

one VOICE

Issue 05 October 08

One voice for retail warehouse and superstore property



Accessible Retail wins the Variety Club Children's Charity's highly prestigious award



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The History of Accessible Retail

In the Mid 1990's the UK experienced a retail led boom much of the new floor space was built out of town delivered by a tight knit developer and agency led property community who were not slow to celebrate their success.

In 1995 OTRAS (Out of Town Retail Agents Society) was set up. It was the brainchild of Richard Ashworth, then of Hillier Parker, Chris Mackness of Grimley and the late Chris Lloyd Jones, Jim Banks of Rapleys was the first Chairman; followed by Richard Ashworth and Tom Johnson then of Chesterton. Its primary aim was for like-minded out of town agents to network with each other at social events. At first, the organisation had just a few social events, a golf day and a Christmas Lunch with a focus on childrens charities. The membership rose from around 120 to 300 members.

In 1999, Stephen Yarnold from Harvey Spack Field was Chairman, it was felt that the organisation should attempt to counterbalance new restrictive out of town retail planning policies and to do so to expand and encompass the landlord and retailers within the market and so the name changed from OTRAS to BCOTR (British Council for Out of Town Retail). BCOTR's aim was to provide one voice as an acknowledged authority on out of town retail property issues to lobby Central and Local Government and to influence relevant areas of public policy, particularly in relation to retail warehousing and food superstores. To achieve these objectives BCTOR would initiate research and co-ordinate information in relation to out of town retail issues and provide a regular programme of educational events and a framework of meetings to

share information and to exchange ideas between members. Membership was about 600 members.

At the same time, the organisation increased the number of events and networking opportunities for its members and continued to offer membership at a very competitive rate. Well attended events included, social sporting events such as golf, football and business lunches and an annual conference along with the annual Christmas lunch.

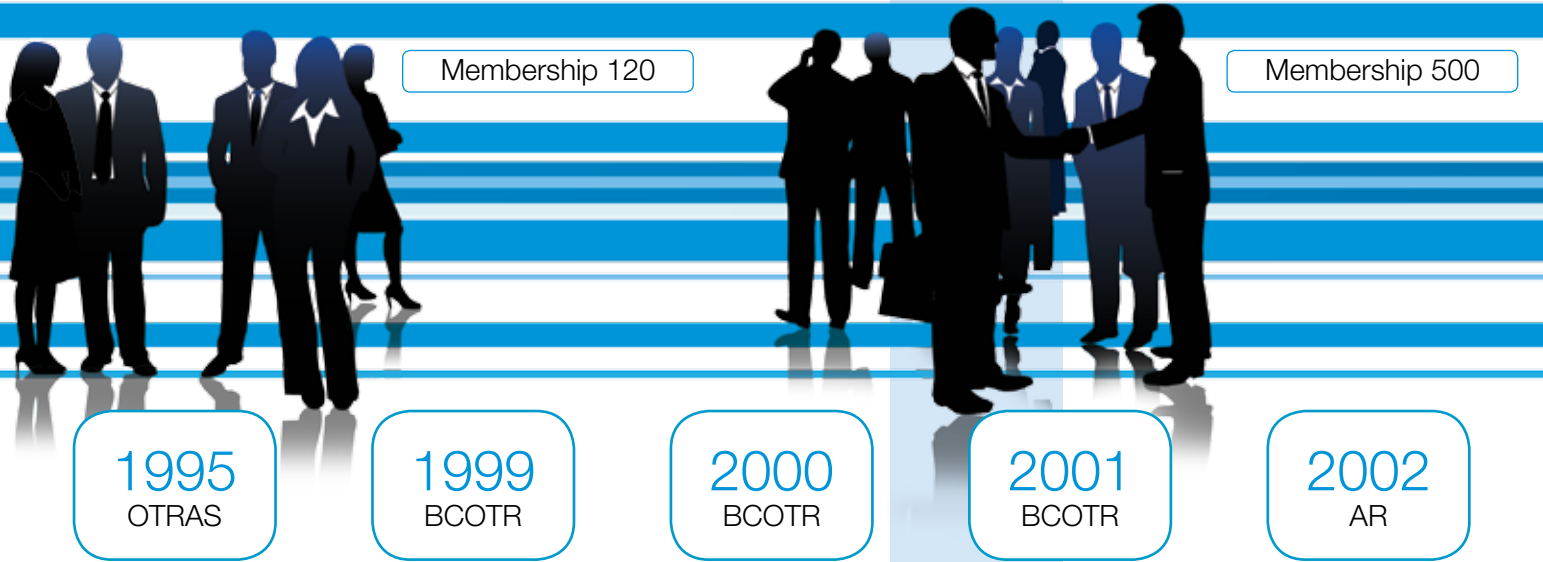
In 2000, Mike Taylor from King Sturge took over Chairmanship of BCOTR and the membership grew to 700. To promote a better understanding of the superstore sector, a new corporate membership was set up to increase funds for the organisation and for the research projects. A web site was also set up. The ambitious programme of events, both social and educational were continued along with various research projects.

Rt Hon John Gumer and Rt Hon Nick Rainsford, the Planning Minister, spoke at our Conference and a business lunch.

In 2001, Gregory Moore from Chase & Partners took over as Chairman and the level of activity continued to expand and he introduced a new executive committee structure and extended the secretarial support. A company limited by guarantee was formed. Corporate membership increased to 53 members comprising retailers, landlords, developers and agents and the membership continued to grow. The first Variety Club annual charity football match took place at Stamford Bridge and is still sponsored to this date by Parkridge and Citygrove.

In 2002, Henry Prescott from Mason Owen took over as Chairman and instigated a name change of BCOTR with its connotation of the challenge posed by Regional Shopping Centres to our high streets, to Accessible Retail. AR's main objective was to enhance its reputation as a body able to present well researched views and opinions of both retailers and landlords alike. AR was also aimed to promote in a positive and clear way an understanding of retail location and type. A new Lobbyist was taken on to facilitate getting the message across to Government. Membership continued to rise and the events programme was varied. A new Accessible Retail web site was also launched.

In 2003, Huw Stevenson from Dagleish took over as Chairman and continued the work of AR and appointed Will McKee, former British Property Federation President, as our new Chief Executive and Lobbyist. Accessible Retail was becoming a lobbying group, acting on behalf of every aspect of our industry to modify planning policies to allow for at least some growth in this important sector. The organisation saw an increase in retail and landlord members which assisted with the lobbying process. Substantial funds were raised during this year through a very successful Christmas lunch to further contribute to the Variety Club's Sunshine Coach appeal and to enable AR to progress its research further, including a project undertaken by Cardiff University and Manchester Business School into the efficiency of Out of Centre retailing targeted at the Treasury.



Membership 120

Membership 500

1995
OTRAS

1999
BCOTR

2000
BCOTR

2001
BCOTR

2002
AR

- Richard Ashworth
- Chris Mackness
- Chris Lloyd Jones
- Jim Banks
- Tom Johnson

Stephen Yarnold

Mike Taylor

Gregory Moore

Henry Prescott



In 2004 and 2005, Andrew Lewis-Pratt from the Junction became the first

non-agent Chairman of AR. His aims were to continue the lobbying for new development and to promote one voice for out of town retail property. A new committee structure was set up representing all the different aspects of our industry. Andy also started the negotiations to incorporate further landlord members to the organisation via SPIN-F. A "Gold membership" was set up based on the previous "Corporate membership" to further increase funds for the research projects.

AR sponsored the ODPM backed 'Under Served Markets Project' which sought to demonstrate the benefits of retail development in the regeneration of deprived areas.

In 2006, Andrew Appleyard from Morley became Chairman of AR and continued to provide a range of services to the membership, including networking and professional development. AR published a research paper, the contribution of retail to the economy highlighting the importance of retail employment to the economy and the individual. He continued to increase the activity to build a working relationship with Parliament and Government to increase awareness of the economic, competitive and social benefits the sector provided and ultimately to promote a regulatory and legislative framework which allowed these to flourish. SPIN-F members continued to be incorporated within AR.

In 2007, Andrew Friend from Henderson became Chairman and continued to expand the landlord and retailer

membership base. SPIN-F was now incorporated within AR and the membership was about 900 and growing. The social events continued to flourish and improvements were made to the website.

In 2008, two events highlight AR's success; in May AR was awarded the International Corporate Award at the Variety Club's international convention in New Zealand in recognition of the £750,000 donated by its members and sponsors. In July, we saw the publication of proposed revisions to PPS6 recognising the contribution retail can make to economic and social regeneration and encouraging greater competition in the sector.

Philip Bell-Brown has taken over as Chairman of AR as our first "Retailer" Chairman.

Lobbying government remains one of AR's principle aims and Will Mckee

provides an excellent overview of current activity. Planning policy seems to be the source of much activity in Whitehall and the current review of PPS6 provides AR with an opportunity to present our own research to continue to promote awareness of the role that out of town retailing plays in the economy and how out of centre development should not be simplistically perceived as a threat to town centres but essential retail supply that can support town centres. Many thanks to Will for his continued work on behalf of AR.

We are currently reviewing our web site with a view to redesigning our site and possibly connecting to a property details database to allow AR users quick access to information and plans relating to out of town property. I know this would assist many occupiers in their decision making. I would like to thank Mark Rudman for his valuable contribution to the website and Mark would welcome any feedback and ideas relating to website development.

Finally our networking events continue to be a great success and well supported by all our members. Full details of this year's events can be found in this newsletter and I would like to thank you all for your continued support and to Louise Oliver for organising all these events. I look forward to seeing many of you at this year's Christmas Lunch on Thursday 4th December 2008.

Chairman's Overview 2008

Welcome to this year's bumper edition of One Voice, our annual Accessible Retail newsletter. You will notice from the front cover that AR has been honoured by Variety Club with the International Corporate Award. This is a great achievement in recognition of the £750,000 raised for the Variety Club by AR and one we can all be proud of. Our newsletter provides a detailed history of AR, which I found fascinating and this shows just how much AR has grown since its inception in 1995. It is particularly pleasing to see our membership has grown to 950 with, 130 new members this year, including 10 new retail organisations. May I extend a warm welcome to all new members.

Membership 950



2003
AR

□ Hugh Stevenson

2004-5
AR

□ Andrew Lewis-Pratt

2006
AR

□ Andrew Appleyard

2007
AR

□ Andrew Friend

2008
AR

□ Philip Bell-Brown

Lobbying government



Promoting the retail warehouse property sector

AR's mission is 'to promote the retail warehouse property sector' and one of its principal activities which helps to secure this is lobbying Government and statutory bodies to provide a planning, tax and financial framework which will help the sector to meet consumer demands, improve efficiency and become sustainable. Principally, this work involves scrutinising proposed legislation/regulation for its impact on our industry, making representations including suggesting drafting changes where they are needed and commissioning independent research to seek support for the industries views.

Given the importance of this work, AR's lobbying and research campaigns have featured prominently in past newsletters, but usually only the current campaign or research. One of the drawbacks of this is that it loses sight of the organisation's overall efforts over time on behalf of members' interests. This newsletter, therefore, reviews AR's lobbying work over the last five years including those currently under way.

During this period AR has completed responses to six major Government consultations: PPS6 (in 2004); Mezzanines; Planning Call-Ins; PPS4,

Sub National Economic Development and Regeneration; and the Barker Report. In support of these responses, AR commissioned research on the 'Contribution of the Retail Sector to the Economy, Employment and Regeneration' (with Business in the Community) and published the results widely including to the Treasury and the Department of Communities and Local Government.

The unifying theme of these campaigns was the need for Government to recognise the important economic contribution made by the industry and



to reflect this in national planning policy. Significant progress has been made in that the Government has now published PPS4, a new national planning policy document designed to ensure local and strategic planning bodies give due weight to economic development issues in their planning documents. Similarly, providing for GDP growth and improved competitiveness lies at the heart of the Sub National Review of Economic Development and Regeneration.

Important though these results are, only a start has been made in changing Government thinking and continuing to demonstrate the economic importance of our industry remains our prime consideration in the consultation documents currently being worked on by AR and the research we are undertaking on the issues they raise. Shortly, the Board of AR will be finalising its response to the latest consultation on PPS6 (in 2008) and the Killian Pretty Review of the working of the development control system. Among the encouraging changes proposed in the partial revision to PPS6 is that local authorities should: emphasise the economic and employment benefits of retail investment; support sustainable economic growth; provide new centres where there are existing deficiencies; take both qualitative and quantitative factors into consideration; and give additional weight to development in deprived areas. Also importantly for our industry, the 'need' test is removed and replaced with a requirement that proposals outside of town centres do not create adverse impacts on the surrounding areas. AR will be supporting these changes.

In support of its continuing campaign on the policy content of PPS6, AR commissioned GVA Grimley to undertake a major piece of research into the causes of town centre decline and prosperity. AR believes that these matters are not dealt with properly in PPS6 which overall sees all out-of-centre retail development simplistically as a threat to town centres and fails to recognise fully that out-of-centre development can be complementary. The first part of the research was published in July of this year concluding that the issue was complex and that the indicators of town centre vitality in PPS6 only tell a part of the story and can easily be misinterpreted. The new retail floor space needed as a result of the huge

growth in expenditure over the last 30-40 years could not have realistically been accommodated in existing town centres without massive physical change, which would have been difficult to achieve in many cases and highly undesirable in others. Changes in the supporting infrastructure required and in the scale and design of stores including the need for flexibility have meant that some edge or out-of-centre development was inevitable and desirable. The study shows, also, that a large variety of factors affect the vitality and viability of town centres and out-of-centre development alone cannot be blamed for all the problems faced by town centres. The second part of the study, which is due to start later this year, will examine the detailed operation of these factors in a representative sample of town centres with a view to identifying a set of principles which can inform future policy in PPS6.

The Killian Pretty Review examines a number of issues of general concern to the industry in making planning applications for development and reflect the nature of the problems being encountered:

The lack of consolidated legislation; the widespread use of unnecessary and inappropriate conditions; difficulties in the operation of the Planning Performance Agreements; and the lack of speed, quality and appropriate skills in the operation of development control system by planning bodies. Shortly, the AR Board will send in its observations and recommendations on how these problems can be resolved.

Alongside responding to specific consultations, AR continually monitors a wide range of Government documents and research in order to ensure it identifies issues which should be taken up on behalf of the industry. In the past five years this has included looking at and keeping abreast of many policy initiatives and currently these include: the Planning Bill; Empty Business Rates; the report of the Competition Commission on supermarkets; PPS12; Valuing Planning Obligations; the Scottish

SPP8; the Heritage Bill; the Community Infrastructure Levy; the DCLG report on a Framework for Regeneration; Section 106 agreements; and the scoping study undertaken by the Economic and Social Research Council on Contemporary and Future Challenges in the UK Retail Sector.

In support of its continuing campaign to demonstrate the economic worth of the industry, AR has commissioned Experian to undertake an annual survey (the first survey will be published later this year) of the contribution the sector makes to growth in GDP, improvements in efficiency and competitiveness, growth in sustainable employment and investment with a view to building up support for the sector within Government, particularly the Treasury and the Department of Business. The key aims of these powerful ministries are to achieve growth in GDP, improvements in efficiency and competitiveness, growth in sustainable employment and investment and AR has decided it should map out on an annual basis the contribution the out-of-centre retail industry makes to these four targets.

Various data sets will be collected including: out-of-centre retail spend as a % of all retail spend; inflation/deflation in retail prices and consumer prices; out-of-centre volume growth as a % of value growth; % increase in out-of-centre floor space efficiency; % of all retail employees employed in retail warehouses; and the performance of funds with high exposure to retail warehouses compared with those with a low exposure.

In summary, AR has undertaken and continues to work on a wide range of work to support its vital lobbying work on behalf of the industry. Where it is important to do so, AR responds on its own behalf, but where appropriate, it will collaborate with colleague organisations such as the BCSC and others to widen the basis of support for its campaigns.





Website update

The present incarnation of the AR website is now 2 years old. The website currently shows a rate of 656,435 hits between August 2007 and August 2008, and a total number of visitors for the same period amounting to 41,107. This reflects a "mean average" number of hits per visitor of c. 15.97 per annum. The most popular months by some way are December, July and January.

The website is predominantly used by new members to join and by existing members to view and register for upcoming events, and to view

the write ups and photographs subsequently.

The website also provides a databank of research undertaken by, or on behalf of AR, which are used to promote the retail warehouse property sector in general often through the lobbying of Government and statutory bodies.

In order that the website can be of more use to the AR membership, we are currently reviewing its design in tandem with a restructuring in order that the website can be viewed from the majority

of web browsers. We are also reviewing how AR might be able to provide, or support the development of a 'property details database' that will be available to landlords, retailers and agents who have retail warehouse/foodstore properties to market/promote.

Any comments or suggestions on how the website may be improved for your use will be gratefully received. Please contact Mark Rudman at King Sturge.
mark.rudman@kingsturge.com

News

Lunchtime drinks

This year the lunchtime drinks events have been well supported and we shall be continuing them into 2009 at a new west end venue!

We would like to thank all our sponsors this year.



Membership report 2008

We are very pleased to announce that this year AR has increased its membership substantially to a figure of 950 of which 130 new members have joined including 10 new retail organisations.

Our membership Handbook and mini directory provide an excellent reference of all the members and can be used on a daily basis. We are grateful to all our sponsors who support this publication.

Should you have any colleagues who would like to join AR, please contact Louise Oliver, T: 01799 544901 E: louise@accessibleretail.co.uk. Alternatively you can join via our web site: accessibleretail.co.uk.

AGM success continues

This year we had another very successful tour of Birstall Shopping Park, Leeds with a hosted lunch followed by our AGM Meeting and an evening out in Leeds City Centre.

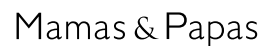
We are fortunate to have the support of various sponsors, including, Pizza Hut, British Land, Mamas & Papas, Savills, Simons Developments, King Sturge, AWS, Pudney Shuttleworth, Atisreal, Ikea, Next and Gap.

We look forward to next years AGM.

Professional Evening

The Landlord & Tenant sector of Accessible Retail held their annual "Question Time" at The Mandrake Club on 8th May 2008, kindly sponsored by Mason & Partners. The event continues to grow in 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 mezzanines. Presentations were made by Adam Pyrke of Colliers CRE entitled Mezzanines: A Stable Platform for Growth? and by Guy Fetherstonhaugh QC, Falcon Chambers, entitled Mezzanines: To Disregard or not to Disregard? The guests then split into syndicate groups to discuss issues in the L&T market including Third Party Costs which was particularly topical and may form the basis of next year's event!! 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.



AR Wins prestigious award



I am delighted that Accessible Retail has won Variety Club Children's Charity's highly prestigious International Corporate Award.

Since 1993 the Variety International have honored corporate sponsors which have formed outstanding relationships with their Tents. Great Britain is Tent 36 and had no hesitation in nominating Accessible Retail.

These Awards were presented at the 2008 Variety International Convention in Auckland, New Zealand. We formerly presented the award at the charity Football Match on the 14th May 2008.

Variety Club have had a long standing relationship with Accessible Retail which started 8 years ago with the introduction

of the charity football match when Toby Baines of Citygrove and Philip O'Callaghan of Parkridge decided to organise and sponsor the first event with their team playing against Accessible Retail.

Since then, Accessible Retail also began to support the Sunshine Coach Programme through their Christmas Lunches.

With the support from both these annual events, Accessible Retail has raised over £700,000. This has enabled sponsorship of a total of 44 Sunshine Coaches which is an outstanding contribution.

Variety Club is enormously grateful for the unrivalled support from Parkridge and Citygrove and also Permira and all other companies associated with Accessible Retail and the charity

football matches. The dedication of small group of people and the generosity of their members have made Accessible Retail one of Tent 36's largest corporate sponsors bringing joy and happiness to children throughout the UK.

Norma
Chief Barker 2008



Social Scene

It has been another busy social year for Accessible Retail members.

Clay Pigeon Shoot

The social calendar kicked off with the Clay Pigeon Shooting at West Wycombe shooting club in May sponsored by Gilbert Bath which was, as always, a well attended and hard fought tournament.



Retail and Leisure Property Awards

Londons' Grosvenor House Hotel was the venue for the Retail and Leisure Property Awards 2008. Congratulations to the winners!

AR Developer/Investor of the Year
Castlemore

AR Retail Agency team of the year
Morgan Williams

AR Best new retail park
Stevenage Retail Park
(Castlemore)

AR Retail Deal of the year
Hercules/Crown Estate joint venture

AR Accessible Retailer of the year
Asda (Living)

AR Green Award
Marks & Spencer

Retail+Leisure
Property
Awards **08**

Future Events

Events to look forward to for the rest of the year include the annual Tenpin bowling and curry night sponsored by Comet and Stephen Smart & Partners on the 18th November and, of course, the Annual Christmas Lunch. This will be held as usual at the Hilton on Park Lane and will again be hosted by John Inverdale, with the after lunch entertainment being provided by the up and coming comic talent Simon Evans.

If you would like to organise or sponsor an event in 2009. Please contact Louise Oliver, T: 01799 544901 E: louise@accessibleretail.co.uk.



□ Gilbert Bath Clay Pigeon Shoot
Lee Powell and Neil Gilbert



□ British Land Annual Golf Day
1st Place: Richard Allsop



□ British Land Annual Golf Day
Trevor Wood in the stocks



□ Wilkinson Williams 5 aside Football match



□ Wilkinson Williams 5 aside Football match

Charity football



The eighth charity football match

The eighth charity football match, sponsored by Parkridge and Citygrove took place in May at Craven Cottage, home of Premiership football club, Fulham FC.

The Out-of-Towners beat the Private Equity All-Stars 4-3 in a close game with a hat-trick from Man of the Match, John Ronan of Citygrove.

England football legends John Barnes and John Scales played a half for each side and presented prizes after the riverside barbecue where the revellers enjoyed "Elvis" and a free bar.

Through the continued generous hospitality of Citygrove and Parkridge, every penny of the £65,000 donated

at the event went directly to the Variety Club Sunshine Coach Appeal.

Our congratulations to Philip O'Callaghan and Toby Baines who each received a special award of appreciation for their outstanding support of the Variety Club over 8 years, from the Chief Barker, Norman Kaphan.

Our thanks go to them, Claire Hawtin of Citygrove and Alice Salt and Sophie Hawksley of Parkridge for all their hard work in putting together this fantastic event and organising the visit of Priory School, Bury St Edmunds who played on the pitch, had lunch on the riverside and received the keys of their brand new Sunshine Coach from Eastenders star Gemma Bissex (Clare Bates).



Events 2008

5-a-side football

Thursday 11th July saw the 7th Annual Accessible Retail 5-a-side tournament, sponsored by Wilkinson Williams take place at London City Powerleague. The move to a more central location seemed popular as more teams than ever before registered to play. Having had very bad weather earlier in the week, the 16 teams were pleased to see the sun come out and a competitive tournament commenced.

As usual there was a wide range of talent within the teams, with agents, landlords and retailers all represented. This year saw the first appearance of an all female team, in the guise of The AR Girls who despite losing all their games, showed the true spirit of the tournament and were awarded the "team of the day" trophy.

Following a number of grudge matches in the group games, the stronger teams proceeded through to the knock out stages with ultimately Hammerson and Parkridge meeting in the final. After a very competitive game Parkridge ran out winners 2-1. In the Plate competition, newcomers Sainsburys beat a spirited Strutt and Parker team 5-1 to take home the silverware.

After the presentations everyone enjoyed a well deserved beer and barbeque in the sunshine with many people subsequently moving onto the nearby Light Bar to continue long into the night."



□ Wilkinson Williams 5 a side Football match
Winning team Parkridge

Golfers update

Forrest of Arden

"More than 130 golfers attended this year's highly successful AR Golf Day at the Marriott Forest of Arden near Birmingham. The weather held out perfectly, despite some gusty winds which helped produce both some sublime play at times as well as several notable hackers! British Land kindly sponsored the entire day, including after dinner activities which included several inflatable-themed sports activities including inflatable human football, running bungee and gladiator-style jousting.

This year's overall individual winner was Richard Allsop from Morgan Williams, with the winning team on the Arden course comprising Dan Clarke (British Land), Jonathan Salt (Harvey Spack Field), David Marsden Wilkinson Williams) and Jean Pierre Permutt (Curo Sterling).

The evening peak was reached when Trevor Wood was nominated for a soaking in some medieval-style stocks, closely followed by Nick Banfield (Collier CRE) and Bradley Searle (GVA Grimley) fighting it out to be next year's AR Golf Day organisers in a pair of inflatable sumo-wrestling suits! Bradley narrowly lost the best-of-seven rounds tie and hence will be in touch about the arrangements for 2009's event."



□ British Land Annual Golf Day
Winning team

Hanbury Manor

The fourth Accessible Retail L&T Golf Day was held at Hanbury Manor on August 27th, kindly subsidised by new sponsors Yarnold & Partners and GL Hearn. Unusually for August in 2008, it did not rain!! The event continues to grow in popularity and a record number of 36 golfers including agents, clients and retailers enjoyed the course and facilities. 4 golfers also took part in a 2 hour lesson with the club professional.

The main competition was won by Jeremy Oates of GVA Grimley with a record score of 43 Stableford points. His handicap will be cut next year!! The longest drive was won by Stephen Yarnold of Yarnold & Partners and nearest the pin was won by Steve Robinson of Chinacorp. The Ladies prize was won by Kathryn Smith of Cushman Wakefield and the most improved golfer was Andrew Hetherton of GL Hearn.

The event also included a 3 course evening meal, where the days golf was debated in a more informal environment.

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



□ L&T Golf Day Hanbury Manor
Winning team

Christmas Lunch 2008

Thursday 4th
December

This will be held as usual at the Hilton on Park Lane and will again be hosted by John Inverdale, with the after dinner entertainment being provided by the up and coming comic talent Simon Evans.

Simon Evans was one of only three British comics invited to perform at the prestigious Aspen Comedy Festival in 2005, alongside Stewart Lee and Eddie Izzard. The previous year saw him receive a highly enthusiastic reception for his Gala set at the famous Just for Laughs Festival in Montreal, where he also headlined the Brit-Com package show to great acclaim. Needless to say, Simon is a firmly established attraction on the circuit ('A comic at the top of his game and wreaking of experience', according to Funny.co.uk). He headlines regularly at the Comedy Store and top clubs around the country, from the Glasgow Stand to the Brighton Komedia, as well as selling out shows at the Edinburgh, New Zealand and Cape Town Comedy Festivals.

To book tickets contact:
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■ Simon Evans



■ John Inverdale - Christmas 2007