

**Kent & Medway Business Advisory Board**  
**Thursday 7 March, 8.00 – 10.30 am in the Inspiration Suite**  
**@ The Village Hotel, Maidstone**

**Light breakfast from 7.30 am**

**Programme**

<b>08:00</b>	<b>1</b>	<b>Welcome and Introductions</b>	Geoff Miles, Chair
<b>08:05</b>	<b>2</b>	<b>Review of BAB actions arising since the last meeting</b>	Sarah Nurden
<b>08:10</b>	<b>3</b>	<b>Economic Commentary</b>	All
<b>09:25</b>	<b>4</b>	<p><b>Be the Business</b>            In terms of his presentation James will cover;</p> <ul style="list-style-type: none"> <li>• The scale of the UK's productivity challenge – with specific reference to Kent</li> <li>• The importance of management &amp; leadership skills and tech adoption and empowering businesses</li> <li>• Insights from Be the Business programmes – with particular reference to their work with the hospitality industry.</li> </ul>	James Gribben, Communications Manager
<b>09:45</b>	<b>5</b>	<p><b>Enterprise and Productivity Strategy for Kent and Medway</b>            Following the presentation to BAB on 8<sup>th</sup> November 2018, an update on the strategy's data and analysis findings being progressed by ARUP, the appointed consultant, will be shared for roundtable discussion and feedback.</p>	Johanna Howarth & Richard Kidd, KCC
<b>10:15</b>	<b>6</b>	<p><b>Future High Street Fund</b>            The Government has invited local authorities to submit expressions of interest to continue working up proposals to access a £675m Future High Streets Fund. The government is eager that proposals show support from the local community.</p> <p>The Government's deadline for submission of EOIs is 22<sup>nd</sup> March, and local authorities have asked to share their plans with Sarah by 4<sup>th</sup> March. Sarah will then provide a short summary of the latest position for BAB.</p>	Sarah Nurden
<b>10:25</b>	<b>6</b>	<b>Any other Business</b>	All
<b>10.30</b>	<b>7</b>	<b>Summing Up</b>	Geoff Miles

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**Future Meeting Dates - 2019/20**

**Business Advisory Board (BAB) Meeting, 8:00 – 10:30 am (with light breakfast at 7:30am),  
Inspiration Suite, Village Hotel, Maidstone**

***(All meetings below confirmed in the Larkfield & Thurnham Room, Hilton Maidstone)***

- Thursday 6 June
- Thursday 5 September
- Thursday 7 November
- Thursday 9 January 2020
- Thursday 5 March 2020

**Kent & Medway Economic Partnership (KMEP) Board Meeting, 5:00 – 7:00pm, Village Hotel,  
Maidstone**

- Mon 25 March 2019
- Tuesday 25 June 2019
- Tuesday 24 September 2019

***(All meetings below confirmed in the Larkfield & Thurnham Room, Hilton Maidstone)***

- Tuesday 26 November 2019
- Tuesday 28 January 2020
- Monday 17 March 2020

**South East Local Enterprise Partnership (SELEP) Strategic Board Meetings**  
(all on Fridays from 10.00am – 12 noon at High House Production Park, Purfleet)

**2019**

- 22<sup>nd</sup> March
- 28<sup>th</sup> June
- 4<sup>th</sup> October
- 6<sup>th</sup> December
  
- 20<sup>th</sup> March 2020

## Notes of the Kent and Medway Business Advisory Board – 10 January 2019

The Business Advisory Board meets bi-monthly and provides an insight from the business community in Kent and Medway on current trading conditions and experience of the local economy. The headline points are presented below and the full meeting note follows.

### Highlights from Economic Commentary

- There continues to be a mixed picture of the economy with some sectors performing relatively well, but with others reporting tougher economic conditions.
- There appear to be other factors at play affecting slowing economic performance, and not just concerns about Brexit.
- Employee skills levels and recruitment difficulties are ongoing issues for businesses, especially in the services sector.
- Differing opinions continue to be expressed about the impact of Brexit, although the uncertainty among the business community, especially smaller businesses, increases as we get closer to 29 March. Businesses are uncertain about which preparatory activities they should undertake in advance of 29 March 2019.

### 1. Welcome and Introductions

The Chairman welcomed attendees to the meeting.

### 2. Review of actions from the last meeting

There were no actions outstanding from the meeting on 8 November 2018.

### 3. Economic Commentary

#### Andrew Clague (Clague Architects)

- Has noticed a cooling off in the market. The underlying confidence still seems to be there, however, although master-planning activity is tailing off.
- Activity in the conservation market remains strong, but the housing market is performing poorly. This has not yet led to job cuts.

#### Simon James (KIMS)

- The NHS market is split into commissioners and providers.
- Currently the eight NHS commissioners in Kent are coming together to work as one, although users may not see the difference. The four large NHS trusts that provide services will continue to operate as per today.
- NHS waiting lists continue to rise. The Government is expected to propose legislation changes to the healthcare market, but this cannot be tabled in Parliament until after the Brexit votes have taken place.
- The number of self-paying individuals continuing to rise by 15-16% per year.
- The Cygnet Hospital opened in late 2018 on the Kent Medical Campus in Maidstone.
- A new elderly care facility is planned and will be operated by Care UK.

- Maidstone Borough Council has applied to build an innovation centre at the Kent Medical Campus. Conversations are also underway about locating a special needs school on the site.

#### **Andy Davies (Handelsbanken)**

- Handelsbanken experienced a good 2018 and business continues to grow.
- There is a mixed picture of the economy for Handelsbanken's clients, with some doing well and others not.
- The potential negative impact of Brexit is being viewed with trepidation.

#### **Iain Hawthorn (HSBC)**

- Iain Hawthorn is considering whether 'force majeure' clauses will mean both parties in a contract with an EU supplier/buyer will be freed from their contractual liability or obligation, because Brexit could be considered an extraordinary event or circumstance beyond the control of the parties.
- Local firms may wish to consider if this could impact their business. For example, if an EU supplier of perishable food products was unable to deliver its product to England within the delivery timescale due to custom delays, it is unlikely the EU supplier would be willing to accept the financial penalty.

#### **Paul Barrett (Barratt Group and C4B)**

- The car retail market is struggling and there are few positives.
- Jaguar Land Rover has announced it is laying off 5,000 employees.
- Volumes are down by 5-7% in car market; overheads are rising, and profit margins are down significantly. Expects a 2% decline in 2019.
- Consumer confidence has disappeared, and people are postponing buying new cars (partly due to older cars being more reliable, and while they await advice on new car fuel technology).
- The demonising of diesel as a fuel option has had a significant adverse impact on the industry. However, while diesel car sales fall, the CO<sub>2</sub> emissions for road traffic went up last year for the first time in several years.

#### **Andrew Metcalf (Maxim)**

- The company has secured new business and has recruited new staff.
- Many of its existing clients are concerned about Brexit and are looking to diversify to spread their risk.
- Payment terms are slowing down.
- There are concerns about how the news stories about congestion on the M20 as a result of Brexit will affect perceptions of Kent, and the willingness of businesses to invest here.

#### **David Statham (Southeastern & Visit Kent)**

- Southeastern transports 675,000 passengers a day.
- The last two years have been spent chasing declining revenues, with commuters not wanting to purchase season tickets, but use pay-as-they-go instead.
- On the flip side, Southeastern has seen growth in the leisure market, with more people using the trains to visit the county and see its attractions.
- In last few months, Southeastern has reached a stable state in terms of trading.

- The Department for Transport has confirmed a 12-week extension to the current Southeastern franchise, from 1 April 2019 to 22 June 2019. The new franchise should commence after that date. Agreeing a new franchise is very important, as it unlocks new rolling stock and infrastructure.
- There is nervousness about Brexit. Southeastern is involved in transport planning for different Brexit scenarios.
- Eager to take a collective approach to promoting the idea that 'Kent is open'. The pictures of traffic congestion are likely to deter people visiting Kent, and businesses being based here.

#### **Steve Sherry (RBLI)**

- RBLI is building a new care facility at its Aylesford Village, which opens this year.
- Most of RBLI's social enterprise activity is focussed on the production and sale of wooden pallets and road signs, and sales are increasing.
- RBLI is starting a new business line, producing hoarding for construction sites. RBLI will erect the first hoarding at a Staplehurst development this spring.
- RBLI is running a fundraising campaign to raise some £10m to pay for the construction of 66 new units this year in the RBLI village at Aylesford.

#### **Frazer Thompson (Chapel Down)**

- Chapel Down's expansion continues, although this brings with it additional challenges. The company is hoping to build a new winery in Kent (probably in Ashford). A new brewery is opening at end of March in Ashford. A new gin works is located at Kings Cross.
- Much faith has been placed on Chapel Down being able to outperform the competitors.
- The UK retail market is performing very badly, although providing a high-quality experience to the consumer is the key to changing retailers' fortunes. For example, the Anno Distillery shop at Bluewater has provided such a good retail experience that its sales are up 40% compared to last year.
- Securing investment funds from the large global investors, such as BlackRock, is extremely difficult in the current market. These large firms are not investing, making funds tough to find.
- Finding the right talented people is a big challenge for the company.

#### **Oliver Doubleday (GH Dean & Co Ltd)**

- Time and energy are being spent on preparing for Brexit, because many workers and the farm machinery comes from the EU.
- The company is concerned about the impact of Brexit on exchange rates.
- The company is reliant on casual labour. Previously, the company enjoyed a high percentage of returnees to the business. While the company is not currently short of labour, the number of former employees that have applied to return this year is 50% down on last year. Consideration is being given to guaranteeing staff a euro-pound exchange rate, as this will impact on the salaries, and hence their decision to work in the UK.

#### **James Beatton (Cripps LLP)**

- The company is struggling to recruit people with right skills locally.

- Trading is holding up quite well, although it is harder to reach monthly budget.
- Why would people make big investment decisions when there is uncertainty about future due to Brexit. This is hugely frustrating for stakeholders.

#### **Gavin Cleary (Locate in Kent)**

- There has been a marked slowdown in investment decisions by existing and new business.
- Continue to see increased interest from France, Belgium and Netherlands who are looking to have a UK base post-Brexit. Looking for smaller sales offices.
- Locate in Kent is developing a more proactive strategy focusing on specific sectors – creative and digital, manufacturing, life-sciences, and food and drink.
- Involved at the Kent Business Summit at the University of Kent on 11 January.

#### **John Keefe (Eurotunnel)**

- Had a good year last year, with record numbers for trucks. Both truck and passenger numbers were up in 2018. Increases in truck movements are expected because people are pre-ordering to stockpile goods in preparation for Brexit.
- There have been many meetings with Department for Transport about Brexit planning. Most work has focused on ensuring traffic continues to flow. Operation Brock is the planned mitigation measure.
- The French have expressed different views to the EU on the handling of traffic. The French, like the British, want to keep traffic free flowing.

#### **Paul Thomas (Development Land Services Ltd)**

- The starter homes by Taylor Wimpey are seen to be ahead of the game. The company's share price rose recently as a result.
- Has potential new clients wanting large consented sites.
- Paul Thomas is working with Christ Church University and he is part of a team going to Yorkshire to see how off-site modular build can work. The findings will be shared with two colleges.

#### **Daren Rose (Lloyds Bank)**

- Lloyds Bank has a 3-year plan called Helping Britain Prosper. One of the major themes is to increase lending to businesses, which is on target for last year. The company is investment in a training facility for the manufacturing sector.
- The economy is tough at the moment, with Brexit and supply chain concerns very much on the agenda for clients. Because the bank wants to continue to support them, its credit policies are not changing.
- Some clients are experiencing significant recruitment challenges.

#### **Mark Quinn (Quinn Estates)**

- Development appears to have declined significantly. 'Help to buy' has slowed right down, especially in London.
- Quinn Estates currently has two planning applications for development pending in Canterbury and at Binbury Park, together comprising some 15,000 houses.
- The company has recently purchased 52 acres from Keir.

### **Geoff Miles (Maidstone TV Studios, and Kent and Medway Economic Partnership)**

- Business as usual at the moment.
- Continuing to receive enquiries for office space on easy in/easy out terms. Currently full so looking to convert existing space.
- Television business is up and down, although there has been an uplift in enquiries because of closure of other studios. Other studios have also been able to find space though. There is a government drive to get more TV business north to Manchester, resulting in the BBC choosing northern locations, even when the South East offers better value for money.
- Data centre business is healthy and looking to provide more space. Focus on providing a quality service is paying off.
- One of the client businesses – an employment agency – has noted there are skills shortages locally.

### **Mario Caccamo (NIAB EMR)**

- NIAB EMR provides services to support growers. It employs about 100 people, mostly scientists, and its annual income is about £7m. Some support comes from Government grants, and although NIAB EMR is not dependent on EU funding some of its customers are.
- NIAB EMR has experienced a successful couple of years, during which it has released several new varieties of fruits, which have been adopted by growers. These include the 'Malling Centenary' strawberry, the 'Malling Bella' raspberry, and a 'Sunburst' apple variety. The royalties earned from these are important.
- The biggest challenge for partners in the soft-fruits industry is access to labour; Automatic picking is possible, but not yet viable.
- The biggest challenge for NIAB EMR is securing capital investment. To remain relevant and competitive, it needs to invest in technology. A submission has been given to KMEP & SELEP for capital funding.
- NIAB EMR is looking at best practice around the world, and how it can work with other global companies and universities on improving food supply.

### **Sarah Dance (Sarah Dance Associates)**

- Recent DCMS reports shows that sector growth is significant – 7.2% in 2017, and a quarter of this growth came from the arts sector.
- There is a lot of evidence of commercial businesses, including freelancers, and publicly funded organisations are working closely together.
- The Creative Industries Foundation (CIF) has highlighted the importance of local property developers in providing space for small creative businesses.
- Locally, the Turner Prize in Margate at the end of this year will be a huge opportunity to celebrate Kent.
- It is hoped that the Thames Estuary Production Corridor report will be published in March. We will know soon if the Cultural Development Fund bid has been successful.
- Brexit remains a real concern for the creative and cultural sector. CIF has highlighted concerns about the impact of the £30K limit for immigrants, which will affect many freelancers who come to and work in the UK.

### **Jo James (Kent Invicta Chamber of Commerce)**

- KICC's Quarterly Survey was published recently and will be circulated separately.

- KICC is part of a national group looking at what documentation needed by exporters in result of no deal Brexit. Much work to do on this.
- Realisation among smaller member businesses that there could be a No Deal Brexit which needs to be planned for. There is a Brexit toolkit on the website published by British Chamber of Commerce, which offers advice and guidance on what businesses should be looking at.
- KICC's Business and Productivity Survey results just come in so will feed that back separately.
- Access to people is of concern, especially in manufacturing, land-based businesses, hospitality and retail. The number of applications from EU countries has gone down. Home grown talent does not seem to be out there. Pensions costs are also going up currently so concern of small businesses.

#### **Deborah Turner (Federation of Small Businesses)**

- There are similar messages from FSB members to those expressed by KICC. FSB's most recent quarterly survey shows that Brexit is having a negative effect on confidence.
- FSB is campaigning strongly for High Street businesses, many of which are under threat of closure.
- FSB is advocating that Kent remains open for business. Focus on the need for small businesses to have business continuity plans in place pre-Brexit.
- Over two thirds of FSB members are not planning to invest currently, which will impact on innovation and development going forward.
- FSB is a sponsor for the Kent Business Summit, and 200 businesses signed up to attend.

#### **David Curtis-Brignell (Visit Kent)**

- Every two years Visit Kent commissions independent research on the volume and value of tourism in Kent and Medway.
- Figures released yesterday show that the value of visitor economy rose in 2017 to £3.8bn (an increase of 33% over the past decade). Visitor numbers are up by 7% to 65 million, and employment has risen by 1% since 2015 to 77,000.
- There are variations across the county (for example, 16% of jobs in Canterbury are in the visitor economy). Shortage of labour been an issue, although the decline in the retail sector can help hospitality and catering sector as transferrable skills.
- Looking at 2018, Visit Kent's latest monthly Business Barometer for October shows mixed fortunes for the year - great for outdoor businesses, but not so good for stately homes.
- Looking to 2019, there are good prospects for staycations but Visit Kent has concerns about perceptions of Kent, especially after Brexit. Visit Kent is supporting planning for major events in 2019 and 2020 such as Turner Prize and The Open Golf.

#### **Matthew Norwell (Thames Gateway Kent Partnership)**

- Awaiting the government's response to the Thames Estuary Commission's report. However, the eight local authorities between Bexley and Thanet recognise the need to do promote opportunities in the area. Would like to bring something to a future BAB meeting.
- TGKP is talking to Highways England about Lower Thames Crossing and potential benefits from short-term contract opportunities.

### **Miranda Chapman (Pillory Barn)**

- The company has clients across several sectors, who want to focus on delivering quality, customer service, tapping into new business networks and supporting new ideas for innovation. There is still an appetite from businesses to keep positives going.
- Looking for new business ideas generated by own staff to help provide support to business clients.

### **Roland Cooper (Considine Ltd)**

- Enquiry levels went up in the last quarter of 2018, but the pipeline is reducing and housing sales are down.
- Fellow businesses appear to be cutting their contractor staff. Seeing many CVs.
- Brexit is covering up other cracks however, such as in local planning. There are different attitudes between northern parts of the country and here in the south east where policy changes are leading to delays in decision making and delivery.
- Need better communications between local planning authorities and the private sector.

### **Matthew Arnold (Stagecoach)**

- The company had a good December and is roughly on budget following a difficult autumn.
- The company has concerns about the poor general state of Kent's highway network. Traffic congestion is creating service problems. Told utilities companies cannot access the highway network after March 2019 unless it's an emergency.
- The different messages emanating from government departments about Brexit is an unacceptable situation. We need joined up planning and thinking. Matthew Arnold also echoed the earlier comments about working with local planning authorities.

### **Stephen Kingsman (DMA Group)**

- The difference that social enterprise can make to the economy is enormous and agrees with the earlier comments made by Steve Sherry.
- Agrees that the wider concerns around Brexit may be masking other issues affecting the economy, including problems in the construction industry which may have more to do with bad management.
- Has been involved recently in moving three businesses into more profitable sectors.

### **Peter Hawkes (Furley Page)**

- Echoed the earlier comments made by James Beaton. 2018 was a good year for the sector but there is a nervousness about the future, especially in the property sector which is slowing up.
- Challenges include recruiting skilled people locally, and transport where just getting around Kent is becoming increasingly problematic, especially around the M2 corridor which affects Maidstone, Canterbury and the Medway towns.

### **William Hinckley (BTF Partnership)**

- The commercial property market still struggles with lack of supply and modest demand, and transactions are taking a very long time.

- There are changing dynamics in the retail sector. In some areas like Canterbury, there isn't much vacant retail property.
- Echoed earlier concerns expressed about local planning which focuses more on housing rather than commercial development.
- In the agricultural sector, there is land coming forward and there still seems to be buyers. However, there are concerns about labour supply, especially in the horticulture industry.

#### **Paul Winter (Wirebelt)**

- The company exports about 70% of its products, and this is holding up well at present. However, wire stockpiling has taken place.
- Many competitor companies have concerns about the availability and costs of materials.
- There is evidence of customers holding off paying their bills.
- An update on the Kent and Medway Skills Commission, whose work is predominantly with schools. The Careers and Enterprise Company is active in Kent and is working with 50 senior schools. This will affect how the guilds work locally.
- CEC would like to be able to recruit one Enterprise Adviser per school, and would welcome suggestions from BAB members.

#### **Richard Finn (Richard Finn Ltd)**

- Globally, companies are either reorganising supply chains or moving manufacturing from the UK because of Brexit.
- One thing we should think about is how BAB and KMEP can pull some of this together. The industrial strategy is going to be critical. Some short-term issues can be connected; for example, do we know what planning and business support is available for local businesses?
- In response to Richard's question, Jo James suggested he looks at the Kent and Medway Growth Hub.

#### **Bernard Spring (North Kent Enterprise Zone & Young Enterprise)**

- The slow progress in parts of the NKEZ is frustrating. However, there is good news at Kent Medical Campus (Cygnets mental health facility already open, Care UK already open, plans for Innovation Centre).
- At Rochester, planning consent has been given and enabling works have already started. There is local interest from businesses.
- At Ebbsfleet – the Berkeley modular construction site is being developed, but elsewhere progress has been slow.

#### **Phil Eckersley (Bank of England)**

- The Bank has a good sense of the range of concerns being felt by BAB businesses, which are so much more than Brexit.
- The economy has expanded over the last decade mainly through employment growth rather than growth in productivity. The question is where growth is going to come from over the next decade.
- Migrant labour has provided much of the recent employment growth and is unlikely to contribute much more. Business investment has only grown by about 3%, and there hasn't been much improvement in productivity.

- The economy won't grow as well as before because there won't be the opportunity channels that we had previously.
- On interest rates, a reactive approach is being maintained by the Bank of England although it stands ready to act.
- If firms' behaviour changes due to Brexit, please let Phil Eckersley know. Would also like to talk to a future BAB meeting about productivity.

**Sarah Nurden (Kent & Medway Economic Partnership) –**

- Ten Kent and Medway MPs (including Gravesham's) have written to Highways England welcoming the economic benefit the Lower Thames Crossing will bring, but stating that the crossing must not be looked at in isolation. The MPs list a package of associated highway improvements that closely echoes those for which KMEP and BAB are lobbying.
- Has been approached by a commuter campaign group that is lobbying for the retention of the High Speed Train Service from Maidstone West, via Snodland, to Stratford and London St Pancras. If any business colleagues wish to co-sign the letter, please let Sarah Nurden know.
- SELEP is currently considering its governance arrangements: - The Government wants SELEP to reduce its board size to 20 people, and to change the ratio to two-thirds from the private sector. Funding will be withheld until the LEP agrees to these changes. Geoff Miles commented that Chris Brodie is meeting the Minister on Monday to discuss the situation. Once the governance arrangements are agreed, the SELEP team will turn their focus to producing the Industrial Strategy.
- SELEP is evaluating bids for Local Growth Fund 3b projects. A SELEP Investment Panel will meet on 8 March to rank the projects in order of priority.

**4. Presentation by Douglas Horner on strategic planning and road use**

- Douglas Horner presented a series of slides, which showed the strategic planning and transport challenges facing Kent. This included information from the Raynsford Report, Transport for New Homes Report, and RAC Foundation.
- He commented that behavioral changes are often very quick to be implemented, but strategic planning has a longer gestation period (with St Peter Wharf taking from 1990 to 2023 to complete).
- He asked BAB if they wish to express to KMEP their thoughts about the direction of strategic planning in Kent and Medway, and in the wider SELEP region, and it keeping up-to-date with behavioural change. In addition, whether KMEP may wish to explore the issues of car dependency, its causes, and their relevance to the pattern of settlements in order to inform both strategic and local town planning.
- The proposal was met with great enthusiasm, with several board members expressing an interest in being involved in formulating a letter which could be sent to KMEP board members on behalf of the Business Advisory Board. Douglas Horner will co-ordinate its production.
- Particular comments made by BAB members included:
  - The long gestation period for infrastructure inception to construction and completion.
  - The pressure on the existing infrastructure systems and the difficult to free up more capacity on them. A fresh new approach might be required.
  - The need to look internationally at best practice.

- The need for additional train rolling stock in Kent.
- Transport Planning Statements that show, if people can not access a transport source (like a bus) within 1,100 metres, they will discount it as an option.
- The rapid change in working patterns, and the rise of the digital nomad. Co-working is going to be very important from now on.
- 50,000 people commute out of their local area for work. If facilities were built locally, could that pattern be altered?
- The difficulties that have been brought by Permitted Development Rights.
- Some inconsistency in planning decisions.
- Some section S106 obligations being undeliverable.

## **5. Presentation by Victoria Pommery on the Turner Prize**

- Turner Contemporary is a world-class visual arts organisation. The gallery was designed by the architect David Chipperfield and opened in 2011. Margate is renowned amongst artists for its unique quality of light that made J. M. W. Turner a regular visitor.
- Turner Contemporary has helped lead regeneration and change perceptions of Margate. Over 2.7 million people have visited the gallery, and over 150 new businesses have opened since 2011. The gallery has generated over £70 million for the Kent economy, and worked with over 100,000 children and young people. On average, 7% of Turner Contemporary's visitors are from overseas.
- The Turner Prize is one of the best known, most prodigious prizes for the visual arts in the world, and aims to promote public debate around new developments in contemporary British art.
- Every other year, the prize leaves Tate Britain and is presented at a venue outside London.
- In 2019 it will be presented at Turner Contemporary. Using the arts and culture is a good opportunity to show Kent is open for business.
- Victoria Pommery is eager to create a brand identity for this Turner Prize "Art is made essential".
- To date, Turner Contemporary has generated £30m of advertising value equivalent; expect a further £1m due to Turner Prize.
- Established in 1984, the Turner Prize is awarded to a British artist for an outstanding exhibition or other presentation of their work in the previous twelve months.
- The Turner Prize award is £25,000 for the winner, and £5,000 each for the other three shortlisted artists. The Turner Prize no longer has an age limit.
- The selection panel includes gallery directors, curators, critics, and is chaired by the Director of Tate Britain. This year, Turner Contemporary's Director will be on the selection panel.
- The prize is awarded to an artist primarily working in Britain, or to an artist born in Britain working anywhere in the world.
- The Turner Prize has previously been shown in Gateshead in 2011, Derry in 2013, Glasgow in 2015, and in Hull in 2017 as part of Hull's UK City of Culture celebrations. Gateshead experienced an increase of 100% in their visitor figures during the exhibition's three-month period.
- Turner Contemporary has set itself these targets and objectives to achieve:
  - Every resident in Kent is aware of the Prize;

- 250,000 visits during the Turner Prize exhibition;
- National media coverage, include coverage on BBC News at Ten;
- Increase in overnight stays;
- Increase in civic pride through a volunteer scheme, and;
- Contribute to positive perceptions of Margate and Kent.
- There is a 'Readiness Group' set up, chaired by David Smith of KCC, to make sure Kent makes the most of the opportunity of the Prize being hosted locally.
- The Turner Prize award ceremony will be hosted in Margate in December 2019, and broadcast on BBC2.
- The gallery is looking to generate investment to support the prize and surrounding activity, and they are in discussions with companies about sponsorship packages.
- The website is <https://www.turnercontemporary.org/> if BAB members wish to get involved in supporting the Prize.

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