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#BCSCNextGen

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NEWSLETTER/11

The BCSC NextGen **events programme** is **rolling with momentum** and our thanks goes to everyone who has supported this and attended our events so far!

As 2016 progresses, our mission is that BCSC NextGen will **evolve with even greater pace** and become a forum **firmly established** in the diaries of **all young industry professionals**, offering **essential networking, debate, learning** and **career development opportunities**.

We hope to see you soon, and if you haven't already, please do [tell your colleagues](#) about us!

EVENTS
CALENDAR

RESEARCH
FOR YOU

MEET THE
COMMITTEE

MALL OF
SCANDINAVIA

EVENTS CALENDAR

- **Thursday 19 May:** Networking drinks - location TBC - [Save the date!](#)
- **June:** Study tour
- **June:** Mini Seminar Series - Development and Placemaking Workshop - [Keep me updated](#)
- **June:** Summer Social
- **July / August:** Study tour
- **August:** Networking drinks
- **Wednesday 14 - Thursday 15 September:** [BCSC 2016](#) - [Book now!](#)
- **October:** Mini Seminar Series - [Keep me updated](#)
- **October:** Networking drinks
- **November:** Study tour
- **December:** Networking drinks

OUR EVENTS SO FAR

NETWORKING DRINKS

With **over 65 attendees** our first **networking drinks** at [Drake and Morgan](#) in King's Cross, London, was a huge success! Thank you to everyone that came and to our supporters, [Intu Properties plc](#).

We look forward to seeing both old and new faces at our next drinks, being held on **Thursday 19 May**. [Save the date now](#).



MINI SEMINAR SERIES: RETAIL LEASES

The first of our **NextGen Mini Seminar Series** was a **sell out**, attracting **50 young professionals** from across



various industry sub sectors. Held at [Berwin Leighton Paisner](#), this breakfast workshop was chaired by Camilla Topham of [Davis Coffey Lyons](#) and Chair of BCSC NextGen.

The session provided an **informative** and **practical walkthrough** of the components that make up a **retail lease**, including **pre-letting**, **heads of terms** and **real life examples** of just some of the **intricacies** of negotiating a deal between a **landlord** and **tenant**.



Feedback has been **incredibly positive** so don't miss out on the next in the series - [Development and Placemaking Workshop](#).



RESEARCH FOR YOU

As a BCSC NextGen member you have an **unlimited resource** of **industry-leading research** and **guidance**. We've picked out two reports that we feel you may be interested in.

[Browse all BCSC research here.](#)



Introduction	01
What is an over-tiling issue and how does it affect the landlord?	01
Responsibilities and liability	01
General advice for landlords	02
Methodology	02
Head floor tilings costs	04
Summary	06
Further reading	06

MEET THE COMMITTEE



MILLIE WILSON
BRUCE GILLINGHAM POLLARD

I entered the property market in 2009 having completed my **Masters** at **Oxford Brookes**. The **economic conditions** made it **tough for graduates to secure jobs**, however I was fortunate to have been taken on by a niche practice MERJS (now [Metrus](#)) acting as a **Property Manager**. In 2010 I moved to [Savills](#) to undertake the **Graduate Rotation Programme** and passed my **APC** in 2012. The majority of my rotations had been focused around the **National Retail Agency** and **Central London Retail Agency** teams, acting for a multitude of tenants and landlords including [Jack Wills](#), [Morrisons](#), [Paul](#) and [Shaftsbury](#).

I then decided to pursue my interest in the **catering** and **leisure** market with a move to



JESSICA MARSDEN-SMEDLEY
ARGENT LLP

I have worked in various roles within the **retail** and **leisure industry** since graduating from my **Masters in Architecture** in **Sydney** in 2008.

My career started as a **designer**, working with clients on **restaurant** and **leisure refurbishments**. Following this I spent some years working in **Project Management**, delivering flagship stores on behalf of **luxury brand retailers**, first as a consultant for my client then moving into delivery as a fit-out contractor. These differing roles gave me a huge insight into the **logistics** and **complexities** of the retail sector.

For the past four years I've had the privilege of working in property, now as a **Retail**

[Cushman and Wakefield](#) in 2014.

Since then, I have taken up a role as **Associate Director** at niche agency [Bruce Gillingham Pollard](#), where we **solely act for landlords and developers** across the UK as well as internationally. My current projects include [Centre Point](#), [Television Centre](#) and [White City Place](#) and the [Hammerson UK](#) catering portfolio to name a few. My role offers a huge amount of variety and includes **pitching for new projects**, **reporting on leasing strategies for newly appointed sites**, meeting **new and established catering and leisure operators** and **negotiating terms**.

As a member of the BCSC NextGen committee I hope that my varied **retail, restaurant and leisure** experience will prove insightful, especially for **those starting out in retail property**, whom I **look forward to meeting** at our various networking and seminar events.

Project Director for [Argent LLP](#) on the [King's Cross scheme](#), which I believe is the **most exciting regeneration project in Europe**. Having had experience as a **consultant, contractor and client** in the sector, I am fortunate that this brings a **constantly evolving** and wide-ranging role for me at [Argent LLP](#) as well.

At [Argent LLP](#), I am an **Asset Manager**, leading on the retail master plan & strategy across the [King's Cross Estate](#) with a further focus as the Lead on F&B and leisure leasing.

I am delighted to become a member of the BCSC NextGen Committee. I hope to be able to connect with **skilled individuals, gain insight and sharing my knowledge** in turn. As a member of the younger generation of retail property professionals, I am excited to have the opportunity to be involved in **shaping the industry**.

MALL OF SCANDINAVIA/CHECK IT OUT

The [Mall of Scandinavia](#) in Stockholm opened its doors on **12 November 2015**.

The scheme was developed by [Unibal-Rodamco](#), at a cost of nearly **£530 million**. The centre comprises of **224 shops and restaurants** over **3 floors** at a total of **1.76 million sq. ft.** of space.

The Mall of Scandinavia was the **first major new scheme** to be built in Stockholm **since the 1990's**.

Its contemporary design encapsulates many modern shopping centre features, including **over 20 restaurants and cafes** and the first [IMAX cinema](#) in Sweden.

[Read more here...](#)



WE ARE YOUR INDUSTRY RESOURCE

As the committee of BCSC NextGen, it is our aim to **support you in your career** and **allow you to flourish** as an individual within **our industry**.

If you want **advice**, have any **questions, comments** or **ideas**, you are more than welcome to contact [Camilla Topham](#), Chair of BCSC NextGen.

YOUR COLLEAGUES CAN JOIN BCSC NEXTGEN FREE OF CHARGE!

If your organisation is a corporate member of BCSC, all employees aged 30 and under can [become a BCSC NextGen member](#).

[Forward this email to a friend](#) and let them know that they could gain:

- **Exclusive access** to industry-leading research and guidance
- **Savings** across our **entire annual events calendar** that **add to your CPD**
- **Endless opportunities to network** with the **retail property elite**

For all general enquiries, please contact sach.sandhu@bcsc.org.uk

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