BIDS NOW AND IN THE FUTURE

Things we are learning about BIDs during the Covid-19 Pandemic

CHRIS TURNER

The industry is now facing its biggest challenge to date. The crisis afflicting the UK's retail sector, which is symptomatic of the decline of many of our high streets, was already in evidence before the pandemic (a record net 2481 stores disappeared from the main 500 high streets in GB during 2018).

However, its effects have now been accelerated by Covid-19; two English and a range of other national and regional lockdowns

WHAT HAVE WE BEEN GOOD AT DURING THE PANDEMIC?

the POWER of 10

THE VIRTUAL NATIONAL BIDS CONFERENCE

British BIDs 10
Leading the BID industry for 10 years

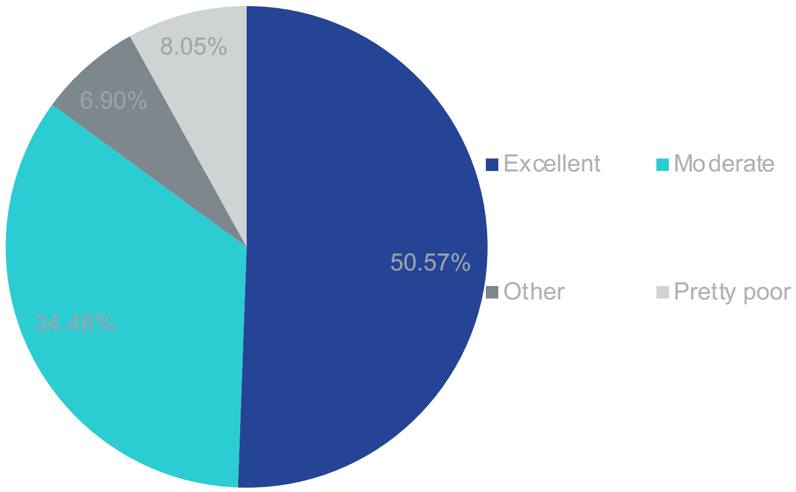
WHAT WE DID

- We provided information and advice to you on the grant funding from government
- We kept our Rangers operational throughout the lockdown and kept our Business Crime reporting active
- Keeping your property safe and secure when you furloughed your staff
- We advised you on the various stages of the reopening as the rules became clearer
- We have been very heavily involved in the signposting of the town as people returned to shopping and food areas
- We are managing new lockdowns
- We are now planning for Christmas and the New Year
- We are developing the marketing campaigns to increase consumer confidence so that those who are wanting to come back feel safe and return

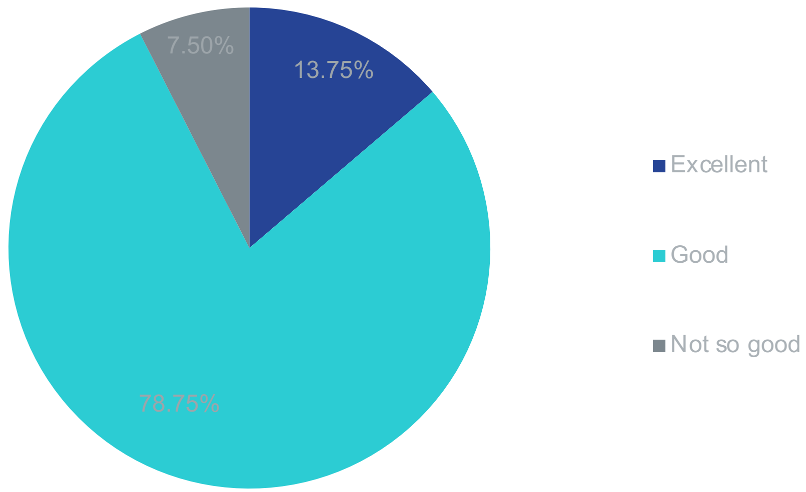
THE VIRTUAL NATIONAL BIDS CONFERENCE

the POWER of 10

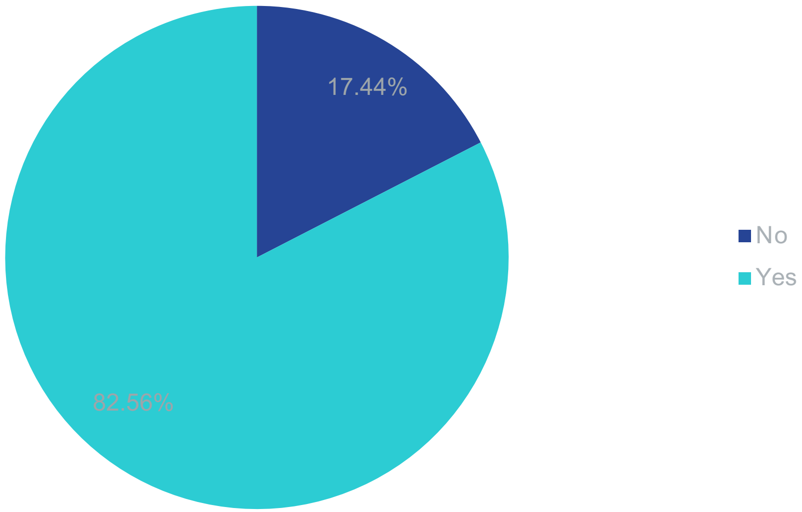
Local Authority Relationships



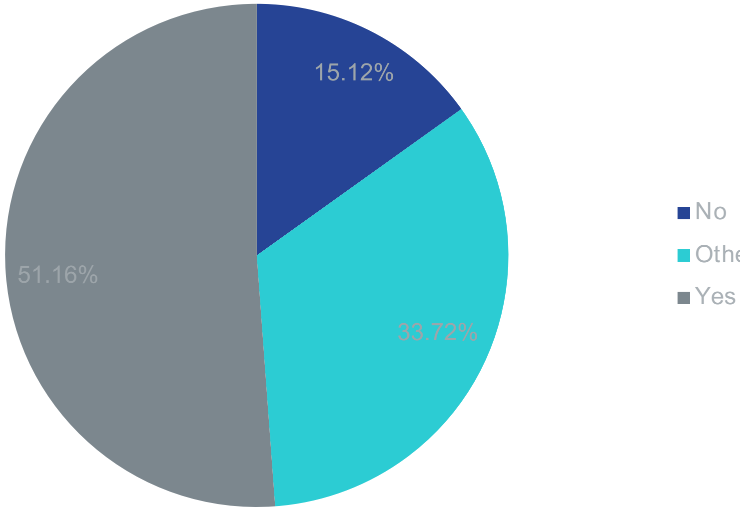
Relations with Levy Payers



Business Crime reduction



National Levy payer relationships



British BIDs 10
Leading the BID industry for 10 years

Has your Board been able to fulfil their leadership and governance role during this time?

Absolutely	39.08%
As best they could	24.14%
Not really	4.60%
Pretty reasonably	20.69%
Somewhat	11.49%
Grand Total	100.00%

the POWER of 10

THE VIRTUAL NATIONAL BIDS CONFERENCE

THE ROLE OF GOVERNMENT

British BIDs™ 10
Leading the BID industry for 10 years

DO GOVERNMENTS SUPPORT US

"BIDs are uniquely placed and have a proven track record of success in supporting local businesses, empowering communities, championing our town centres and driving forward the renewal of our high streets."

High Streets Minister Simon Clarke MP May 1 2020

The story of the English government funding for developing town centres and the high street is complex, with originally three separate funding streams: Towns Fund, Future High Streets Fund and the Heritage Action Zone ; worth in total some £3.6 billion, and some overlap in terminology and indeed money. This was then augmented by another £50m of EU funding to respond to COVID.

ENGLISH GOVERNMENT FUNDING

and support for the high street

Regions	Projects
East Midlands	23
East of England	30
Greater London	7
North East England	5
North West England	40
South East England	17
South West England	35
West Midlands	35
Yorkshire and the Humber	29
Grand Total	221

WILL WE SURVIVE THE PANDEMIC FINANCIALLY?

THE VIRTUAL NATIONAL BIDS CONFERENCE

the POWER of 10

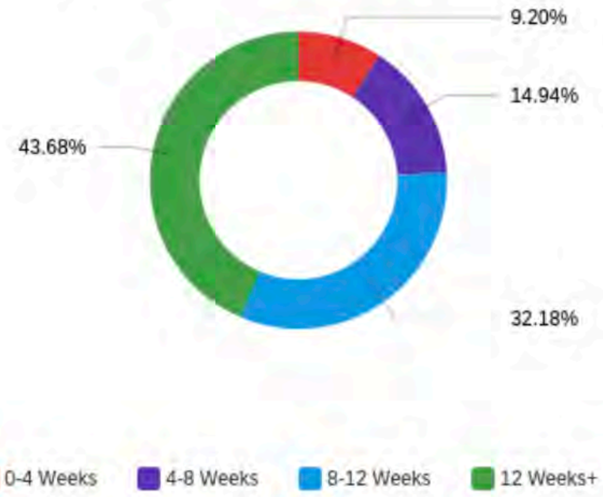
British BIDs™ 10
Leading the BID industry for 10 years

RESERVES AT THE START OF THE LOCKDOWN

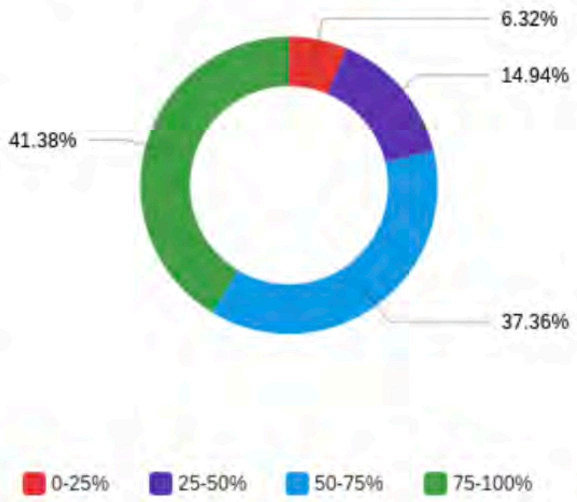
Reserves	Level of reserves	% reserves as a % of levy
Lowest	-£95,474	-27.30%
Lower Quartile	£24,147	3.52%
Median	£93,982	21.58%
Upper Quartile	£185,977	39.51%
Highest	£2,575,805	121.54%

WHAT WE THOUGHT WE MIGHT GET BACK IN APRIL

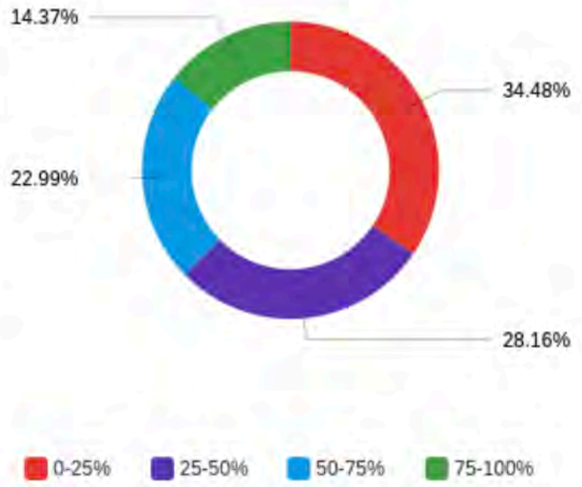
With no additional income, for how many weeks would your reserves (if any) cover your operational overheads?



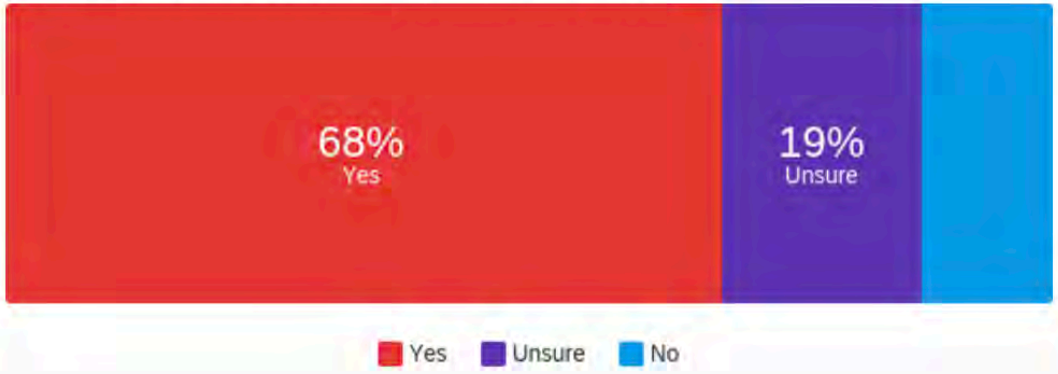
What proportion of your total levy comes from the retail, leisure and hospitality sector?



What percentage of this years' levy are you expecting to be paid?



Do your current financial circumstances threaten the future of your BID?



BIDs by country	What percentage of your levy do you think you collected by October 1st?
England	56.2%
Ireland	90.0%
Northern Ireland	57.0%
Scotland	0.0%
Wales	41.3%
Grand Total	55.4%

FINANCIAL SURVIVAL

	Do you think this will allow you to survive until the next Levy collection date?
No	10.23%
Really not sure	13.64%
Yes	76.14%
Grand Total	100.00%

THE VIRTUAL NATIONAL BIDS CONFERENCE

HOW MUCH HAVE WE HAD TO CUT?

THE VIRTUAL NATIONAL BIDS CONFERENCE

the POWER of 10

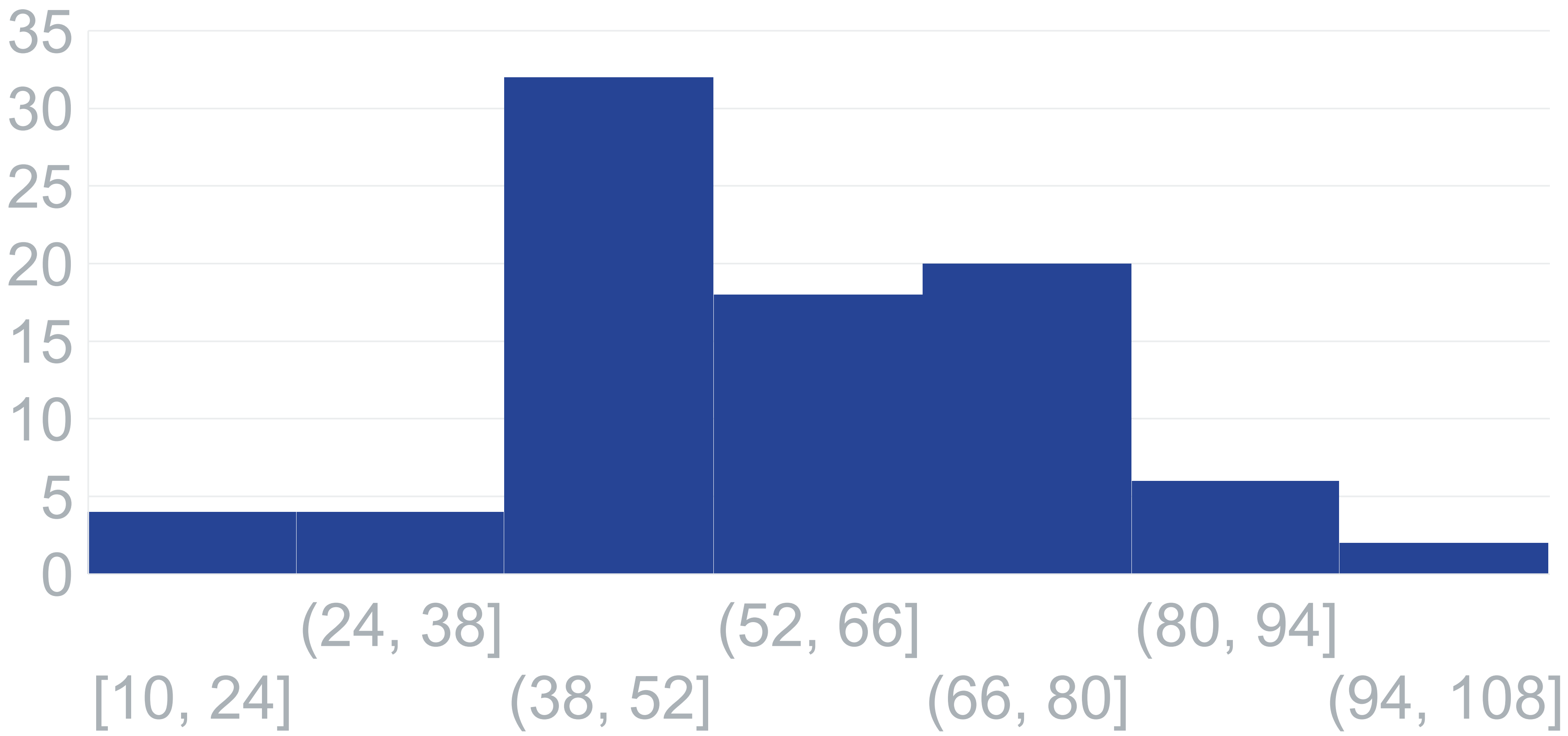
	Average of how much, in pounds, have you had to take out of your total budget this year, because of reduced Levy income during the COVID-19 pandemic?	Average of what % of your BID levy income is this?
England	£158,580.78	31.70%
Northern Ireland	£135,000.00	30.00%
Scotland	£120,000.00	50.00%
Wales	£220,000.00	57.00%
Average total	£158,146.56	32.53%

British BIDs™ 10
Leading the BID industry for 10 years

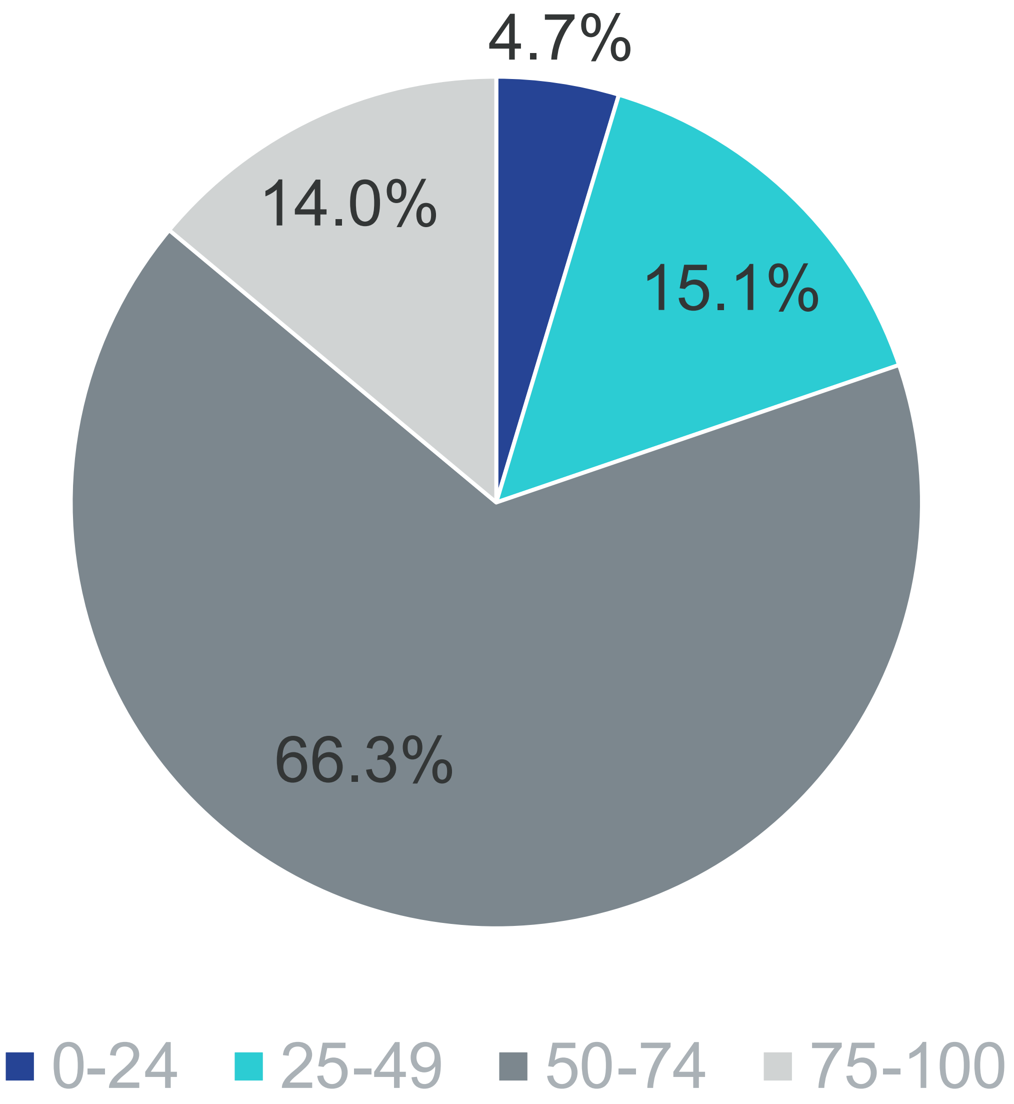
	Are you thinking of making major changes in your business plan for your next ballot, following COVID-19
not really	60.5%
yes	39.5%
(blank)	0.0%
Grand Total	100.0%

WHAT ABOUT BALLOTS?

BALLOT CONFIDENCE



BALLOT CONFIDENCE



BALLOTS AND THE FUTURE

Region or Country	Number of BID terms endings by March 31
East Midlands	2
East of England	1
Greater London	14
Ireland	1
North West England	6
Northern Ireland	2
Scotland	6
South East England	3
South West England	3
Wales	6
West Midlands	5
Yorkshire and the Humber	4
Grand Total	53

THE VIRTUAL NATIONAL BIDS CONFERENCE
the POWER of 10

BALLOTS SINCE FIRST LOCKDOWN

BID Terms	Count of Ballots	Turnout %	In favour by number %	In favour by rv %
2nd term	4	38.0	68.9	82.3
3rd term	1	46.0	92.0	89.0
Grand Total	5	40.0	73.5	84.0

WHAT ELSE ARE WE THINKING ABOUT?

THE VIRTUAL NATIONAL BIDS CONFERENCE

the POWER of 10

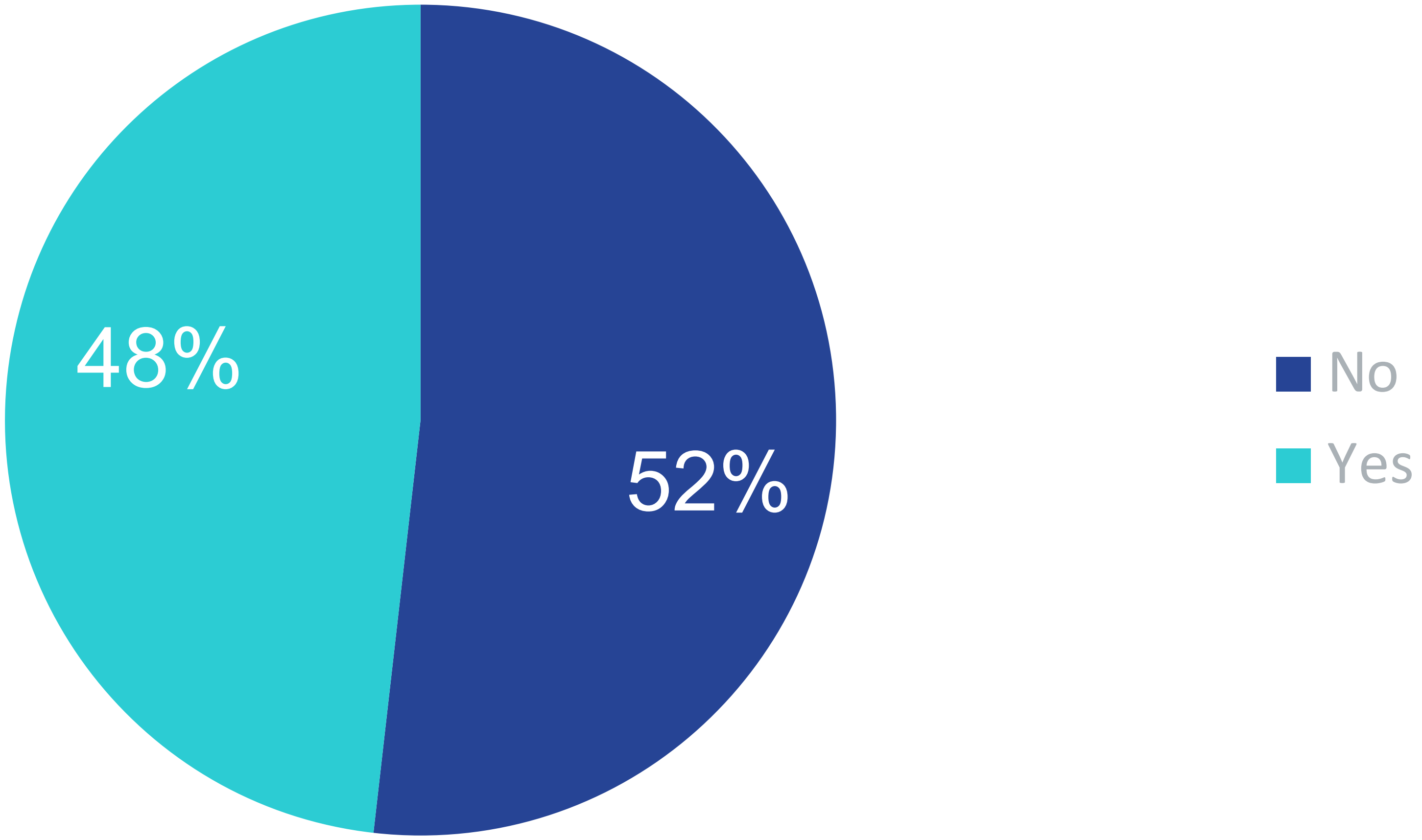
British BIDs 10
Leading the BID industry for 10 years

THE VIRTUAL NATIONAL BIDs CONFERENCE

the POWER of 10

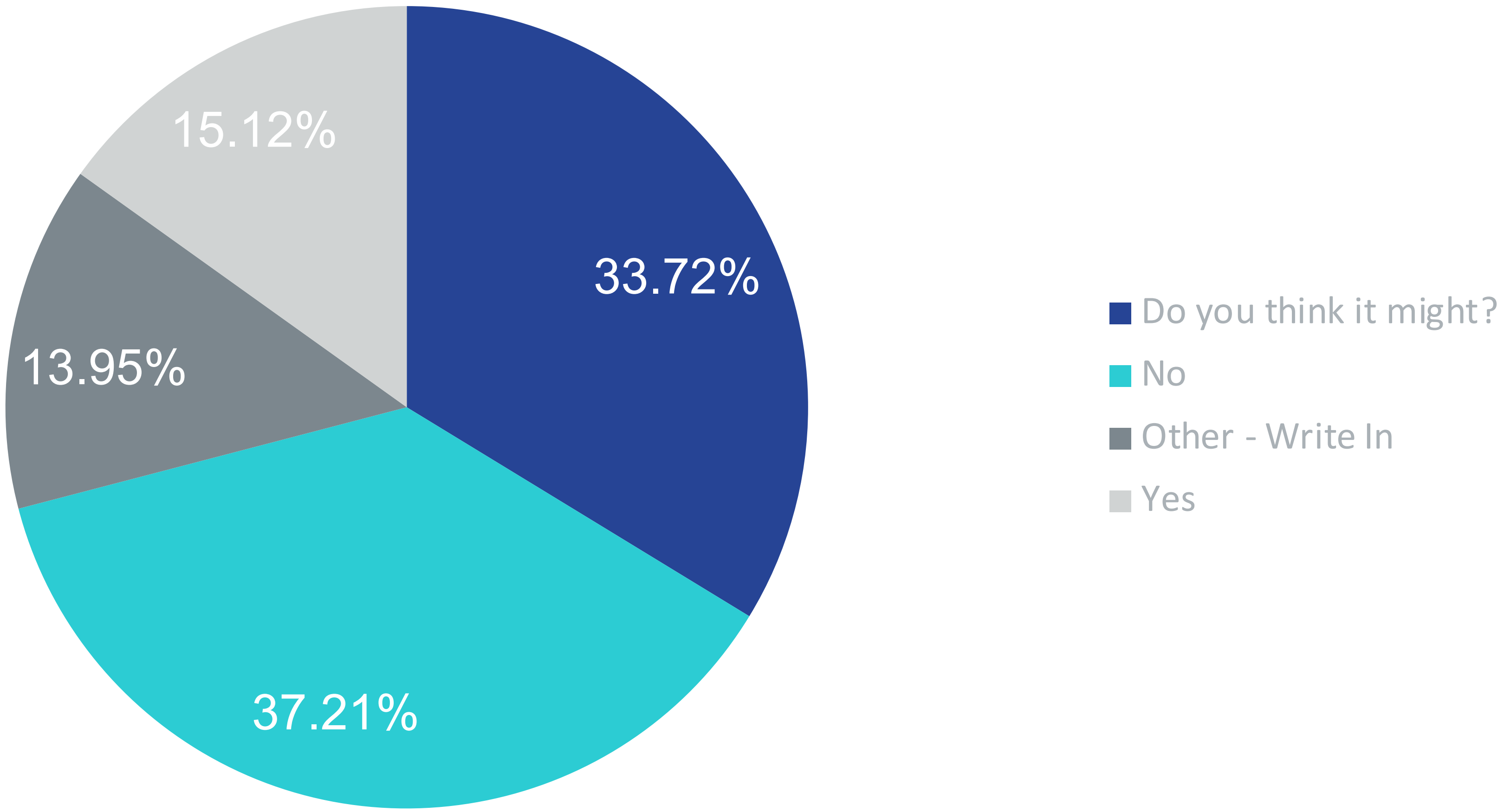
actively around authority borough campaign centre chains challenging change
collect council delivery encourage events free fund government
hard hospitality including industry issue lack levy
lobbying local media national offer office partners
projects providing rates really received required retailers
scheme shop social spaces street support
times town wide working workspace year

ARE YOU INTERESTED IN PROPERTY OWNER BIDs?



British BIDs 10
Leading the BID industry for 10 years

IMPACT OF PLANNING AND PDR CHANGES



the POWER of 10

THE VIRTUAL NATIONAL BIDS CONFERENCE

WHAT IS THE NEW NORMAL STARTING TO LOOK LIKE?

British BIDs™ 10
Leading the BID industry for 10 years

TWO KEY STRANDS

The major pressure points of increasing **online retail**, the **cost of high street rent and rates**, and the **level of debt** in some of national businesses were always pointing to major structural change; the pandemic has merely exacerbated this, albeit in a dramatic and very sudden fashion.

At the same time, the impacts of the pandemic: **working from home**, the **change to residential**, the effect on **leisure and tourism**, the changing role of **service industries and offices**, the move toward supporting ‘**local**’ during the pandemic and how long that would last, and the changing types of town and city centres in the new normal will be key issues for BIDs.

NEW NORMAL

This 'new normal' will be very different and varied across the country. We shall see **increased working from home**, a return to **residential** development in some of our towns and cities, some major changes in our leisure and tourism as **safe** experiences become essential, and a very different and changing role for the amount and type of **office** space.

EMPTY UNITS AND DIFFERENTIATED TOWNS

There will have to be very creative thinking to deal with increased **empty units** in our towns, as some businesses fail to survive the economic downturn, and we must manage the need for **accessible green and public spaces**.

Good data, evidence, intelligence gathering, and management will allow our towns and cities to become more **differentiated**, with industrial, seaside, commercial or retail communities changing, as they all start to face very different challenges.

WWW.BRITISHBIDS.INFO

ROLE OF ANCHORS

“The biggest priorities of landlords improving their retail spaces is with an enhanced leisure offer, the second is improving public realm, the third urban living and the fourth, shared workspace. It is no surprise that **markets, food halls and entrepreneurial spaces** feature heavily in master plans. All of these uses point to better social cohesion, more loyalty and a more invigorated consumer experience. Or, to put it another way, **community is the new anchor”.**

WWW.BRITISHBIDS.INFO

THE VIRTUAL NATIONAL BIDS CONFERENCE

the POWER of 10

ONLINE AND ‘OMNICHANNEL’

Some small businesses will have begun to use **online** for the first time to supplement their face-to-face offer, whilst others will have set up online businesses during the lockdown, based on the need to diversify to earn an income, like selling handmade goods or developing online courses of their existing skills.

‘**omnichannel**’ shoppers and ‘cross channel’ consumers were likely to spend 70% more than those who only shopped offline.

British BIDs™ 10
Leading the BID industry for 10 years

WWW.BRITISHBIDS.INFO

WELCOME AND SAFE

…people want to go to the cinema, theatre, or hairdressers, or meet friends for drinks or just to shop. They will need to be **welcomed** and they will need to feel **safe**.

CHANGING BIDS

Are you thinking of making major changes in your business plan for your next ballot, following COVID-19	
Not really	60.5%
Yes	39.5%

THE VIRTUAL NATIONAL BIDs CONFERENCE

the POWER of 10

Clearly, a reduction in retail in the high street, an increase in residential provision, increased working from home, increased hot-desk office provision, and an increase in public sector anchor tenants will make the traditional retail funded BID model less certain. Thus, an increase in more traditional 'janitorial' BIDs, Community BIDs, or very different boutique BIDs will become more evident.

British BIDs™ 10
Leading the BID industry for 10 years

THE VIRTUAL
NATIONAL BIDS
CONFERENCE

the POWER of 10

THANK YOU

CONTACT@BRITISHBIDS.INFO
0845 112 0118

British BIDs 10
Leading the BID industry for 10 years

www.britishbids.info

SPONSORED BY
DESTINATION CORE