







Foreword

A NEW ERA FOR COVENTRY BID IS DAWNING AND WE HAVE SO MANY EXCITING AND INTERESTING PLANS FOR THE FUTURE.

But for that future to move forward, it is of great importance for the businesses to support Coventry BID for another five years.

We are thrilled to be introducing the Coventry Business Improvement District (BID) Business Plan 2018-2023. This sets out the objectives of the BID and what the BID intends to achieve right through until 2023 and is based on the feedback from the consultation papers completed by 216 businesses telling us what they would like to happen in a new term for Coventry BID. You will see through these pages, that Coventry BID board have listened to and taken on board your views. Coventry BID board are all Coventry business owners themselves and are passionate about our city centre.

For our new term Coventry BID intends to set up as an independent, standalone, and not for profit organisation, totally focused on Your Needs.

We currently assist over 700 BID businesses in the city centre. We have a diverse and wonderful mix of big name brands and independents that help to make up the heart of the city centre.

We know from the consultation that YOU our businesses are looking for an increased security presence which includes providing a retail radio, a visible security presence in the city centre and access to retail crime initiatives such as Pubwatch and DISC. We also know that YOU, the businesses, want business support, advice and networking forums and events and promotion that increase visitors into the city centre.

We also know Coventry BID can do better at communicating the fantastic services that the team provides. Coventry BID provides a voice for all businesses large or small and offers advice, support and guidance as well as promotion through our thriving Coventry City Centre Facebook, Twitter and Instagram pages.

Coventry BID intends to give all the businesses that have a rateable value below £16,000 an exemption to pay into the BID Levy from 1st April 2018. This is to support these businesses financially, realising that there is about to be a large volume of physical changes to our city centre. This doesn't mean, however, that these businesses aren't able to benefit from some of the Coventry BID services and can opt to "buy" back into the BID scheme which will provide specific services such as a retail radio, access to DISC and marketing support for just £20 plus vat per month, i.e. just £240 plus vat per annum.

Please take a look at our new exciting and business driven Business Plan for 2018-2023.

Nicola Cormell

Chair, Coventry Business Improvement District (BID)

Trish Willetts

Manager, Coventry Business Improvement District (BID)





OVER THE YEARS, A STRONG WORKING RELATIONSHIP HAS BEEN FORGED BETWEEN COVENTRY BID AND THE COUNCIL.

As an independent BID we will have a whole host of other projects that we will carry out to help enhance the city and bring people in to visit.

These have been identified and continue to be the things that businesses want the BID to focus on.

The main areas are security, environmental, business voice and support to include networking and finally enhancing and promoting the city.

For the new term Coventry BID will be operated as an independent company limited by guarantee.

Consultation results

DURING OUR CONSULTATION, A MAJORITY OF BUSINESSES TOLD US THEY WANTED MORE MONEY SPENT ON IMPROVING THE SECURITY OF THE TOWN CENTRE.

65.88%

of businesses said that the Pubwatch/retail radios scheme was very important

55.56%

valued the Christmas marketing and promotion

87.2%

are pleased that we intend to keep the 1.2% BID levy

52.17%

are looking for retail and business forums

60.39%

enjoyed the cleanliness of the city centre

64.73%

said that the BID events increased city centre footfall



What Coventry BID has delivered so far

COVENTRY BUSINESS IMPROVEMENT DISTRICT (BID) IS AN ORGANISATION THAT PROVIDES AN INDEPENDENT VOICE FOR THE BUSINESSES LOCATED WITHIN THE BID LEVY AREA BEING THE RING ROAD OF COVENTRY CITY CENTRE.

Businesses will be asked to cast their vote as to whether or not Coventry BID continues after March 2018.

Coventry BID acts as a direct liaison between city centre business and key partners such as City of Culture 2021, Coventry City Council, West Midlands Police and many more to ensure the business voice is heard.

Over the past 5-year period the BID has delivered some notable success stories:

- Created closer links with the community policing team to increase city centre security and to support the exclusion scheme, and police led CBOs.
- Provided a FREE retail radio scheme to all specific BID levy companies.
- Directly delivered and supported events that have attracted 1.2million visitors to the city centre. Playing a major part in the Christmas Light Switch On event where the BID paid for the headliner act and contributed towards the Christmas lights within the city centre.

- Organised and managed student shopping nights that have directly benefited retailer's revenues.
- Enhanced the Business Crime Reduction Partnership by introducing the DISC incident reporting scheme which enables businesses to report city centre crime issues such as shop theft and ASB issues. The system has so far allowed us to capture data on over 3,000 incidents and 1,500 offenders.
- Greening services have won national awards for brightening up the centre.
- Have a BID team that provides direct help to businesses.
- Provided a dedicated deep cleansing team to improve the centre environment as well as reactive maintenance work on some of the city centre's gems.
- Have a BID Manager that offers support and gives the businesses a voice.
- We have continually promoted the business on social media, website and VIP app.

each year, supported by the BID.

People attracted to the city centre through the annual Christmas

lights scheme and switch on event

19,000+ Likes on our Facebook page.

1.2M

Key facts

10,000+

People attracted to the city centre through BID supported events.

300+

Businesses utilise the town centre digital radio scheme daily.

32

Zones of the city centre with a dedicated bid cleansing team working on a weekly basis, being able to react within an hour to a business's needs.

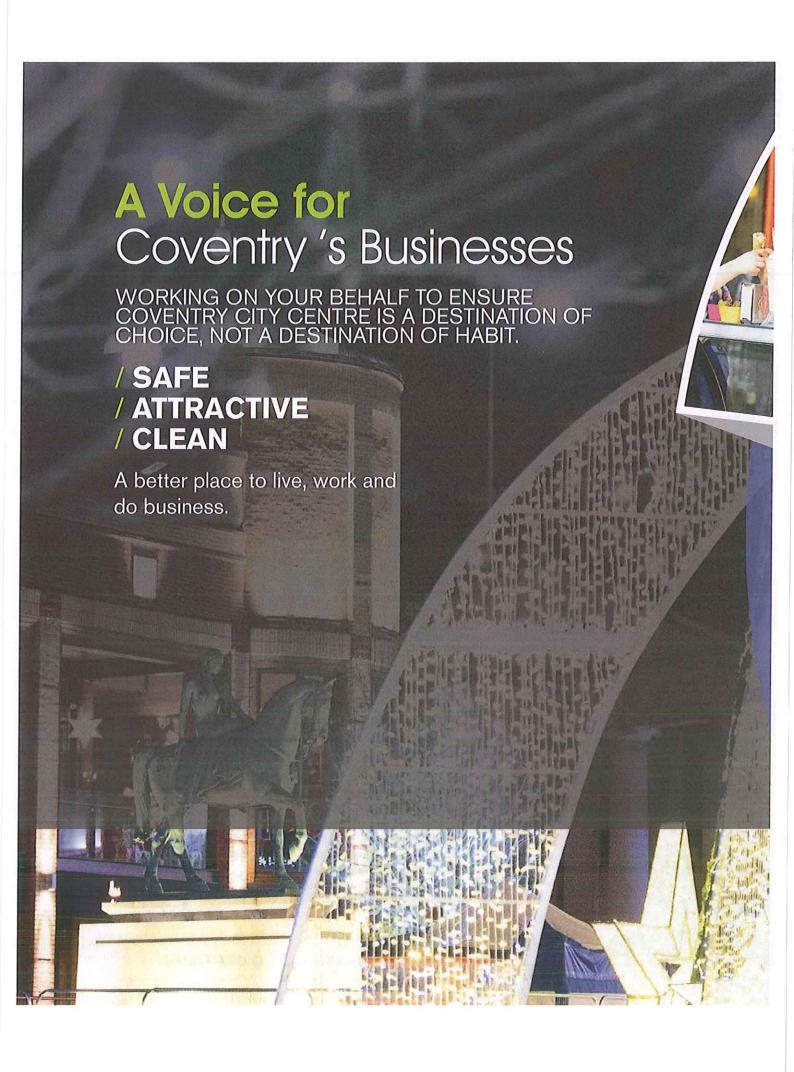
70+

Vibrant hanging basket displays installed and colourful pot arrangements across the city centre annually. The BID pays for the installation of all of the summer bedding and its watering.

www.coventrycitycentre.co.uk

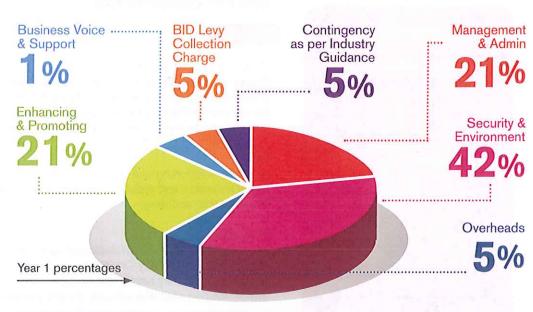
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Our BID plans

THE STRONG LEVEL OF SUPPORT ALREADY EXPRESSED FOR COVENTRY BID IS SIGNIFICANT – IT IS IMPORTANT THAT YOU **VOTE YES** IN THE POSTAL BALLOT IN OCTOBER TO ENSURE WE CAN CONTINUE TO MAKE COVENTRY CITY CENTRE A MORE ATTRACTIVE AND VIBRANT RETAIL, OFFICE AND LEISURE DESTINATION.





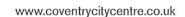
Security & Environment



Enhancing & Promoting



Business Voice & Support







Security and environment

SECURITY IS A MAJOR ISSUE FOR ALL BUSINESSES THAT HAS BEEN HIGHLIGHTED WITH THE RECENT BUSINESS CONSULTATION.

Consultation results

38%

said they were satisfied with BID contribution to safety – we want to do even more

67%

responded by saying safety was very important to their company vitality

30%

said they were very satisfied with the retail radio / pubwatch scheme

65%

said retail radio and pubwatch were very important to business

37%

felt greening was very important to their business

38%

said the radio scheme was their highest priority

OUR KEY COMMITMENTS

Security

Enhanced radio service

Sector specific retail and Pubwatch radios linking to the BID team dedicated to combat crime in the city centre. We are also enhancing the service provided by the response team in the control room and providing additional resource to ensure an immediate response.

DISC

An incident reporting and information sharing scheme to tackle antisocial behaviour and reduce crime, plus a DISC system dedicated to the night time economy.

Marshalling

Providing experienced staff dedicated to Pubwatch and retail crime to help visitors to Coventry City Centre during the evening, with the aim of ensuring that they have a safe and informed experience. The BID are introducing staff that will walk the city streets to prevent crime and provide a reassuring presence working alongside the Police service.

Triage

Providing a safe place within the city for care to be administered to those that need it allowing our Police force to remain patrolling our city during the evening.

Pastors

Volunteers from local churches offering assistance during the day and in conjunction with our Marshalling service during the night time economy.

Enhanced Security Collaboration

Working with our city centre partners we aim to join up private security teams with our own to provide an even more effective security service to give visitors the reassurance that the city is joined up to reduce crime and help our visitors. Monday to Friday 3.30-7.00pm, and Saturday to Sunday 12-4pm*.

^{*} Timings may be subject to change



Cleansing

Landscaping

be proud of.

DRIVING CITY CENTRE FOOTFALL

Enhancing and **promoting**

THE BID INVESTS IN VARIOUS INITIATIVES TO PROMOTE COVENTRY CITY CENTRE AS A DESTINATION VENUE FOR ALL THAT VISIT.

OUR KEY COMMITMENTS

App

Create a new app that will promote the latest offers from all BID members and will provide access to all important information about the businesses.

Events and Promotions

The BID will host and support events in the city centre such as the Food Festival, Student discount event and the Christmas light switch on. These events will help to promote Coventry City Centre and increase footfall to the city centre.

BID website and social media

Providing marketing promotion for the businesses and a useful resource and contact point for information.

Innovation

Book parking spaces, travel hotspots and much more.

Surveys

Surveys will be carried out as well to find out what people think about the city centre, which will provide valuable details over the coming years.

Maps and Guides

Providing guides and maps based around specific marketing and events.

Consultation results

COVENTRY

18%

said they were very satisfied with

49%

said city centre promotion was very important to their company vitality

46%

said events were very important to their company vitality

31%

said they were very satisfied with

36%

were satisfied with Christmas

55%

said Christmas marketing and promotion was very important to their business

17%

of responses said events were their



Business voice and support

THE BID OFFERS A HUGE AMOUNT OF SUPPORT AND A VOICE FOR THOSE THAT IT REPRESENTS TO MAKE SURE THAT THEY ARE NOTICED BY VISITORS.

OUR KEY COMMITMENTS

Networking

Arrange regular networking forums such as CovHourLive and security forums which give advice and support with key speakers.

Communicating

Weekly e-newsletters sent to all BID businesses informing them of latest developments and events in Coventry.

Business advice and support

More advice and support will be offered after hugely successful sessions with expert Alison Read, who has worked with many businesses in the city centre and this will progress through the next term.

Point of contact

Providing the BID manager who will be a point of contact for business help and advice and who will arrange engagement with key stakeholders such as Coventry City Council, Coventry University, and Coventry and Warwickshire Local Enterprise Partnership.

Consultation results

52%

of responses want regular business forums and networking

www.coventrycitycentre.co.uk





What you would LOSE

- NO city centre radio scheme to monitor and combat crime in the town centre
- A LESS VIBRANT city centre with less entertainment, markets and events
- NO dedicated Coventry City Centre website promoting everything Coventry has to offer
- NO enhanced Christmas headliner act
- NO Student Discount event
- NO PubWatch forums to help reduce anti-social behaviour and improve the night time economy
- NO Data and Intranet for Safer Communities (DISC)
- NO business support
- No chewing gum removal service
- NO VIP app promoting business offers
- NO one to keep you updated on city centre developments, issues and news

What you would MISS OUT on

- NO Triage
- REDUCED Street Pastors
- No city centre Marshalls
- NO stakeholder engagement and fourms
- NO BID street security at key times



Financial summary

Income (£)	Year 1 2018-19	Year 2 2019-20	Year 3 2020-21	Year 4 2021-22	Year 5
BID Levy	401,069	401,069	401,069	401,069	401,069
Total Income	401,069	401,069	401,069	401,069	401,069
Expenditure (£)	Year 1 2018-19	Year 2 2019-20	Year 3 2020-21	Year 4 2021-22	Year 5 2022-23
Security and Environment	179,296	183,975	188,780	187,715	193,313
Enhancing and Promoting	78,920	74,046	67 <mark>,</mark> 319	64,278	57,205
Business Voice and Support	2,500	2,500	1,500	1,500	1,000
Management and Admin	79,800	81,955	84,167	86,440	88,774
General Overheads	20,500	18,000	18,154	19,562	18,474
Collection Charge (CCC)	20,000	20,540	21,095	21,665	22,250
Total Expenses	381,016	381,015	381,016	381,159	381,015
5% (Industry Guidelines)	20,053	20,053	20,053	20,053	20,053
	401,069	401,069	401,069	401,069	401,069

For Legal Agreements, Alteration of the BID Levy and Collection of the BID Levy please see 'BID Levy Rules and Small Print' on pages 18 & 19.

£2,005,490 to enhance Coventry City Centre







About the BID

COVENTRY BID WILL BE A BUSINESS-LED NOT FOR PROFIT COMPANY SERVING AND WORKING TO IMPROVE COVENTRY CITY CENTRE FOR BUSINESSES, VISITORS AND LOCAL RESIDENTS.

Coventry BID will be an incorporated and not-for-profit company limited by guarantee. The company's Memorandum and Articles of Association and copies of audited accounts will be available at www.coventrycitycentre.co.uk, when we are successful in our next term.

All levy paying businesses are automatically members of the BID and are encouraged to put themselves forward to sit on the Coventry BID board and operational sub-groups.

Our performance

Coventry BID is accountable to businesses paying the levy. The results are measured through the following Key Performance Indicators:

- Crime statistics
- Footfall statistics
- · Social media followers and reach
- Website visits/media coverage
- Discount app and newsletter open rates/click-throughs

Baseline Agreements

Formal agreements will be arranged with Coventry City Council to provide a clear understanding of baseline services provided by Coventry City Council, allowing Coventry BID to provide services above and beyond those currently provided by the Council. Our new agreements and draft agreements for 2018–23 will be found on our website, when we are successful in our next term.







Coventry BID board members

Coventry BID Governance

COVENTRY BID IS MADE UP OF COVENTRY BUSINESS OWNERS FROM ALL DIFFERENT BACKGROUNDS AND EXPERIENCE, TOGETHER WITH THE LOCAL AUTHORITY, WHO ARE PASSIONATE ABOUT COVENTRY.

Nicola Cormell Lower Precinct Shopping Centre



Trish Willetts Coventry BID Manager



Birgit Hartelius **IKFA** Multi Chain / Retail



Steve Warner JD Gyms Vice-Chair Leisure



Andy Talbot West Orchards Shopping Centre



Katie Hodgkins **KBN** Reptiles Independant



John Kiely McDonalds Franchisee Independent



James Craft Marks & Spencer Multi Chain / Retail



Tracy Harker Cathedral Lanes Shopping Centre



Martin French Natwest **Pubwatch Chairman** Finance / Professional



Jo Truslove Fargo Complex **Developments Projects** Independent



Lisa Myatt Santander Finance / Professional



Mark Moseley Band Hatton Button Professional Services



Colin Harris Culture Coventry Cultural/Leisure



John JD Dalziel Escape Live Associate Member



David Cockcroft Coventry City Council



Julia Negus Theatre Absolute

The Coventry BID will be governed by a board of directors consisting and representing levy payers from across the BID area. The board will provide strategic direction, input and will be responsible to stakeholders for the conduct, performance and due governance of the BID Company. It will be responsible for setting the annual budget and monitoring finances throughout the course of the year. Membership of the board is voluntary and directors are unpaid. The board will meet at least four times per year and all levy payers will have the opportunity to apply to join the board. From time to time, the Board may co-opt new members or invite observers to board meetings. Additional sub groups may from time to time be established to support the work of the board under the supervision of board directors. The structure of the Board reflects the number and types of business in the town centre and will consist mainly of BID levy-paying businesses or statutory service providers as dictated by the BID Regulations 2004.



Vote for a strong voice for your business

DON'T MISS YOUR CHANCE TO VOTE

BALLOT TIMETABLE - KEY DATES

18th December

Launch of the BID Proposal **Publication of the Notice Ballot**

15th January - 12th February **Ballot Period**

12th February

Last day of Ballot - 5pm for Ballot

papers to be returned

13th February

Announcement of ballot result

In order to continue for a further five years, Coventry BID must receive a 'yes' vote from a majority of businesses voting in the ballot, both by number and by the total rateable value those businesses represent.

The ballot will be a confidential postal ballot of all eligible hereditaments on the Ratings List at the time that the Notice of Ballot is issued. Coventry Council will be responsible for managing and co-ordinating the ballot to ensure it is carried out fairly and not influenced by the BID. The BID papers will be delivered by an independent company and the BID will pay for this.

The ballot will run from 15th January until 5pm on 12th February 2018

A voting paper will be sent to you for each business unit that you own or occupy that has a rateable value of £16,000 or more. Where a business has more than one rateable business unit with a rateable value of £16,000 or more, it will receive a ballot paper for each individual unit. Each paper counts as one vote and it is therefore important that every voting paper is completed and returned.

GET IN TOUCH

Please do not hesitate to contact the Coventry BID team if you would like any further information or would like to arrange a meeting to discuss our proposal in more detail.

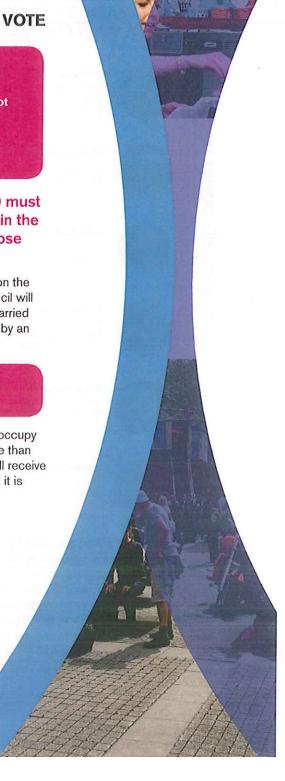
Call: 02476 831266 Email: Bids@coventrycitycentre.co.uk

Coventry Business Improvement District (BID) Much Park Street, Coventry, CV1 2PY





CovCityCentre



Frequently asked questions

IN ORDER TO SECURE A NEW TERM OF FIVE YEARS, COVENTRY BID MUST RECEIVE A 'YES' VOTE FROM A MAJORITY OF BUSINESSES VOTING IN THE BALLOT, BOTH BY NUMBER AND BY THE TOTAL RATEABLE VALUE THOSE BUSINESSES REPRESENT.

What is a BID?

A Business Improvement District (BID) is a business-led and business-funded body formed to improve a defined commercial area, in this case Coventry City Centre. In the UK, the majority of BIDs exist in town centres, however they are also in industrial, commercial and mixed-use locations. The BID mechanism allows for a large degree of flexibility and as a result BIDs vary greatly in 'shape' and size.

The average size of a BID is 300-400 hereditaments, with some of the smallest having fewer than 50 hereditaments and the largest over 1,000. Annual income is typically £200,000-£600,000 but can be as little as £50,000 per annum or over £2 million. Legislation enabling the formation of BIDs was passed in 2003 in England and Wales (with subsequent regulations published in 2004 and 2005 respectively) and in 2006 in Scotland. The first BID in England started in January 2005. The first Scottish BID started in April 2008 as did the first Welsh BID. BIDs were first established in Canada and the US in the 1960s and now exist across the globe, including in South Africa, Germany, Japan, New Zealand and Australia.

Who actually is Coventry BID?

Coventry BID will be a notfor-profit company limited by guarantee. It will have a Board of non-executive Directors, made up of representatives from the local business community, representing different business sizes, sectors and locations. Full details of the Board will be available on our website.

How do I know what it will cost me?

A BID is funded through the BID levy, which is calculated as 1.2% of a business' rateable value. A business with a rateable value of £16,000 would pay £192 per annum. Once a ballot is successful the BID levy is mandatory and payable annually for all eligible businesses for the 5 year term. BIDs can choose to exclude certain businesses from paying the levy (and therefore from voting in the BID ballot). Coventry BID chooses to exclude the smallest businesses - those with a rateable value under £16,000.

What is the levy used for?

Outline budgets are in this 5 year business plan and our audited accounts will be published on our website. Coventry BID is a not-for-profit organisation and all expenditure is focused on activities and initiatives for Coventry City Centre.

When do I get to vote and how does that work?

Every business receives one vote for each hereditament they occupy. Each business is asked to identify the nominated voter for their business and this was confirmed through a mailout in May. Ballot papers are sent out by Coventry City Council to each voter. These must be returned to Coventry City Council by 5pm on Monday 12th February 2018.

What choices do I get on the ballot paper?

Who is standing for election?
There are just 2 choices – vote
Yes to continue to support
Coventry BID for another 5 year
term or No to cease the services
and support from Coventry BID.
There are no third parties to vote
for, it is a simple Yes/No vote.

What does the BID need to be successful in the ballot?

There are two measures that the ballot needs to meet; a simple majority of those that vote, voting 'Yes', and a simple majority of the rateable value of the eligible businesses in the BID area voting 'Yes'.



Legal Agreements

Formal agreements will be signed with Coventry City Council to provide a clear understanding of baseline and operating services provided by Coventry City Council, allowing Coventry BID to provide services above and beyond those currently provided by the Council. Our draft agreements for 2018–23 will be found on our website.

The Coventry BID levy will raise £2,005,345 to be spent exclusively in the BID area over its five-year term. Where possible, Coventry BID will work with partners and stakeholders to supplement its annual income.

Decisions on expenditure and budget allocation will be governed by the BID Board and minuted accordingly.

- The budget has been based on an estimated collection rate of 95%.
- The levy collection charge is 5% of the annual levy per annum.
- Management and overhead costs of the BID include all staffing, office accommodation and legal and accountancy costs associated with running the BID.
- The budget must remain flexible to allow for changes within the BID area that may arise from time to time and with specific reference to any revaluation of rateable values.

NB Levy collection charges will be reviewed by Coventry City Council and Coventry BID annually taking into account the number of levy payers per calendar year.

Alteration of the BID arrangements

The streets and hereditaments to be included in the BID area may change due to alterations in Coventry City Council's rating list.

Rateable business units may additionally be included if their rateable value, at any time during the BID period, meets or exceeds £16,000 or they are newly added to the ratings list and the rateable value threshold criteria is met. They may also be excluded from the BID area and BID levy charge in cases where amendments are made to the ratings list that either remove rateable units from the list or alter the rateable value to below £16,000.

Any alterations to BID delivery and/or budget variations will be ratified by the BID board. Any variation to the percentage theme allocation beyond 15% of the whole will be subject to an EGM.

BID arrangements may be altered without an alteration ballot as long as there is no proposal to alter:

- The geographical area of the BID
- The BID levy in such a way that would:
- Cause any person to be liable to pay the BID levy who was not previous liable to pay;
- Increase the BID levy for any person other than for inflation purposes as mentioned above.

The BID's finances will be independently audited and reviewed each year and will be presented at the AGM to which all BID members will be invited.

It is important that the activities of the BID represent additional value above and beyond public services already provided by Coventry City Council. To that end, Coventry BID will be entering into a baseline agreement with the Council to clearly define the levels of service that can be expected from Coventry City Council.

Formal operating agreements will be entered into with Coventry City Council so that all of the contractual arrangements for collection and enforcement of the BID levy will be defined.

For further details visit www.coventrycitycentre.co.uk

Collection of the BID levy

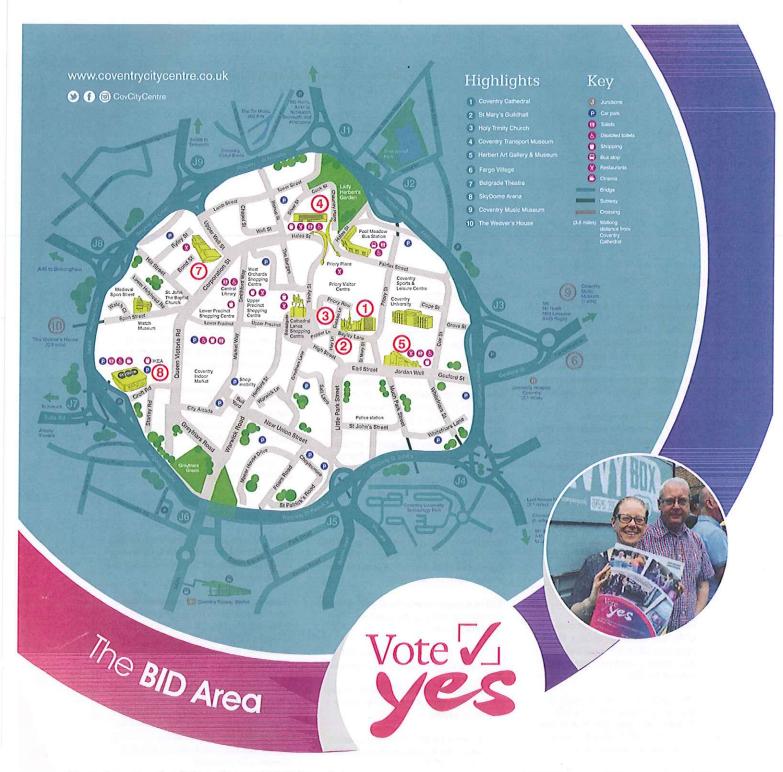
Arrangements for the collection of the BID levy will be set out in the formal Operating Agreement between Coventry BID and will be on our website.

These arrangements are governed and administered within the guidelines set out in the BID (England) Regulations 2004. Coventry City Council will be responsible for collecting the BID levy on behalf of Coventry BID.

The levy will be collected in one instalment due on 1st April each year and held in a separate account solely for Coventry BID. Enforcement measures for collection of the BID levy are detailed in the Operating Agreement between Coventry BID and Coventry City Council.







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Coventry Business Improvement District (BID)

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