

September 2006

WESTMINSTER BRIEF

BCSC

SHAPING RETAIL PROPERTY

NEW REPORTS:

CHANGING DEMOGRAPHICS AND CONSUMER PATTERNS AND CONSUMERS OVER 55 - SILVER SHOPPERS PROVIDE A GOLDEN OPPORTUNITY

BCSC is launching the first of its *Future of Retail Property* research reports at a seminar on 27th September 2006, highlighting research which concentrates on changing demographics and the older consumer. The seminar seeks to focus specifically on consumer change and how shifting

demographics and shopper habits will impact on retailing and shopping places over the next ten years. There will be a particular focus on the older consumer: is 'grey power' a force to be reckoned with and a golden opportunity that the retail property industry must not miss?



For copies of the report please visit www.bsc.org.uk

LAUNCH OF THE FUTURE OF RETAIL PROPERTY RESEARCH WEB PORTAL

As noted in the previous edition of *Westminster Brief*, the research findings from this and the other reports published over the next 12 months will be posted on a dedicated website for MPs and their researchers.

This website contains vital information to help you answer constituents' questions, prepare for debates and speeches and keep up-to-date with all the latest developments in the retail and retail property industry. The web portal can be accessed by visiting www.bsc.org.uk/mp_portal

PLANNING TO MANAGE A MAJOR INCIDENT

BCSC has launched its ninth occasional paper titled *Planning to manage a major incident*. The paper is designed to provide guidance to anyone who needs help in this crucial area. The extent to which any shopping environment is



adversely affected by a major incident - be it a natural disaster or a man-made one - is a function of the risks that exist and the extent to which management has considered and planned to meet these risks. The Government has warned that one half of all businesses experiencing a major disaster

without a pre-prepared plan will fail within 12 months.

The BCSC paper offers advice on how to prepare an appropriate plan in conjunction with neighbours and statutory agencies to best suit a facility's particular circumstances. For copies please visit www.bsc.org.uk

BCSC CONFERENCE AND SHOWCASE

The BCSC Conference & Showcase 2006 will be held at Manchester's Bridgewater Hall and G-MEX in November. This event stands out as the retail property industry's learning and deal-making event of the year.

The theme this year is partnerships: the importance of such relationships within the industry. Speakers at this year's conference include Alistair Campbell, Former Director of Communications, Downing Street; Declan Curry, Business Presenter, BBC; Justin King, Chief Executive, J Sainsbury plc; and Charlie Mayfield, Managing Director, John Lewis Partnership Plc.

The programme of events at the conference includes: study tours to Leeds and Bradford, Liverpool, and Warrington and Wigan; a comprehensive showcase from industry stakeholders; and round tables on topics such as "in-town or out-of-town?" and "the future of brands".



BCSC in Westminster

BCSC is the organisation representing retailers, developers, landlords, architects, agents and local authorities - all sections of the industry with an interest in the managed retail environment. BCSC activity includes reviewing legislation, disseminating information and developing policy appropriate for this industry.

To make contact with the retail property industry in your locality, to discuss the impact of legislation on shopping centres large or small in your area, or to understand the retail economy and the people it serves in your constituency, please contact BCSC on 020 7222 1122.

For further information on BCSC and our activities, please visit our website: www.bsc.org.uk





KING'S CROSS AND SOUTHWEST STUDY TOURS

BCSC continues its programme of study tours organised to provide BCSC's members with the opportunity to examine what is going on in the industry through comprehensive tours of new and established developments.

King's Cross: In June two study tours took place at the mixed-use development of King's Cross Central. These tours visited the site situated between King's Cross and St Pancras Stations. The scheme, once completed, is expected to include office and leisure facilities, shopping, food and drink outlets, over 1,900 new homes, student housing, hotels and open spaces. It will

also incorporate refurbished historic structures and buildings, an indoor sports hall, two health centres and cultural/community facilities including a primary school, children's centre, pool and gym.

The plan covers over 740,000 sq m of development, over 40 per cent of which will be public space incorporating three new parks, five squares and twenty streets including new 'home zones'.

Southwest: At the end of June, BCSC ran a study tour to both Plymouth and Exeter. Both cities are due to open major new developments in the next

eighteen months. In Plymouth construction is well under way on the 60,800 sq m Drake Circus covered shopping centre development. The £200 million scheme, due to open in late 2006, will include a variety of stores, restaurants and cafés and a multi-storey car park for 1,270 cars.

Shopping in Exeter is set to be transformed by the new Princesshay development that is due for completion in autumn 2007. The development will integrate with the city's existing shopping streets and will include a flagship department store together with many new shops and restaurants.



SUSTAINABILITY ISSUES

Sustainability is an issue that is becoming ever more prominent in the UK. In recent months it has become an important issue that the retail sector must face. BCSC members are already using innovative ideas to reduce carbon emissions and save energy.

Sainsbury's Millennium Store in Greenwich has pioneered an environmental response utilising grass insulation, signage lighting powered by wind turbines and toilet splash backs made from recycled tire rubber. Meadow Hall shopping centre recycles between 97-98% of the centre's waste and has made water savings equivalent to 17,817 bathtubs of water last year.

With the introduction of legislation through Part L of the Building Regulations, buildings will have to look to conserve fuel and power and minimise heat loss, and will have to raise energy efficiency standards through the use of more energy efficient materials and methods.

One of the major challenges will be one of cost. For many, especially smaller investors and developers, the desire to comply with these regulations is there but the funds may not be. Encouraging businesses to tackle these issues may prove a challenge for the retail industry and for government.

FORWARD LOOK

BCSC Future of Retail Property Research Seminar
Wednesday 27th September 2006, Institute of Directors, London

BCSC Seminar: Shopping Centres - Planning to manage a major incident
Thursday 5th October, Browns Courtrooms, St Martin's Lane, London

BCSC Study Tour to Terminal Five Heathrow
Wednesday 11th October 2006, Heathrow

BCSC Conference & Showcase
Monday 6th - Wednesday 8th November 2006, Manchester

BCSC Annual Dinner
Wednesday 6th December 2006, London

SUNDAY TRADING

In November 2005, Alan Johnson, then Secretary of State for Trade and Industry, asked DTI officials to review the pros and cons of relaxing the restrictions on Sunday shop opening hours through a public consultation, focus groups and an economic cost-benefit analysis.

Many groups from across a wide variety of sectors made a lot of noise surrounding the issue of Sunday Trading, ranging from the complete liberalisation of the law to match legislation in Scotland, to maintaining the status quo. An EDM laid by Brian Jenkins attracted a staggering

291 MP signatures supporting the status quo.

BCSC responded to the consultation on the extension of Sunday trading hours by providing information on the impact of further relaxation of laws on both customers and retailers.

On 6th July 2006, Secretary of State Alistair Darling announced that Government had listened to the results of the informal consultation and, having looked at the evidence on all aspects of the issue, concluded that there should be no change to the Sunday trading laws.

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