

NABMA

the voice of markets

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MARKETS AT THE CROSSROADS

25th January

NABMA ONE DAY CONFERENCE

IN ASSOCIATION WITH



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OUR INVITATION MARKETS AT THE CROSSROADS

Our NABMA Conference 2023 highlighted the very different picture being experienced by many markets. For some the future is optimistic but for others, still recovering from the pandemic, then it is a different picture. This varied position has led to the theme of 'Markets at the Crossroads' being the focus for our highly popular January one day conference.

The NABMA Retail Markets Survey 2022 informed that a significant number of markets are now being managed or controlled by local authorities. This being the case then serious and growing risks apply to the industry. For some towns and their markets, they look to a future that will now benefit from government support and intervention, but for others the situation is very different.

Three factors apply to all local authority markets. Firstly, the financial and economic crisis that has led to the retail decline of town and city centres and their high streets. Secondly, future central government funding settlements for local government and thirdly, the reality and threat of legal notice and payment freezes at the local level, unless for statutory spending. With markets as a non-statutory service then what will this mean for markets, and indeed NABMA itself?

For some there is blue sky. Since the pandemic we have seen certain markets benefit as part of some £127 million of government support. The government has recently announced it is investing £1.1 billion into 55 towns. The government is also establishing a new Towns Taskforce, reporting directly to the Prime Minister, which will support towns on their long-term plans and help them unlock investment and public support.

But for many towns and their markets then they are not receiving any of this help. So, what is their future? Without government support then the picture is much more challenging.

Underpinning the future of our industry is the discussion being created by the NABMA #MarketsFirst national campaign. Markets are facing their biggest challenges in over 100 years of NABMA history. NABMA has a plan looking at the traders of the future; demonstrating the wider value of markets and addressing the economic challenges being faced. Professional markets and professional markets management are our agenda, and our campaign must be a fit in national and local strategies.

As part of the wider debate around markets and the high street is an anticipated general election in 2024. How will the various manifesto's address the challenges of the high street? There are many more questions than answers.

For 2024, we return to our conference venue to the Macdonald Burlington Hotel, in the centre of Birmingham. Importantly, we will try and understand the direction for the markets industry as it waits at the crossroads of national and local decision making.

As always, our thanks are extended to Blachere Illuminations UK for their generous sponsorship of the Conference.

I look forward to meeting you at Birmingham in January.



OUR CONFERENCE VENUE

The Macdonald Burlington Hotel is in the centre of Birmingham and is just a 2-minute walk from New Street Station. It offers a luxury hotel experience in the grandeur of a magnificent Victorian building.

<https://www.macdonaldhotels.co.uk/burlington>

The NCP New Street Multi-storey car park with post code B5 4AN has 24 hours per entry.

There is also parking available at post code B4 6DG which is a short 9 minute walk from the hotel.



#MARKETSFIRST

Underpinning our January Conference is “Markets First” – A vision for UK Markets, aimed at securing the future for UK markets”. This campaign is a NABMA initiative, supported by NMTF, resulting from the many worrying headlines of our National Retail Markets Survey in 2022.

Planned over a two period, our “Markets First” campaign is engaging with our members, traders, government, partners, and the media to create a national dialogue about the future of markets and their importance to town and city centres and local communities.



Looking at five key areas that were highlighted from the national survey and wider discussions, the campaign has five priorities shared and endorsed by NABMA members. They are -

- Priority 1. Attracting and retaining traders**
- Priority 2. Addressing the economic challenges of Markets**
- Priority 3. Demonstrating the wider value of Markets**
- Priority 4. Professionalising Market Management**
- Priority 5. Improving relationship with traders**

#MarketsFirst is the NABMA priority for 2023/24. It is the industry adopted plan for the future of markets. Without doubt the next 12 months are a critical time for our markets. We will continue to promote markets with government and relevant agencies, but we hope that all our members will support NABMA and this campaign.

CONFERENCE OFFER 2024

Are you a Member of NABMA, ATCM or NMTF?

If you are then your delegate rate will be **£175 exclusive of VAT** that includes refreshments and a two-course hot lunch.

We also offer three delegate places for **£450**. (All fees are exclusive of VAT). Places are strictly limited so book early.

DRAFT PROGRAMME HEADLINES

Performance, Inspiration and Recovery

For markets at the crossroads then can successful markets inspire poorly performing markets with #MarketsFirst as an important tool in recovery?

#MarketsFirst

We review the achievements and successes of the NABMA national campaign in 2023. What is next in 2024? As the only strategic plan for the future of the Markets Industry then who is on board?

Town Teams and Markets

Where will markets fit in the new government agenda? How do we move from platitudes to empowerment? Are markets truly recognised as a community asset?

Communication and Consultation

As key components of a professional industry what good practice exists in trader and customer liaison?

Markets and Filling the Gaps

Many markets are delivering an extensive portfolio of community services. These include libraries, one stop information pop ups, NHS information and services, safer communities, cooking schools and speciality markets for local help and support services. We share case studies of good practice.

The NABMA Performance Network

A look at the latest NABMA Performance Survey. We assess the health of the industry and the evidence the Survey provides to make our case for support from government and high street partners.

Markets Supporting High Streets and Communities

We share good practice from NABMA award winning markets and others that have received government investment for regeneration.

Market Place Great British Market Awards 2024

The awards ceremony to announce the winners of the various categories and, of course the prestigious title of Britain's Favourite Market, will be a focus of celebration.

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Email: info@blachere-illumination.co.uk

AND THE WINNER IS...

The Conference will also be used to announce the winners of the Great British Market Awards 2024.



BOOKING FORM

First Name

Last Name

Email

Local Authority and/or Market Name

Are you a NABMA, ATCM or NMTF Member

- Yes
- No

Number of Delegates

Delegate 1: Name

Delegate 1: Email

Delegate 2: Name

Delegate 2: Email

Delegate 3: Name

Delegate 3: Email

Delegate 4: Name

Delegate 4: Email

Delegate 5: Name

Delegate 5: Email

Information for Invoicing (Address, Additional Instructions)
Invoices will be sent for all bookings.

Purchase Order Number (Enter "None" if not required)

PRICING

NABMA, ATCM and NMTF member discounted price:

- 1 Conference Delegate (£175 + VAT = £210)
- 2 Conference Delegates (£350 + VAT = £420)
- 3 Conference Delegates **Special Discount** (£450 + VAT = £540)
- 4 Conference Delegates **Special Discount** (£600 + VAT = £720)
- 5 Conference Delegates **Special Discount** (£750 + VAT = £900)

Standard non-member delegate price:

Conference Delegate (£250 + VAT = £300)

BOOKING

Please return your booking form below as soon as possible to:

NABMA
The Guildhall
Oswestry
Shropshire
SY11 1PZ

Numbers are strictly limited. To be certain of your place book today.

Prefer to book online? Visit this link - <https://bit.ly/NABMA-Conf-Jan24>



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