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Chairmans update



Welcome to the Autumn newsletter for 2009. This is now a bi-annual event to keep our members updated in respect of AR's plans.

Your Board have been working hard to ensure that AR maintains its programme of lobbying, networking and support for the benefit of all our members. We are delighted to have been able to maintain a full year's programme of events given the obvious pressure on sponsorship that exists in many of our businesses. May I thank all those organisations that have provided sponsorship and support to enable all our events to go ahead.

Full details of current AR activities are detailed in this newsletter. Please take the time to read it and if you have any comments or suggestions in respect of any of our activities, please feel free to contact myself or one of the Board members,

Our event schedule is detailed in Louise Oliver's update and as usual I would encourage you to attend where you are able. We are particularly keen to ensure our autumn conference is as successful as last year. It remains important for the industry to meet at events like this to get up to date views on the state of the market and provide the opportunity for key stakeholders to present their opinions. We have a fantastic speaker line up and venue and I am sure all who attend will find the event worthwhile.

I wish all our members the best for the rest of the year and look forward to seeing you at an AR event soon.

CompletelyRetail.co.uk – Open for business

Produced in association with Accessible Retail and Shop Agents Society, CompletelyRetail.co.uk (CR) is the new retail property information and marketing website from Squeeze. It's been developed over the last 12 months in conjunction with many leading retail agents, owners and asset managers.

Although CR covers all retail sectors it has been specifically designed to provide the UK's out of town retail industry with a dedicated online marketing portal, and a single, comprehensive directory of retail parks. There are currently over 2000 retail parks and larger solus units on CR. These can be searched by scheme name, town, agent, owner, region and size, the results are shown on street maps or aerial photography. The schemes can be seen in context with over 1000 shopping centres, 5000 food and department stores, and even high street availability. Many schemes have detailed information such as interactive site plans, tenancy schedules and photography, and much of the information is provided directly by owners, asset managers and agents.

When schemes are sponsored by their owners, not only do they get enhanced and uniquely branded pages, but their CR powered agents websites draw on the same resources such as photography, PDF brochures, 360



degree photos and site plans. Everything is kept up-to-date at the same time, for a fixed annual fee per scheme. This also includes marketing any void units in the national retail database, and updates to existing brochures. Companies already enjoying the benefits of this unique and time saving feature include British Land, PRUPIM, Hermes, Aberdeen, Wilkinson Williams, Morgan Williams and Cushman & Wakefield.

Although the majority of CR is free to view, the professional e-marketing tools and full resources on non-sponsored schemes are only available by subscription to the CR+ service, and AR members qualify for a 15% discount

on this. Additionally, CR will be offering AR members free access to a reference database of historic warehousing marketing material. To include your schemes in the database AR members are invited to help fill the gaps in Squeeze's extensive library by sending in PDF brochures on the out-of-town schemes they are involved in. Simply activate your pre-registered account and use the links provided on the CR website.

For more information about the benefits of CR to Accessible Retail members please contact Dominic Millar at Squeeze (dm@squeeze.biz), or go to www.CompletelyRetail.co.uk.

Membership

Unsurprisingly the overall AR Membership for 2009-2010 is slightly down on last year; however, once again we have attracted new members from retail organisations including Whitbread, Best Buy Europe, Waitrose, ASDA, Arcadia, Hobbycraft, Pets at Home and Sainsbury's this year, which is encouraging.

A number of current members have upgraded their membership from individual to Gold and from Gold to Gold Plus and a total of 54 new individual members have been listed this year.

Our membership Handbook provides an excellent directory of all our members and is used by many on a daily basis. We are grateful for the support of our sponsors who provide the finance for this publication.

Should you have any colleagues who would like to join AR, please contact:
Louise Oliver
01799 544901 or join via our website
www.accessibleretail.co.uk

Social Scene 2009

It has been another busy social year for Accessible Retail members. The social calendar kicked off with the inaugural Burns Night Supper in Glasgow which is a favourite with our members!

We also organised a Quiz night at a new venue known to all, The Chopper Lump, Hanover Square. This event was well attended and proved to be a great success especially to the winning team, namely The China Corpses!

Other events this year have included the Professional Forum sponsored by Mason & Partners, the Charity Football Match sponsored by Parkridge and Citygrove. We were pleased to hold our annual Golf Day at a new venue at the Manor of Groves Hotel & Golf Club in Sawbridgeworth which was a fantastic success and very competitively priced and helped by the fact that the event was sponsored by The Thomas Partnership.

Our Five Aside Football match in July was again sponsored by Wilkinson Williams and our most recent event, the

Professional Golf day sponsored by Yarnold & Partners and GL Hearn both of which were well attended.

Events to look forward to for the rest of the year include the annual Comet and Stephen Smart event in November but this year with a difference, at Urban Golf, Soho. Details of which can be found on our web site.

Of course, the Annual Christmas Lunch. This will be held as usual at the Hilton on Park Lane on Thursday 3rd December and will again be hosted by John Inverdale, with the after dinner entertainment being provided by the up and coming comic talent Adam Bloom. Tickets for this are available on our web site and details of sponsorship opportunities can also be found. As in previous years, we shall again be supporting the Variety Club and hope to be able to present a further sunshine coach to them at this event. All donations would be most welcome!

Please contact: Louise Oliver for information on all our events or ideas for events in 2010! 01799 544901

AGM success continues

This year's AGM was held at Cabot Circus, Bristol with a tour of Tesco at Willowbrook and Comet and the new Currys at Cribbs Causeway, Bristol. This event was complimented with a hosted lunch at Frankie & Benny's at Cabot Circus and an evening out at Sevenshed in Bristol City Centre.

Thanks to all our sponsors, including, Frankie & Benny's, PRUPIM, Land Securities, King Sturge, Knight Frank, Comet, Currys and Tesco.

We look forward to planning next year's AGM!

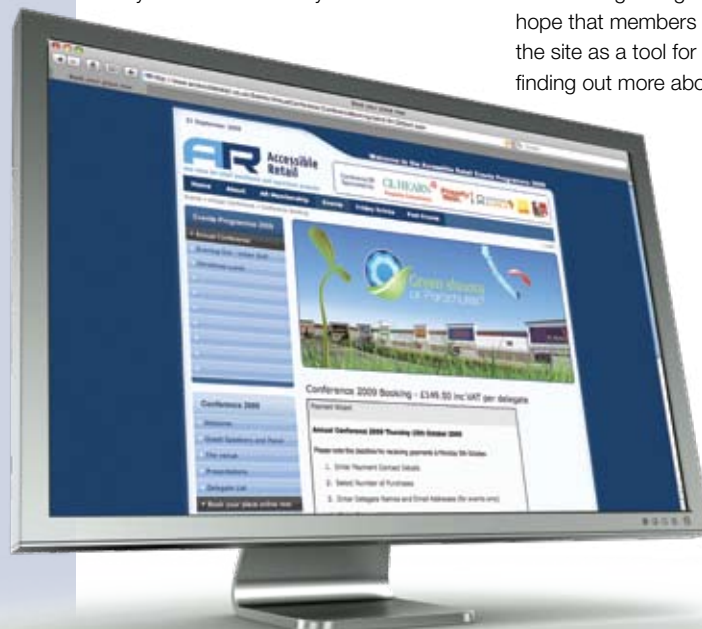


AR Website

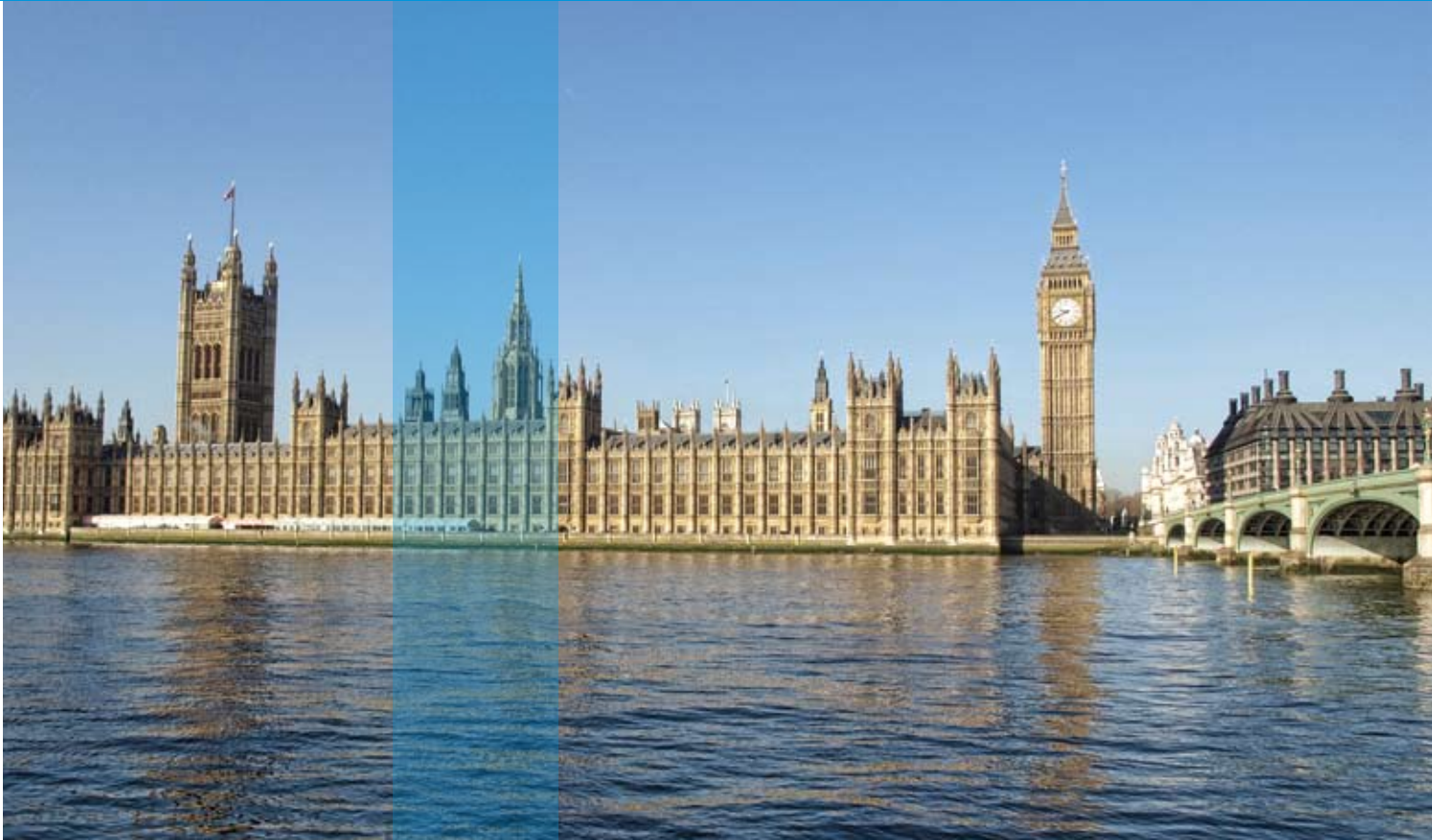
This year the AR website has undergone some changes in the way events can be booked. We have introduced an online payment system which enables members to book and pay for events online. This seems to have been working very well and is the way forward for AR!

This service also applies to members wishing to renew their membership or for members purchasing our database.

Further integration of the "new look" events page and the existing web site will be merged together shortly and we hope that members will continue to use the site as a tool for booking events and finding out more about AR!



Update on lobbying



The period since the last newsletter has been a very busy time for AR's lobbying work, with the Government publishing a number of reports either for initial consultation or setting out its proposed policy response to previous consultations.

Of these, clearly the most important for AR and its members was a new draft streamlined PPS4 to replace inter alia the draft PPS4 published in 2007 and draft PPS6 in 2008. Both the two previous consultations had been welcomed by AR as the former gave greater emphasis in planning policy to providing for economic development and the latter proposed a new impact test which recognised 'wider' impacts including effects on employment and regeneration and indicated that they could justify the granting of planning permission provided they were significant and outweighed other considerations.

AR's on the new streamlined PPS4 were sent to DCLG on 28 July 2009. The key representation made in AR's response was its serious concern that the streamlined draft had lost much of the new focus on promoting

economic development set out in the two previous draft PPSs and that this better balance between economic and other considerations needed to be restored. In particular, concern was expressed that the more measured policy approach to development outside town centres proposed in the 2008 draft PPS6 had been watered down, the test becoming even more narrow and restrictive being focussed solely on town centre sites and limiting the weight which can be attached to regeneration and employment benefits of schemes outside town centres. The Government's response is awaited.

Another important consultative paper concerned securing greater flexibility in planning permissions. It asked for views on inter alia whether to introduce a temporary mechanism for extending the time limits for implementation of existing planning permission, how to implement a procedure for making minor material amendments and how to streamline non-material amendments. These changes, especially the first, would be advantageous to our members and we should respond positively. Regarding extensions to permissions, the



suggested basis of our response is that this is essential given the severe impact of the recession on the property industry. However, it should be permanent and not temporary and apply to all schemes not just major developments.

Regarding minor material amendments, the preferred solution suggested in the consultation paper is a new minor matters application process, but this would require primary legislation which usually has a lengthy implementation time-scale. An alternative in the short term would be to utilise section 73 (T&CP Act 1990), but this has the drawback that most decision notices do not list approved drawings and plans and would, therefore, be of limited use. AR view is that early primary legislation is needed.

Regarding non material amendments, the consultation paper suggests that the power within section 96A (2008 Planning Act) to permit such changes without the need for a new application and with restricted consultative requirements is adopted. AR supports this change. In addition to these two papers, AR is currently considering five other

new consultations. The first is 'The Examination Procedures for Significant National Infrastructure Projects' which sets out details of the procedures to be followed by the Infrastructure Planning Commission in examining applications for development consent. The paper is mainly concerned with process rather than policy and it is probable AR will note it but not respond.

The second is 'Streamlined Information Requirements for Planning Applications' which seeks views on proposals to make the requirements for information requested to accompany planning applications simpler and more proportionate. This is potentially of significant interest to AR bearing in mind the considerable cost and complexity of the current system and a response to the paper is being prepared. Responses must be made by 23 October. The third paper is 'Publicity for Planning Applications' and this, too, is of interest to AR and is under consideration. Again, responses are needed by 23 October.

The fourth is 'Introduction of the Community Infrastructure Levy' which seeks views on the detailed proposals

for the introduction of the CIL and is of considerable interest to AR. It is of major interest, also, to the rest of the property industry and a great deal of work has been undertaken by a number of industry bodies. AS views on the proposals are similar across industry bodies, the approach taken so far by AR has been to support these views rather than respond individually. This stance is being kept under review and is likely to be maintained. Responses are required by 23 October.

The last paper is 'PPS 15: Planning for the Historic Environment'. This sets out a new more modern and integrated approach to the conservation of the historic environment and heritage assets with a request for response by 30 October. It is under consideration, but is probably largely tangential to AR's main interests and although it is being closely monitored, an individual response is probably not needed.

Events

Burns supper

The Alternative Burns Supper returned to Shanghai Shuffles in Glasgow. The 50 AR Members and Guests were greeted by a piper as they arrived at the restaurant and then settled down to a "traditional" evening of Scottish entertainment. It did start promisingly with the Toast to the Haggis, performed by a kilted chef. However, the strong English contingent in the party could have done with subtitles to be reassured that the chef wasn't swearing at them! The tradition veered off track from the point when complementary Haggis Spring Rolls were served as a compulsory starter. Thereafter, whilst Burns was known to appreciate an evening of wine, woman and song, he surely would have turned in his grave at the mix of lukewarm chow mein, oversized cocktails and numerous out of tune karaoke favourites. Then again, perhaps not! A fantastic night was had by all, topped off with the sight of various AR members being removed from their tables before returning as a collection of Elvis impersonators. The chosen few shall remain nameless as their costumes just about hid their dignity! An excellent start to 2009, well supported and highlighted by the English crowd vowing to travel north again next year!

Lunchtime drinks

This year the lunchtime drinks events have been well supported and we shall be continuing them into 2010 at Fino's in Mount Street as this has proved a popular venue.

We would like to thank all our sponsors this year and if you would like to sponsor an event next year then please let us know immediately. louise@accessibleretail.co.uk.



Five Aside Football

The Annual Accessible Retail 5-a-Side Football Competition, sponsored by Wilkinson Williams, was held on Thursday 16th July at the London City Powerleague Centre. Ten teams, made up of over 60 Accessible Retail members played out the group stages leading to a knock out Cup and Plate competition. British Land were the eventual winners of the Plate competition, beating Savills in a tense penalty shoot out.

The Final of the Cup competition saw rivals Wilkinson Williams and Harvey Spack Field play out a close fought game, with Harvey Spack Field securing the Cup with a 2-1 victory courtesy of a David Comb wonder strike in the final minute.

The Wooden Spoon/Team of the Day trophy was awarded to AR Ladies, who should have progressed further in the competition but were hamstrung by their goalkeeper, Andrew Appleyard of Aviva Investors, who conceded 19 goals.



Professional forum and social evening

The Landlord & Tenant sector of Accessible Retail held their annual "Question Time" at The Mandrake Club on 7th May 2009, again kindly sponsored by Mason & Partners. The event maintains its popularity and this year was attended by 60 guests, with a particularly good retailer representation.

The focus of this years debate was the thorny issue of Disclosure. Presentations were made by Guy

Fetherstonhaugh QC, Falcon Chambers, and Graham Chase of Chase & Partners. The guests then split into syndicate groups to discuss current issues in the L&T market including the hierarchy of evidence and anchor lettings.

Afterwards, pizza and beer were provided and the discussions continued in a more informal environment! Mason & Partners have again agreed to sponsor next years event.

Golf Day

This year's annual Accessible Retail Golf Day was sponsored by The Thomas Partnership and held at a new venue, the Manor of Groves Hotel in Sawbridgeworth, Herts. The smaller venue and a tricky economic climate meant a slightly reduced number of players this year, but the lovely setting and a gloriously sunny day led to a thoroughly enjoyable and competitive day's golf.

In a very closely contested Individual Competition, Alistair Biggart took the main prize on a count back over the last 3 holes from Sean Lask in second place. Both players scored 41 points, but with Alistair scoring 6 points over the last 3 holes to Sean's 5 points. In third was Andrew Eldridge, just one point behind on 40 points.

Alistair Biggart completed the double by winning the Team prize as part of a four-ball with Simon Hawkins, Duncan McEwan and Jack Campbell. Nearest the Pin on the par 3, 13th was won by Jason Holden, Nearest the Pin in Two on the par 4, 4th was won by Bradley Searle and Toby Clowes won the Longest Drive on the par 5, 16th. The Ladies Prize was won by Sarah Munday and the prize that everyone was looking to avoid, the Wooden Spoon, was "won" this year by Will Rees. Sadly nobody

drove away in the shiny new BMW for a hole in one at the 1st tee. In hindsight, perhaps the nip of brandy off the tee, sponsored by Hammerson, may have been a factor. Maybe next year.

Special thanks to the Thomas Partnership for sponsoring this year's event despite the challenging market conditions and to Completely Retail for sponsoring the Nearest the Pin and Longest Drive prizes. Thanks also to Hammerson for sponsoring the refreshment buggy and providing a "sharpener" to loosen up the swing off the first tees. Finally, thank you to our hole sponsors; Chinacorp, Gilbert Bath, GVA Grimley, Lemon & Co and Leslie Clark.

Thank you to everyone who attended this year's event. Hopefully you will agree that the excellent facilities and staff at The Manor of Groves contributed to a hugely enjoyable and successful day. We all now look forward to the 2010 Accessible Retail Golf Day which is booked for 17th June and will be organised by Nalin Nilaweera.



New venue for L&T Golf Day

In a break from tradition, the fifth Accessible Retail L&T Golf Day was held at the new venue of Moor Park on August 25th, again kindly subsidised by main sponsors Yarnold & Partners and GL Hearn. Individual holes and the halfway house were also kindly sponsored. The event maintains its popularity and was fully booked with 32 golfers including agents, clients and retailers enjoying the fantastic course and facilities. 4 golfers also took part in a lesson and 9 holes with the club professional.

The golf was somewhat dominated by one person. John Butt of Lambert Smith Hampton who won the individual

event, nearest the pin and was part of the winning team. Other winning team members were Daniel Berrevoets, Robert Pegg and David Hackett. The longest drive was won by Nick Rice of Leslie Clark.

The event concluded with a 3 course evening meal, which included excellent steak and mushroom pies!!

Many thanks to Louise Oliver and Rob Lawson for organising the event.



Events

Citygrove and Parkridge Football match

Citygrove and Parkridge, in association with Accessible Retail, and supported by Permira once again sponsored a charity football match and barbecue in aid of The Variety Club Sunshine Coach Appeal at Stamford Bridge, home of Chelsea FC, on 19th May 2009.

The event began with a Sunshine Coach Presentation outside the Chelsea Copthorne Hotel. Three staff and four pupils from Holy Family Catholic High School in Liverpool received the coach from former players Ian Rush, Nigel Spackman and Ken Monkou. Holy Family Catholic School is situated in an area of deprivation and caters for 830 children aged 11 - 18 years. 200 of these children have difficulties including Asperger's syndrome, moderate learning difficulties and emotional and behavioural difficulties. We were delighted that representatives from the school were able to join us all the way from Liverpool to receive their new vehicle. An hour later the Out of Towners, drawn from the out-of-town retail property sector including developers, agents, occupiers, consultants and lawyers, pitted their skills against the Private Equity All Stars, the private equity investors' team captained by Damon Buffini of Permira. The celebrity football players joined the teams for the match and the result was a 5-0 win for the Out of Towners. A free pitch-side bar and BBQ was available to the spectators and the event then



continued late into the evening in The Centenary Hall with its amazing view across the stunning Chelsea pitch.

Toby Baines, Chairman of Citygrove said: "We have raised an amazing £40,000 through personal and corporate donations. It is an amazing total considering the current economic situation." "It just proves how much everyone believes in this fantastic cause," added Philip O' Callghan of Parkridge. This year's football match brought the collective total donated to the Variety Club's Sunshine Coach Appeal from the football matches and Accessible Retail Christmas lunches to over £739,500 which represents 42 coaches.



“We have raised an amazing £40,000 through personal and corporate donations. It is an amazing total considering the current economic situation.”

Philip O' Callghan of Parkridge.

Christmas 2009

This year's Christmas lunch is again being held at the London Hilton Park Lane on Thursday 3rd December and is again kindly sponsored by Carphone Warehouse and Best Buy Europe.

As in previous years we shall be having our After lunch Drinks party which we hope you and your clients will attend and with sponsorship this should enable us to offer some free drinks!

We shall again be supporting the Variety Club and hope to raise sufficient funds to enable us to present a further Coach to them at the lunch.

Our entertainment will be provided by the new and up and coming comedian, Adam Bloom.

“...Adam Bloom is a highly intelligent, dazzling, original thinker”

The Stage

The event is already booking up and should be an excellent day! All information can be found on our web site.

