

# PMA

PROPERTY MANAGERS  
ASSOCIATION

Protecting retailers occupancy interests  
through effective co-ordination

## Annual Conference 2011 Thursday 19th May

Lancashire County Cricket Ground  
Manchester Members Suite



LANCASHIRE COUNTY CRICKET CLUB

Sponsored by

**Tushingham Moore**  
www.tushinghammoore.co.uk  
CHARTERED SURVEYORS

Supported by



**Watts.**

# Itinerary

## 10:00am – Arrive

Lancashire County Cricket Ground, Manchester  
The Members Suite

## 10:00-10:45am – Coffee and Networking

## 10:45am – Conference Starts

## 10:45am - Welcome and Presentations

**James Hamilton** - PMA President

## 11:15am – Guest Speaker 1

**Lorcan Mooney** - Fund Manager, Real Estate, Standard Life Investments

Investment Philosophy, and holding strategy.  
Working with tenants

## 11:45am – Guest Speaker 2

**Neil Richmond** - Neil Richmond & Co  
Leisure Property Consultants

The recessionary impact on UK leisure operators

## 12:15pm– Coffee and Networking

## 12:45pm – Guest Speaker 3

**Simon Bates and Caroline Smith** - Harvey Ingram LLP

The competition hots up for retailers - the Competition Act reforms

## 1:15pm – Sponsored Lunch

**Tushingham Moore Presentation and sponsored lunch**

## 2.30pm – Guest Speaker 4

**Trevor Rushton** - Watts Group plc  
Deleterious Materials of the Future

## 3:00pm – Guest Speaker 5

**Graham Chase** - Chase & Partners  
Retail market overview

## 3:30pm – Coffee and Networking

## 3:45pm – PMA Workshops

*(Guests will be split into three groups for a 15 minute session and then rotated accordingly)*

## Workshop 1 - High Street / Multiple Shops

**Hosted by Mark Bowles, Ian Griffiths, James Hamilton**

### Issues for Discussion:

Potential sub-sector committees e.g. A3 users, local high streets, charity shops, estate agents, bookmakers etc

**Challenge: will we get participants?**

- Rent reviews- need for coordination, recent good wins?
- Lease terms / concessions - should we share the information - best way to do it without an expensive database
- Business rates- should we use the PMA to challenge?

## Workshop 2 – Shopping Centres

**Hosted by John Gray, Simon Willets, Graham Seaton**

### Issues for Discussion:

Service charges - involvement in SC committee with John and challenging landlords

- Co-ordination of difficult landlords
- 10 point marketing plan- support from retailers
- Kite mark / consultancies etc..
- Rent review co-ordination

## Workshop 3 – Large Stores / Retail Parks

**Hosted by Joe Simons, Nick Kidd, Ed Budden**

### Issues for Discussion:

Large store co-ordination- is out of town committee the right forum- should it include more participants?

- Should we work alongside AR?
- Out of town parks and service charges / running costs

## 4:30pm – Conference Closes

**Conference Closes – James Hamilton – PMA President**

## Open Networking

## 6:30pm – Cocktail Party

**Tushingham Moore Cocktail Party**  
The Great Hall, Town Hall, Albert Square, Manchester