



## Canada Water Business Advisory Group

<b>Date</b>	30/11/22
<b>Time</b>	10:00hrs
<b>Venue</b>	Canada Water Project Hub, Gulliver

<b>Chair</b>	Lesley Giddins (LG)	
<b>Attendees</b>	Richard Pearce (RP)	Senior Strategy Officer, Local Economy Team Southwark Council (LBS)
	Sandra Ferguson (SF)	CEO, Tree Shepherd
	Richard Kalmar (RK)	MD, Kalmars
	Edward Cree (EC)	Head of Asset Management, British Land – Canada Water
	Symon Bacon (SB)	Development Director, British Land – Canada Water
	Julie Hutchinson (JH)	Strategic Lead, Canada Water Connect
<b>Apologies</b>	Saul Collyns (SC)	Senior Social Sustainability & Public Affairs Executive British Land

### MINUTES AND ACTIONS

#### 1. Welcome, introductions and context

LG welcomed the group and set the context for the meeting, designed as an initial scoping discussion for the Canada Water Business Advisory Group (BAG).

- Apologies from Saul Collyns were noted.
- Introductions were made by all in attendance.
- Lesley Giddins (LG) as the independent BAG Chair provided an overview of her background. Lesley worked for 17 years in local government, including working on equalities and community engagement, and managing a range of major capital and revenue projects. She moved on to the private sector, working for a consultancy company for 7 years, and managing her own business for the last 13 years. She is familiar with Canada Water, having been involved in the construction of the original development. She has also worked with a number of developers across the UK and across London, working with a large range of local authorities in the process.
- An additional note of thanks for attendance was made to local business representatives:
  - Richard Kalmar; Managing Director of Southwark based estate agents, Kalmars, former chair of Southwark Chambers of Commerce and chair of Our Rotherhithe.
  - Sandra Ferguson, CEO of Tree Shepherd, a charity that helps people locally to establish their own enterprises and, in turn, give back to their local communities. Tree Shepherd also partners with British Land to deliver THRIVE on the Canada Water development which combines providing low-cost workspace with a business support hub and offers local residents access to free professional business advice and mentoring, networking events and training.

- Referencing the agreed Terms of Reference for the BAG, LG set out the purpose, approach, and function of the BAG as: to support businesses that may be affected by the development and maximise opportunities for local businesses.
- LG expressed her intention to chair a collegiate group and explained that the more detailed duties/outputs of the BAG would be covered in detail through agenda point 4.
- As outlined in the Section 106 agreement between British Land and Southwark Council, the BAG shall comprise the following members, nominated by the relevant organisations and subject to appropriate substitute representation where named representatives are unavailable:
  - Two named senior representatives of the Developer (as may be varied from time to time).
  - Two named senior representatives of Southwark Council (as may be varied from time to time).
  - An Independent Person with substantial relevant experience in small business development; and
  - A minimum of two representatives of the Local Business Network (if established).
  - All ward councillors representing Surrey Docks and Rotherhithe Wards will be invited to the meetings of the BAG. RP from LBS has requested that local councillors be invited to attend BAG meetings after initial scoping discussions and the remit for the BAG has been agreed.
  - Minutes from all BAG meetings will be made publicly available via the Canada Water website.

## **2. An introduction to the Canada Water Masterplan**

Symon Bacon, Development Director and Edward Cree, Head of Asset Management delivered a presentation to the group highlighting:

- A view of British Land’s pan London development portfolio, highlighting the scale of investment and importance of Canada Water to British Land (BL).
- The developments overarching drive and commitment towards social and environmental sustainability and the ongoing efforts to ensure that people locally are connected to the opportunities coming forward with the development, so that people locally shape and share in the development's success.
- The efforts made to ensure the fascinating history of the area is understood reflected in future.
- Some of the unique selling points of the development including its connectivity (particularly for young people and those under the age of 35)
- An ownership and build progress update by individual plots and phases including:
  - The various freehold and leasehold arrangements,
  - the timeline and process of aligning ownerships with Southwark Council (LBS) which resulted in the 500-year lease between the two parties (with LBS as the freeholders).
  - the right that LBS has retained to co-invest on a plot-by-plot basis up to 20%
  - the right that LBS has retained to earn from the existing income generated by the Surrey Quays Shopping Centre and the Printworks.
  - An update on progress and use for sites K1, A1 and A2.
- The vision for the development in 10-15 years

- 16 brand new streets
- Up to 3,000 new homes including 35% affordable housing
- 2.5m sq ft of workspace including affordable work and retail space
- Up to 1m sq ft of retail, leisure, education, leisure, culture space.
- 12 acres of parks, squares, and open spaces
- The 50:50 joint venture arrangement between British Land and Australian Super
- The scale and different types of community engagement thus far
- The growing demand for workspace for life sciences/laboratory space and the Paper Yard approach, with TEDI-London now present.
- BL's commitment to social sustainability, as demonstrated in various local partnerships but also by the work underway with THRIVE aligned with the fast-growing interest in all people to 'buy local'.

Julie Hutchinson, Strategic Lead for Canada Water Connect (CWC) briefly described the newly formed initiative. Canada Water Connect aims to maximise the opportunities the Masterplan brings for the local community. She went on to explain that by working collaboratively with local partners, the service will provide employment, education, business, and community initiatives to create a long-lasting and positive social impact in Canada Water and Southwark, more widely. CWC will also provide support for the BAG.

### **3. The role of LBS in the Canada Water Masterplan**

Richard Pearce (RP) Senior Strategy Officer for London Borough Southwark (LBS) local economy team described how LBS fits into the development and how formal connections are made highlighting that their key areas of interest are:

- 1) Town Centres; as per the wider LBS plan, Town Centre action plans and focused work via cabinet member, Cllr Martin Seaton.
- 2) Employment and Training obligations as per the Section 106 agreements.
- 3) Workspace, particularly:
  - a. how workspace is allocated,
  - b. how new businesses are encouraged to grow,
  - c. how displaced businesses are supported.
  - d. the health of the overall business environments including the balance/mixture of businesses present (between chains and independents)
- 4) The role and scope of the proposed business network that works to ensure business (particularly vulnerable businesses) are supported.
- 5) The voice and role of ward councilors representing residents across the masterplan.

RP also advised that alongside himself, Danny Edwards, Head of Economy will be the second LBS representatives on the BAG.

### **4. Discussion - The BAG purpose and scope,**

LG thanked the previous presenters before opening the discussion on the BAG purpose and scope, highlighting again that the requirement to have a business advisory group is set in the section 106

agreements between BL and LBS. She went on to describe the five things that the BAG is asked to do:

- 1) To support businesses that may be affected by the Development either due to the need for the business to relocate or due to any disruption which may be caused as a result of the construction of the Development,
  - 2) To improve the business environment by maximizing opportunities,
  - 3) To form a Local Business Network (if appropriate),
  - 4) To establish and maintain or procure access to the Local Supply Chain Database (unless the Council and the Developer agree that it is not appropriate to do so at the relevant time) and (together with the Developer)
  - 5) To promote the Discounted Workspace and Affordable Retail floorspace to qualifying occupiers'
- LG added that therefore the role of the BAG is to advise on the above outlined deliverables and that whilst some of the (5) deliverables were easier to measure than others, that she was confident that we had the correct attendees in scope to achieve a positive impact.
  - LG went on to position the 'discussion' section of the agenda as an opportunity to better understand what is meant by the deliverables and to ascertain how we start to make headway on them as next steps. Each deliverable was discussed at length. Key points and questions included:
    - EC outlined the agreed BL Existing Business Management Strategy which details the contractual position of the current businesses operating within the masterplan area, their length of tenure and the nature of their exit agreement.
    - EC went on to further explain that he and his team were in regular contact with businesses within the masterplan, particularly those facing relocation sooner.
    - RK asked if the groups remit included the impact on businesses outside of the masterplan itself, such as the shops along Lower Road.
    - LG reflected on the Terms of Reference and suggested that the group can advise on both.
    - RP shared that LBS believe that the group should exist to ensure that where in displacement of businesses occurs– the group should have the ability to identify, advise and signpost to extra support so that businesses are not forgotten.
    - The group discussed geographical boundaries for the BAG (using the example of the catchment area of the Our Rotherhithe network) and to what extent businesses in Albion Street should or could be in scope.
    - LG suggested that we avoid geographic boundaries but focus on the businesses disrupted regardless of location.
    - In support of LG, SF spoke to the opportunities to support independent businesses operating locally to relocate across the borough (i.e. at the Market at the Blue) so geographical boundaries may prevent partnerships from being developed.
    - RP suggested we look at the Grey Star, Art Invest and other local developers to inform our mapping.
    - EC highlighted that whilst mapping of local provision and space would be useful for businesses requiring relocation support, as a group we need to ensure that businesses directly 'displaced and disrupted by the development' must remain

the priority vs those who have been struggling for a while, before the masterplan existed.

- RK suggested that maybe at a future meeting, other local business leaders and owners as appropriate could present on needs and priorities for them but added that small business owners rarely have time to participate in forums and groups of this nature.
- SF asked about the rough percentage of existing businesses that BL hoped to retain in the future. SB responded that British Land are aiming to build a place where everyone can stay but a target would be speculative at this point in the development as market changes will dictate.
- RK asked what will constitute someone being eligible for affordable workspace? EC responded that beyond the terms for charitable or voluntary sector organisations, the business criteria for affordable space as per the Section 106, are:
  - A turnover less than £1m
  - They cannot have more than three premises.
  - The director/owner must live or work in borough (and be registered in the borough)
- LG reiterated that groups specific remit is to advise and signpost based on local provision.
  - SF listed the range of areas that small businesses typically need support with including business advice, access to information on premises (i.e. a database) and described that her experiences were drawn from supporting businesses affected by the Lendlease, Elephant Park development.
  - The group agreed that access to information, clarity and clear communication is of crucial importance.
  - JH commented that Canada Water Connect is meeting with LBS representatives in due course to understand what exists currently in terms of local networks and good practice around communication to businesses.
  - SF commented on the importance of local businesses knowing ‘now’ what the eligibility of affordable workspace is ‘tomorrow’. The group agreed that at each meeting the BAG should always consider how we communicate and cascade awareness of key milestones and associated opportunities.
  - SB commented that we should review the various audiences that BL communicates with on phasing, programming and timelines (i.e those living closest to the development, existing businesses operating within the masterplan) as there is potential to expand the audiences to include wider business networks.
  - SK commented that BAG members should be kept informed and updated wherever possible about all businesses facing potential displacement due to the public perception about what is within or outside of the scope of the BAG. The examples of the ODEON and the Hollywood Bowl (Bowling Alley) were used as examples where a BL position statement would be useful for BAG members.
  - SF commented on the usefulness (as BAG members) of knowing ‘what changed’ following BL community engagement.

## 5. Next Steps

The group agreed that the key areas BAG members need to consider next / learn more about included the following, and that these areas of focus should form the basis of the next meeting agenda:

- What exists in the business network and database space within the borough?
- The gaps in local provision – particularly around the network and business support space.
- The scope and application of existing web-based business and amenity networks (such as Our Rotherhithe) to not duplicate provision.
- The existing and potential use (with caution) of social media networks such as Facebook
- Key headlines on potential disruption and displacement
- The independence of the CW BAG brand (instead of British Land branding)
- Who is missing, in terms of BAG representation and to what extent other developers, (i.e Art Invest) progress and efforts can and should be reflected in the work of the BAG.

## **AOB**

None reported.

The meeting was closed at midday.

LG thanked attendees from their time and explained that the minutes of the session will be sent with future dates for the year via JH.

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## **ACTIONS**

- ACTION 1:** JH to review the headlines of the BL community engagement, local provision (across business networks and business databases) and to present to the group with an overview of BL various communications audiences and messaging at the next BAG meeting.
- ACTION 2:** EC/SB (BL) to consider and report back on the best way to communicate key programming to BAG members ahead of and between meetings.