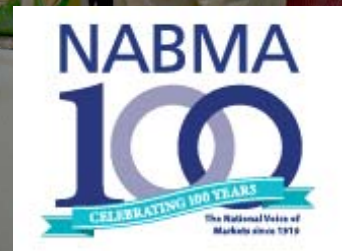


The Role of Markets in Town Centre Regeneration

David Preston
Chief Executive
National Association of British Market
Authorities

NABMA
the voice of markets



CAREER HEADLINES

- **Background in local councils, communities and markets**
- **President of Institute of Market Officers 1999**
- **President of Society of Local Council Clerks 2018**
- **NABMA Chief Executive – October 2019**
- **Delivered public services including markets and events**

THE HIGH STREET – TODAY

- **192,765 retail units across Britain's 650 largest centres**
- **10.3% of all shops empty (July 2019)**
- **3.6% of shops empty for more than 3 years**
- **Fewer shoppers on the high street**
- **£1 in every £5 is spent on line**
- **The growing Company Voluntary Arrangements (CVAs)**

THE CHANGING FACE

A photograph of a busy outdoor market street. In the foreground, several people are walking through the market. There are various stalls and displays, including one with jars and another with blue and white items. The street is lined with stalls covered in blue and yellow striped awnings. In the background, a large, ornate church spire is visible against a clear sky. The overall scene is vibrant and active.

“The 2018 vacancy data reveals how town and cities are seeing the impact of an oversupply of retail stores, after years of expansion across high streets, shopping centres and retail parks.

We would expect this trend to continue especially as we are seeing an increase in development activities as landlords look to convert retail property for other uses such as residential and warehousing.”

The Local Data Company – July 2018

A photograph of a fruit stall. In the foreground, there are several large, ripe, orange-colored fruits, possibly grapefruits or oranges, some cut in half to show their pinkish-red segments. Behind them, there are more fruits, including yellow lemons and green limes. Handwritten signs on sticks are visible, with text like 'JUICY JAFFAS SUGAR SWEET', 'BY-VALUE RAPEFRUIT', and 'FOOD'. A digital scale is also visible in the background.

CHANGING THE HIGH STREET

- **Sir John Timpson - High Streets Expert Panel 2018**
- **Government awarded a total of £3.6 billion to invest**
- **£675 million to help local areas to respond to, and adapt to change**
- **£95 million for historic high streets**
- **Support to prepare long term strategies**
- **Future proofing high streets and town centres**
- **Future High Street Task Force**
- **Local leadership an important feature of successful high streets**



THE IMPORTANCE OF MARKETS

“Markets are a major part of the history of towns and cities in the UK. They are important sites of commerce and represent the heart of our communities.”

Mission for Markets 2018

WHY MARKETS?

- A nurturing ground for independent retailers
- A history of growing businesses
- A period of renewal and diversification
- Local identity
- Atmosphere, colour and community
- From garage and kitchen table
- Gaps in the high street



MARKETS – THE CALL TO ACTION

A photograph of an outdoor market. In the foreground, a woman in a white shirt and pink pants walks away from the camera. To her right, a woman with a patterned bag and a man in a grey shirt walk towards the camera. Further right, a woman with red hair and a young boy in a Superman t-shirt walk together. The background is filled with green market tents, people browsing, and trees. A sign on the right says 'WELSH BREAD THERE Available for Hire'.

- Securing the next generation
- Professional development for market managers
- Introducing new skills for market traders
- Placing markets in the high street agenda with government

A photograph of two women at a market stall. The woman on the left is seen from the back, wearing a light blue dress. The woman on the right is wearing a black top and yellow sunglasses, looking at a plant. The stall is filled with various green plants in pots. In the background, there is a green canopy and a building with a sign that says 'fferyllfa'.

MARKETS – THE VITAL STATISTICS

- **1,173 retail markets in the UK**
- **32,400 businesses engaged**
- **£3.1 billion turnover**
- **82% run by local authorities**
- **334 indoor markets**
- **373 street markets**

Source – Mission for Markets 2018

THE NEXT GENERATION OF TRADERS

- **Low cost start up**
- **Low risk**
- **Love Your Local Market 2012-2020**
- **National Young Traders Market**





SKILLS FOR MARKET MANAGERS

- Market franchise rights and their value
- Diploma in Market Administration
- Post graduate – Institute of Place Management
- The challenge to professionalise

SKILLS FOR MARKET TRADERS

A photograph of two men in a flower market. The man on the left is wearing a dark puffer vest over a grey long-sleeved shirt and glasses. The man on the right is wearing a grey beanie, a grey leather jacket, and has a cigarette in his mouth. They are both looking at a bouquet of purple flowers that the man on the right is holding. The background shows other people and various flower displays in a market setting.

- **Toby and Del Boy!!**
- **Cooperation and collaboration**
- **NMTF initiatives**
- **Multi-channel retailing**
- **The young entrepreneur**



WINNERS AND LOSERS ON THE HIGH STREET 2019

“Markets are a High Street winner with 52% more in town and city centres compared with 2014.”

“As shoppers needs and habits evolve, it's vital that businesses keep up with these changing trends and consider how they can grow with them, in order to continue thriving on the high street.”

Source – Consumer Group Which? October 2019

MARKETS MAKING THE DIFFERENCE – EXAMPLES

- The Great British High Street Awards
- Love Your Local Market
- The Great British Market Awards
- RHS Britain in Bloom



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NABMA PROGRAMME

- **Future High Streets – inclusion and partnerships**
- **Professional markets, managers and traders**
- **Westminster and the LGA – increasing influence**
- **Events, research, campaigns, education and member services**

NABMA TODAY

- **Markets in a Renaissance**
– 30 January 2020
- **Britain's Favourite Market**
– online voting now
- **Great British Market Awards 2020** – vote now
- **Love Your Local Market 2020** (18 – 31 May)
- **Joint NABMA & NMTF regional events 2020**

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**ONE DAY
CONFERENCE**

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**MARKETS
IN A
RENAISSANCE**

incorporating
blachere
ILLUMINATION

**The Great British
Market Awards 2020**

The Council House, Birmingham
Thursday 30th January 2020
10.00 am to 3.30 pm



QUESTIONS

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