leonard, Belfast City Council

Gerry Millar, Belfast City Council

Brendan Mullan, Investment Belfast

Sally Pinkerton, Wragge & Co

Nigel Poad, Debenhams

Michael Shearwood, Zara

This event has been brought to Belfast thanks to support from:



Delegate booking hotline T: 01677 458913

All other enquiries please contact:

BCSC, 1 Queen Anne's Gate, London, SW1H 9BT

T: 020 7227 3450 F: 020 7222 4440

E: bcsc2005@bcsc.org.uk

W: www.bcsc.org.uk/conference

BCSC would like to thank the sponsors of the Annual Conference and Retail Showcase 2005:

Main Sponsor



leading regeneration



First choice for property information
EstatesGazetteGroup.com



BCSC Annual Conference and Retail Showcase, Waterfront Hall and St George's Market, Belfast, 31 Oct – 2 Nov 2005

Conference Registration Form

This form should be used for one application only. Please use BLOCK CAPITALS. Please photocopy it for multiple applications. Once completed please forward, together with the appropriate remittance to: BCSC, Market Chambers, 14 Market Place, Bedale, North Yorkshire DL8 1EQ. T: 01677 458 913 F: 01677 426 342 E: events@bcsc.org.uk W: www.bcsc.org.uk/conference

Photograph for Registration

To maintain security levels, a photo-badging system will be in operation throughout the event. Please send a colour photo of yourself to BCSC by post or email (jpeg file preferred) to events@bcsc.org.uk. Please state your name and organisation clearly on the photo.

Applicant's Details

MR/MRS/MISS/MS	FORENAME/INITIALS	SURNAME	
POSITION			
ORGANISATION			
ADDRESS			
TOWN	POSTCODE	COUNTRY	
SWITCHBOARD TEL	DIRECT DIAL TEL	FAX	
E-MAIL			

Confirmation of this booking will be sent via e-mail. Please ensure that your e-mail address is correct.

DIETARY/OTHER REQUIREMENTS

Golf Competition

The Golf Competition will be held at The Royal Belfast Golf Club on Mon 31 October. The cost to attend is £100 + VAT.

The event will start at 10.00am. Please indicate if you wish to take part. Yes No

If yes, please state your handicap

Do you require a late Tee-off time? Yes No If yes, please state preferred time

Study Tours

Study Tours will be held on Mon 31 October from 11.00 – 17.00. The cost of attending a study tour is £50 (+VAT), which includes lunch and coach transportation throughout the day. Places are limited, and will be offered on a first come, first served basis.

Please indicate whether you would like to attend. Yes No

Welcome Party

Will you be attending the Welcome Party to be held at Retail Showcase in St. George's Market on Mon 31 October from 18.30 – 20.30? Yes No

Irish Celebration

The Irish Celebration will take place at the Belfast City Hall, on Wed 2 November from 19.30.

Numbers attending this event are being closely monitored, so please indicate whether you would like to attend. Yes No

Flight Information

If you are flying into and out of Belfast at peak times, BCSC will provide coach transportation to and from the city for those using both Belfast City and Belfast International airports. Therefore please provide the following information:

Which airport will you be landing at? Belfast International Belfast City

OUTWARD: Flight Number: Flight Date: Departure Time: Arrival Time:

INWARD: Flight Number: Flight Date: Departure Time: Arrival Time:

Conference Fees

Are you a paid up member of BCSC? Yes No Membership No:

Early bird members' fees	Book by Fri 9/9/05 £699.00 + £122.33 = £821.33	£ <input type="text"/>
Exhibitor delegates	Conference only (excluding the Golf Competition, Study Tour and Irish Celebration) £375 + £65.63 VAT = £440.63	£ <input type="text"/>
BCSC members	£775.00 + £135.63 VAT = £910.63 (see note 1)	£ <input type="text"/>
Non-members	£950.00 + £166.25 VAT = £1116.25 (see note 2)	£ <input type="text"/>
BCSC members aged 33 or under	£399.00 + £69.83 VAT = £468.83	£ <input type="text"/>
Non-members aged 33 or under	£475.00 + £83.13 VAT = £558.13 If you have selected an under 33 delegate fee, please state your date of birth	£ <input type="text"/> <input type="text"/> / <input type="text"/> / <input type="text"/>
Retailer / local authority delegates including Irish Celebration	£199.00 + £34.83 VAT = £233.83 (see note 3)	£ <input type="text"/>
Retailer / local authority delegates excluding Irish Celebration	£100.00 + £17.50 VAT = £117.50 (see note 3)	£ <input type="text"/>
Shopping Centre Managers	£399.00 + £69.83 VAT = £468.83	£ <input type="text"/>
Golf Competition	£100.00 + £17.50 VAT = £117.50	£ <input type="text"/>
Study Tour	£50.00 + £8.75 VAT = £58.75	£ <input type="text"/>
TOTAL		£ <input type="text"/>

Payment (see notes 4-9) Please tick the appropriate box.

To guarantee entry to the event please ensure that all payments reach us by 28 October 2005.

Cheque enclosed Cheque to follow Payment by BACS Payment by credit card Other arrangement

Credit / debit card details (please note we do not accept AMEX)

CARD TYPE (IE SWITCH, VISA)	CARD NO	
CARD ISSUE NO. (SWITCH)	START DATE	EXPIRY DATE
NAME ON CARD		

If invoicing details are different from those given, please state below.

ORGANISATION	ORDER NO.	
ADDRESS		
TOWN	POSTCODE	COUNTRY
ACCOUNTS CONTACT NAME	TELEPHONE	

Member fee

1 Only named individuals appearing in the BCSC Year Book 2005 – 2006 are eligible for the reduced members' rate.

Non-member fee

2 The non-member fee covers an introductory membership package for delegates who are not individual members of BCSC but whose employer is a corporate member. Such delegates qualify for individual membership and it is hoped that they will formalise their membership by 30 June 2006 in order to qualify for the member fee at the next year's conference. These delegates will receive membership benefits until 30 June 2006. This package does not apply to those delegates whose employer is not a corporate member of BCSC.

Local Authority / Retailer delegates

3 This fee does not include the Golf Competition and Study Tours, which can be purchased separately. Please indicate whether you would like to attend the Irish Celebration, as tickets cannot be purchased at a later date. Agents and consultants representing retailers are not eligible for this fee.

Payment of fees

4 Please note that your booking will not be processed until payment or BACS advice is received; payment should therefore accompany your booking wherever possible.

5 Admission to the event will not be permitted if payment or BACS advice has not been received.

6 A VAT invoice/receipt will be issued in respect of all bookings. VAT is charged at the rate of 17.5%.

7 All cancellations must be notified in writing to BCSC. For cancellations made before Monday 3 October 2005, the registration fee will be reimbursed, less a £50 administration charge. After that date, no fees will be reimbursed, but a substitute can be given.

8 Cheques and bank drafts, drawn in pounds sterling on a UK bank, should be made payable to BCSC.

9 BACS transfers should be made as follows: BCSC; Account No. 67410006; NatWest Bank; Sort Code 60-17-21. Please quote your organisation name.

I accept the conditions concerning payment and cancellation as printed on the registration form.

SIGNATURE	DATE
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Office use only
DATA REGISTERED
SAGE ID
INVOICE NO.
INVOICE DATE