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#BCSCNextGen

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NEWSLETTER/09

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BCSC NextGen is growing from **strength to strength** with an **expanded committee** full of **industry expertise**, all dedicated to providing you with **fantastic opportunities** to get the most out of your membership and **progress your career**. This year you will be able to **learn more**, **see more** and **network on a greater scale** and we couldn't be more excited!

EVENTS CALENDAR

- **Thursday 31st March:** Networking drinks - location TBC - [Save the date!](#)
- **Wednesday 13th April:** [Mini Seminar Series - The Retail Lease Workshop](#)
- **Thursday 12 May:** Networking drinks - location TBC - [Save the date!](#)
- **June:** Study tour
- **June:** Mini Seminar Series
- **Summer:** BCSC Summer Party
- **July / August:** Study tour
- **August:** Networking drinks
- **14th – 15th September:** [BCSC 2016](#)
- **October:** Mini Seminar Series
- **October:** Networking drinks
- **November:** Study tour - TBC
- **December:** Christmas networking drinks

MINI SEMINAR SERIES

THE RETAIL LEASE WORKSHOP

AN INTERACTIVE LIVE NEGOTIATION EXPERIENCE!

Join our committee and a **panel of experts** as they provide an **informative, interactive** and **practical walkthrough** of the components that make up a **retail lease**.

This session will provide an **understanding** and **insight** of the **essentials** you need to be aware of, including **pre-letting**, **heads of terms** and **examples of negotiating a deal** between a **landlord** and **tenant**.

[Click here for more info and to book](#)

Free for BCSC NextGen members
Contributes to your CPD*

THE KITCHENS, SPINNINGFIELDS /CHECK IT OUT

Pioneering developer [Allied London](#) have moved the food and beverage game on with [The Kitchens](#) which has popped up in their **successful and continually evolving Spinningfields** development.

The Kitchens is a **temporary communal dining experience** with the **best of the Manchester Streetfood scene** trading in **bricks and mortar** for the first time, with a **unique twist!**

Each of the **traders are battling it out** to win a **permanent spot** in Spinningfields.

[Click here to find out more...](#)



NEW COMMITTEE MEMBERS



JOSH ROSE/SOHO HOUSE

Whilst working at niche leisure agency **Shelley Sandzer**, I helped identify and acquire two sites for [Soho House](#), in the course of which I built a **strong relationship** with the **UK Operations Director**. Subsequently, Soho House approached me and offered me a role as **Property Acquisition Manager** (my current role) working on the expansion of the fast casual brands [Pizza East](#), [Chicken Shop](#) and [Dirty Burger](#). Last year Soho House received investment in these brands with the objective of **expanding all over London and the rest of the UK**.

Working in-house has **accelerated my learning & development** massively. My role involves **sourcing, appraising and pitching sites, negotiating deals and coordinating and supporting licensing, planning, legals and design**. It's a very **exciting, dynamic and fast paced** business (and market!) which I'm **delighted to be a part of**. Having a brand like Soho House behind me has **enhanced my exposure** in the market and allowed me to **develop my network** to the next level.

As a member of the BCSC NextGen committee I hope to use my experience on both **agency and client side** to **benefit our members** by engaging in the **great events** being organised and **networking** with **talented young people** from the sector.



SUKHY KALSI/INTU

After working for a few years in **housing**, I decided to **go back to university and re-train as a surveyor**. I completed my masters at Reading University in 2012 and subsequently joined [intu Properties](#).

I have been fortunate enough to have worked on a **variety of projects** during my time at intu including researching (and testing!) **new leisure opportunities**, involvement in **food and beverage developments** across the intu portfolio and **managing a small retail park** in Lisburn, Belfast.

Last year I joined the team working on [St David's Shopping Centre, Cardiff](#) - as a **Surveyor**. The shopping centre is the **primary shopping destination** in Cardiff, jointly owned by intu Properties and Land Securities. Over the past year, the centre opened a **45,000 sq ft H&M store**, the **largest in the UK**, alongside **new leisure and catering offers** many of which are the **first in Wales**.

During this time I have been involved in **leasing** and **asset management initiatives** in the shopping centre, including **negotiating leases** through to **exchange**.

As a member of the BCSC Next Generation committee I hope that my experience in **shopping centres** adds value to the committee and strategy over the coming year.

ALTRINCHAM MARKET /INDUSTRY UPDATE

[Altrincham Market](#) in the market town of Altrincham, Greater Manchester, was **badly hit** by the **recession** and the opening of the **Trafford Centre**. Empty units were a permanent fixture and it was **named one of Britain's "ghost towns" in 2010**.

It is no secret that **the town has struggled**, but as we begin 2016, **Altrincham is definitely on the up**. Market House has been **transformed** into a **high end food hall** with a **180 seater eating area**. Tables are shared, there are **no reservations**, it is **child friendly** and **dogs are allowed** – therefore it **attracts families** and **people of all ages** throughout the **day and night**.

[Click here to read more...](#)



RELEVANT RESEARCH

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.

You can find our [full archive of research 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**

BCSC events and awards calendar...[click here](#) for similar and upcoming events

*BCSC is not an accrediting body for CPD, however certificates of attendance at our events are available on request. It is the responsibility of the attendee to keep a record of activities which are appropriate for CPD. Members should consult the RICS Rules of Conduct concerning the apportionment of CPD hours.



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