

CHAIR'S INTRODUCTION

Martin Langsdale

Welcome to Cathedral Quarter Business Improvement District's (BID) Annual Report for 2021-2022.

2021 has once again been challenging with the ongoing COVID-19 pandemic but we have been proud to continue to support our businesses (levy payers and others) throughout the easing of restrictions and regaining some sense of normality.

The BID team have continued to deliver projects which fit the needs of your priorities in the business plan, with some exciting additions this year such as the Derbyshire Business and Crime Reduction Partnership (DBCRP) and the Too Good To Go scheme.

The summer months also saw the return of events to the city centre, increasing the footfall and dwell time of people in the area, the main highlight being the long-awaited Derby Ram Trail which saw visitors arrive from more than 50 miles away to see the works of art and explore the city. We also saw the welcome return of Derby Feste and the Derby Folk Festival and the opening of the Museum of Making.

There is an air of optimism with the development of Becketwell taking shape and the Castleward and Nightingale Quarter developments continuing to attract new residents to the city centre, presenting opportunities for many businesses to take advantage of the increased numbers living locally.

We remain keen to assist those who wish to put on an event to encourage visitors and increase footfall to the Cathedral Quarter but who may not have all of the necessary funds to transform the idea into a reality and would welcome a conversation with them.

As we move into the final year of the current BID term, The BID team will continue to work with you to ensure your involvement in any opportunities to benefit your business. Current and new projects will be available for your participation enabling us to work together to transform our city for the benefit and enjoyment of all.

Warm Regards.

Martin Langsdale MBE – Chair of Cathedral Quarter BID Board

Chartered Surveyor, Raybould & Sons

THE CATHEDRAL QUARTER VISION

"To support and enable all businesses to benefit from the Cathedral Quarter as a place which is attractive and vibrant with a sense of community and a lifestyle which is individual, diverse and inspiring."



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CATHEDRAL QUARTER BID **BOARD MEMBERS**

The Cathedral Quarter BID Board is elected by members of Cathedral Quarter BID Company, drawn predominantly from those paying a levy in the area and made up of a representative cross-section of businesses, stakeholders and key agencies associated with the successful delivery of the BID project.

The role of the Board is to safeguard the interests of the levy payers by ensuring that the BID operates in line with the Business Plan and offers consistent value for money in line with its targets.



Surveyor, Raybould & Sons

NADINE PEATFIELD

Derby Labour Councillor, Shadow

Cabinet Sustainability & Environment, Derby City Council







CRAIG BUNTING

REAR





Chief Operating Officer, Derby Cathedral



DEBBIE JARDINE

CATHEDRAL QUARTER **BID TEAM**

Cathedral Quarter BID is project managed by Partnerships for Better Business Ltd (pfbb UK), who are a BID Management Consultancy specialising in the delivery and development of BIDs and led by Ian Ferguson and Melanie Ferguson-Allen.













2021-2022

AT A GLANCE



BID Ranger service



Derby Ram Trail



Food & Drink Guide



Storewatch radio loan scheme



Christmas Guide



Derbyshire Business Crime Reduction Partnership



Footfall cameras



Street bunting



CO Annual Report 2020



Ebulletins and business comms



Google Garage



Too Good to Go Scheme



CQ Loyalty card scheme



Event support and sponsorship



Purple Flag Accreditation

Retail Sales

Monitor



DISC App



CQ website business profiles



Crime Prevention Scheme



Defibrillator



Floral displays



Food & Drink Fortnight



Social media support and business promotion



THE CATHEDRAL QUARTER

EXPERIENCE

The Cathedral Quarter BID has been created, funded and led by the local business community since 2007 with the aim to make the area a more individual, inspiring and diverse place for visitors and workers alike. We continue to invest your levy payments into making the area a safer, more attractive and more entertaining place for all.

KEY STATS

2989

Hours of BID Rangers on Duty

1679

Business Visits undertaken

244

Ambassadorial engagements carried out by the Rangers

40

Storewatch radios provided together with St Peters Quarter

52

Businesses signed up to DBCRP Scheme



THE CATHEDRAL QUARTER RANGERS

Your **BID Rangers**, Jon and Scott, remain on hand to support you, providing information and guidance on BID projects and initiatives. The Rangers also continue to work with partners to address crime and ASB in the area.

CRIME PREVENTION SCHEME

Cathedral Quarter BID and Derby City Council joined forces to offer a **Crime Prevention Scheme** for CQ businesses, providing advice and solutions for installation within premises. Businesses were invited to apply for a visit from a crime prevention officer to ascertain what solutions would be best for their premises and, where needed and appropriate, funding and/ or equipment was provided to help with crime prevention.

STOREWATCH RADIO

Cathedral Quarter BID continues to provide the **Storewatch Radio** loan scheme to businesses to help make the area safer and for businesses to share information. The BID purchased 40 Storewatch Radios in 2019 with funding secured through the Police and Crime Commissioners Office. The radios enable businesses to keep in contact

with one another, the Rangers and other partners, such as the Police and CCTV.



CITY CENTRE BUSINESS MEETINGS

Cathedral Quarter BID in partnership with Derby City Council, Derbyshire Constabulary and St Peters Quarter BID, held a number of **roundtable meetings** with city centre businesses. The meetings provided an opportunity for businesses to speak directly to representatives of these organisations to highlight any concerns and to obtain updates on current activities. The insights and feedback was welcomed by all partners involved and proved an essential part of addressing various issues around the BID area.

DERBYSHIRE BUSINESS CRIME REDUCTION PARTNERSHIP

Cathedral Quarter and St Peters
Quarter BIDs have collaborated
with the Chamber of Commerce to
introduce the **Derbyshire Business Crime Reduction Partnership**(**DBCRP**) The Scheme which was
partially funded by a grant from the
PCC, provides levy. businesses with
access to the county-wide scheme
free of charge. Users can also
download the DISC app

which gives them the ability to share intel, report incidents to the Police, view offender photo galleries, and receive crime alerts and newsletters. If

your business
would like
to join the
scheme,
please contact
the BID office.

COVID-19 SUPPORT

The BID has continued to provide support during the COVID-19 pandemic. Businesses have continued to be supplied with items from our **support packs** such as hand sanitizer, face coverings and information posters, and any new information which would affect businesses has been communicated via our **ebulletins** and the Rangers.

TRAUMA KITS

The Police and Crime Commissioner. in partnership with Cathedral Quarter and St Peters Quarter BIDs. Derbyshire Constabulary and the East Midlands Major Trauma Centre, purchased and distributed trauma **kits** to businesses across the city to be used in an emergency if somebody has suffered life-threatening knife injuries. Businesses in the area undertook **trauma training** shortly prior to the first lockdown in 2020. The kits form part of our ongoing programme of working with partners to improve safety and well-being in the city and are a sensible measure to provide emergency treatment should an incident occur.

CO AWARDED BID INDUSTRY STANDARDS KITEMARK

Derby Cathedral Quarter Business
Improvement District (BID) has
become one of the first in the UK
to be awarded a **BID industry kitemark** for the quality of its work.
Its governance and quality have
been scrutinised against 11 new
standards which have been developed
by The BID Foundation alongside
governments and BIDs to encourage
transparency and responsible
governance in the sector.





PURPLE FLAG ACCREDITATION

Following an assessment prior to lockdown earlier in 2020, it was announced that Derby has retained its **Purple Flag status** for a seventh consecutive year. Cathedral Quarter BID supported Derby City Council and other partners in its application to the Association of Town and City Management. First achieved in 2013, Purple Flag is an international accreditation scheme which recognises a town's excellence in managing the evening and night-time economy.



DEFIBRILLATOR MAINTENANCE

In 2019, the BID installed a **defibrillator** on Friar Gate, situated at Norman House, next door to Smith Partnership.

We continue to fund the maintenance of this unit, providing essential lifesaving equipment within the Cathedral Quarter area.







This year the BID funded the installation of a number of floral displays and bunting, helping to decorate and brighten up the streets from late spring, through until the Autumn.

KEY STATS

35 Hanging baskets installed

20 Summer 3-tier planters

THE SUMMER MONTHS...

The Cathedral Quarter BID installed **bunting** on Corn Market, Iron Gate, Sadler Gate and The Strand throughout the summer months this year. The bunting was installed at the start of June in time for the Derby Ram Trail and other Summer events and was in place until October.

The Cathedral Quarter BID provided funding to install a large number of eye-catching **3-tiered planters** and **hanging baskets** in the BID area. Working alongside Derby City Council, the floral displays were in place throughout the summer months and into autumn.

AND FOR THE WINTER MONTHS...

Cathedral Quarter BID worked with Derby City Council to ensure that the city continued to have substantial **festive lighting** coverage. Cross street lighting was once again installed alongside some mini trees on shop frontages. A **light switch on** took place on Saturday 13th November, organized by Derby City Council and included a **lantern parade** led by Surtal Arts.













CATHEDRAL QUARTER

BID EVENTS

Once COVID restrictions had been relaxed, the Cathedral Quarter BID resumed the funding and sponsorship of events in the area to provide animation and entertainment in the area.



RAM TRAIL STATS

7840

App Downloads

43%

of visitors walked the trail more than once

76%

of visitors came to Derby specifically for the Ram Trail

16%

of visitors travelled more than 50 miles to visit Derby

THE DERBY RAM TRAIL

The Cathedral Quarter BID were very proud to be the **Presenting Partner** for the Derby Ram Trail alongside Derby Museums and Wild in Art. 30 brightly decorated Ram sculptures were situated throughout Derby City Centre during the summer months and attracted visitors from far and wide to seek out all the different themed works of art. The Ram sponsored by the BID – 'Groovy Derby Ram', designed by local artist Pea McCormack - raised £15,000 at auction with an overall total of £300,000 being raised towards the Derby Museums endowment fund.

RAM TRAIL GUIDED WALKS

The BID partnered with Derby Museums to host some **guided**

walks of the Cathedral Quarter. The morning tours took in a number of historical landmarks in the BID area, whilst the afternoon had a spooky twist with a ghost tour including some of Derby's most fabled scary stories.

RAM TRAIL RECEIPT COMPETITION

The public were invited to enter our joint **receipt competition** with the St Peters Quarter BID which ran for the duration of the Derby Ram Trail. Anyone spending £5 or more in any business in the BID area could submit the details of the receipt for one entry into our prize draw. Two lucky winners received £100 of vouchers each to spend in businesses in both BID areas.

THE GREAT RAM SLEEPOVER

A number of plush Rams were given a makeover by our Project Executive, Eve Taylor. Taking on some new Ram personas such as Ed SheeRAM and Lewis RAMilton, the characters spent time in a number of Cathedral Quarter businesses providing the staff with plenty of **social media opportunities**.

DERBY RAM TRAIL DECORATION

The BID also funded pavement stencils and decorative bunting for shop windows to create a cohesive look to the BID area during the Derby Ram Trail. The pavement stencils led visitors around the different Rams in the area whilst also promoting the Cathedral Quarter.



KEY STATS

Events funded

Events sponsored

Events supported

DERBY FESTÉ

Derby Festé made a welcome return in September with a number of performances taking place across the Cathedral Quarter and St Peters Quarter BID areas over the weekend. Crowds were wowed with juggling acts, dance performances, live music and artistic installations. The BID is once again proud to have sponsored this event.

DERBY FOLK FESTIVAL

After a very successful online event last year, the BID once again sponsored the **Derby Folk Festival** which returned to the Market Place from 1-3 October 2021. Alongside the concerts in the marguee, a special 'Fringe Festival' saw events take place at The Old Bell Hotel and at Derby Cathedral across the weekend.

FURTHEST FROM THE SEA FESTIVAL

on August Bank Holiday. The one-day, free, family friendly, outdoor festival showcased the best homegrown artists from Derbyshire with music, dance, theatre, and spoken word.

FUNDAMENTAL

Fundamental, the annual music and wellbeing event organised by Head High, returned to Cathedral Quarter on Saturday 4th September on Cathedral Green. Visitors enjoyed live music, talks and other interactive activities such as taster fitness classes.

ALTERED STREETS

Altered Streets – An Urban

Transformation, brought Chapel Street and the surrounding area to life with public art, lighting design and outdoor performances. A large mural on Chapel Street was unveiled during the Derby Festé weekend to kickstart this exciting project by Déda.





FOOD AND DRINK FORTNIGHT

To celebrate the release of our new Food and Drink guide, we promoted all hospitality businesses within the BID area as part of our **Food and Drink Fortnight** in October. Businesses submitted a number of exclusive discounts for the public to take advantage of over the two weeks, increasing visitors to the area and raising awareness of their offer.

MARKET PLACE FOOD COURT

The BID continued to support the **Derby Market Place Food Court** which had been transformed into a temporary event space throughout the Autumn and Winter months. As well as still providing extra seating space for hospitality businesses in the area, a large range of entertainment was available in the purpose built marquee.



CHRISTMAS ENTERTAINMENT

Cathedral Quarter BID funded **free festive entertainment** each Saturday
from the 27th November until 18th
December.

The four Saturdays welcomed traditional Christmas music acts situated at the Waterfall in the Market Place.



Christmas 2021 saw us partner with St Peters Quarter BID to deliver the **Golden Ticket prize draw**.

Four lucky entrants won £500 of shopping vouchers each to spend in Cathedral Quarter and St Peters Quarter Businesses. The aim of the Golden Ticket Prize Draw was to encourage and drive footfall into the city centre as entrants could only enter by picking up a ticket from businesses and posting it in one of 20 post boxes located in businesses across the two BID areas.

GOLDEN TICKET PRIZE DRAW



CHRISTMAS WINDOW DISPLAYS

We worked alongside Derby City Council and St Peters Quarter BID to assist businesses in creating Christmas window displays. A limited number of small grants were available to businesses to assist in window displays with the option to also become part of a Gingerbread themed trail.





THE CATHEDRAL QUARTER

BUSINESSES

By utilising a variety of mediums we continued to build the local, regional and national reputation of the Cathedral Quarter brand and supported businesses during the pandemic, promoting the Cathedral Quarter as a safe place to visit when restrictions allowed and providing opportunities for business promotion, including during lockdown periods.

KEY STATS

2

BID Newsletters issued

15K

Food and Drink guides distributed across Derbyshire

27K

Christmas Guides distributed across Derbyshire

2%

Increase in Twitter followers

9%

Increase in Instagram followers

13%

Increase in Facebook followers

17%

Increase in Linked in followers

80

eBulletins distributed

FOOD AND DRINK GUIDE

The BID produced a brand new **Food** and **Drink Guide** which was mailed to 15,000 households in and around Derby. The guide also featured recipes and articles from a number of businesses in the area.



The new **CQ Christmas Guide** was released in November, packed with details of all retail, health and beauty businesses and features on Christmas entertainment, gift ideas and festive fashion trends. 27,000 copies of the full colour glossy booklet were distributed via a targeted mailing to households in Derby, through key outlets in the city and via the Cathedral Quarter Rangers. The guide was also made available as a digital version via **www.cqlive.co.uk**.

CQ I WORK AND AND I LOVE LOYALTY SCHEME The CQ loyalty scheme continues

The **CO loyalty scheme** continues to grow with over 3000 card holders. We would encourage all CO businesses to take advantage of the additional custom which can be generated through the scheme. Businesses who wish to promote an offer simply need to email details to the BID office and we will add this to the website. Employees who work in the Cathedral Quarter are also eligible for the free CO I Work card which can be obtained via the BID website.

SOCIAL MEDIA AND BUSINESS PROMOTION

Cathedral Quarter has continued to build its **online presence**, generating a larger network of followers and interacting with



audiences to encourage footfall back into the City Centre post lockdown. We continue to share appropriate posts from businesses where the BID is tagged and encourage your business to keep doing so in order for us to promote the quality offering in CQ.

CQ WEBSITE BUSINESS PROFILE

Each business in Cathedral Quarter benefits from its own profile page on the **CQ website business directory**. Get in touch if you would like to update anything on your page.







GOOGLE GARAGE

QUARTER

QUARTER OUARTER

CQ CHRISTMAS GUIDE

CATHEDRAL

QUARTER BID

NEWSLETTERS

Over the course of the

published two Cathedral

Quarter **BID Newsletters**

We partnered with Google and a number of other BID's in the UK to

bring three free Google

Garage sessions to our businesses. The sessions allowed business owners and their workforce to learn about increasing their visibility on the web and advertising online.

EBULLETINS AND BUSINESS COMMS Weekly communications

are sent to advise businesses of important and relevant information regarding BID projects, developments in the area, your good news and much

more besides. To receive these updates, please email the BID office enquiries@derbycathedralquarter. co.uk

Cathedral Quarter BID is working in partnership with **Too Good To Go** a social impact company and app fighting food waste. The project gives an opportunity to businesses from the food and drink sector to recover costs by selling their surplus food to new consumers and take tangible steps to help the environment. Please contact the BID office for more information on the scheme.

NEW BID PHOTOGRAPHY

New photography was taken of the Cathedral Quarter this year, focussing primarily on the food and drink and the retail sector. There is an extensive gallery of photos which businesses can use for promotional purposes contact the BID for further details.



TOO GOOD TO GO



CQ BUSINESS

GROWTH & INVESTMENT

A considerable amount of work has taken place behind the scenes this year to continue to encourage growth, development and investment of businesses which complement and build on the strengths of the Cathedral Quarter.



KEY STATS

52

Weekly Retail Sales Monitors Distributed

Vacancy Surveys undertaken

Letters of Support for Becketwell and Assembly Rooms plans

3

Footfall cameras funded

£15M

Future High Street allocation



BECKETWELL REDEVELOPMENT

Work is well underway on phase one of the **Becketwell scheme**, with the construction of 259 one and two-bedroom apartments and the delivery of a new public square. Completion of this first phase is scheduled for Spring 2023. In October, detailed planning consent was also granted by Derby City Council for a 3.500 capacity performance venue, subject to a condition change. The performance venue will be delivered during phase two of the scheme with demolition work set to commence in January 2022. Expected to host over 200

cultural and commercial events each year and attract an additional 250,000 visitors to the city, construction will begin in January 2023, with completion and handover to the operator in late 2024.

EASTERN GATEWAY

Also in October, Derby City Council Cabinet approved the project delivery arrangements for the Eastern Gateway initiative to create a new public boulevard,

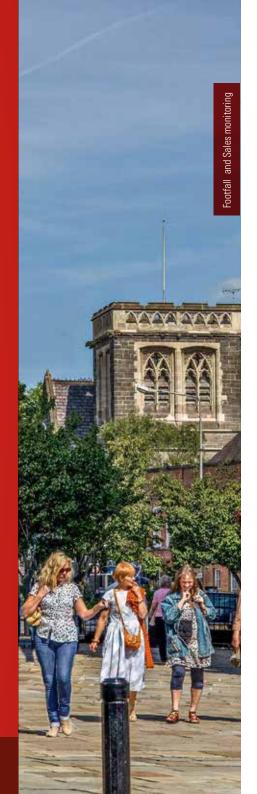
urban green space and commercial units on East Street by the current Eagle Market entrance. Part of this scheme will be funded by the Future High Street Fund with construction

due to begin in autumn 2022 and expected to be completed by March 2024.

MUSEUM OF MAKING

The Museum of Making's official opening took place at the end of September and also marked the launch of Derby Festé. The museum which is located at Derby Silk Mill has also won a number of awards since it opened its doors for the first time in May 2021, most notably securing five trophies at the Constructing Excellence East Midlands Awards and "Project of the Year Under £25m" at the National Construction News Awards.







I want you to know

PERFORMANCE MONITORING

Partnerships for Better Business (pfbb uk), contract managers for Cathedral Quarter and Cathedral Quarter BIDs, have continued to operate a weekly sales and footfall monitor scheme covering both BID areas. This data has been crucial in helping to monitor the performance of the city during periods of restrictions and will assist decision-making during the recovery and transformation of the city. The data is also a vital tool in helping to attract new businesses and investment into Cathedral Quarter. The BID undertakes a quarterly vacancy survey which assists in evaluating the economic health and performance of the area whilst also informing future projects and initiatives.

REPRESENTING CATHEDRAL QUARTER BUSINESSES

As well as delivering projects and activities within the Cathedral Quarter BID area, the BID has been represented at a variety of **meetings**, **summits and conferences** over the course of

the year. This helps build the profile of Cathedral Quarter both locally and nationally, ensuring that the views of the BID and its businesses are taken into consideration. Examples of such occurrences include:

- Derby Economic Recovery Taskforce
- Future High Street Fund
- Marketing Derby Bondholder events
- 300/Momentous steering group
- City Centre Summit
- Association of Town & City Management conferences

PROMOTING DERBY AS A CITY OF CHOICE

Cathedral Quarter BID is working in partnership with St Peters Quarter BID, Marketing Derby and Derbion to deliver a programme of interventions to tackle negative perceptions of the city and to



FUNDING AVAILABLE FOR BUSINESSES AND LANDLORDS

Cathedral Quarter BID were successful in an application to the **ARG**Vibrancy Fund to deliver a number of projects in the BID area over the coming months.

BESPOKE ART TRAIL ON VACANT UNITS

Cathedral Quarter BID will be working with landlords, Derby City Council and cultural organisations to deliver interventions on vacant units to improve the vibrancy of the BID area. We will produce and install a **series of window dressings** to create a trail of bespoke artwork across the city centre to improve the street scene.

BUSINESS FRONTAGES

Cathedral Quarter BID will be working with landlords and business owners to deliver initiatives aimed at adding creativity and additional vibrancy to the BID area. Working alongside the Poetry Project and Derby City Council, we will be installing window vinyls in both vacant and occupied units to create a **Poetry & Art Interactive Trail** that will make people stop, think and explore our city with an aim to inspire and motivate.

promote the positive aspects and diverse offer available to residents and visitors to the city. The project will look at gateway signage, digital marketing campaigns and the creation of a cohort of 'City Champions' amongst other activities. **Watch this space!**



CQ BID FINANCIALS

Unaudited accounts including estimated accruals as at December 2021.

ACTUAL & ESTIMATED SPEND

BUDGET PER OBJECTIVE

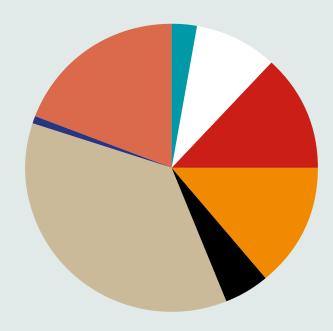
Actual and estimated spend as at January 2021

	Budget per objective	Actual & Estimated spend as at Jan 22
Objective 1 Experience	155,522	140,800
Objective 2 Businesses	59,966	53,919
Objective 3 Growth and Investment	33,519	34,539
	_	_
BID Renewal / Accrual	10,000	9,091
Central Admin & Overheads	24,643	24,409
Levy Collection costs	11,998	11,998
Contingency	10,000	10,000
TOTALS	305,648	284,756

As at 30 November, £253,807.75 of levy had been collected by Derby City Council and we thank businesses for their prompt payment which has enabled the BID to continue providing support and delivering priority projects. During the course of the year, a payment of £122,739.71 was made to Derby City Council, this representing the difference between the levy underwrite previously paid to the BID in 2020/21 and the levy collected from businesses for that period.

Over the course of 2021, the Cathedral Quarter BID was able to generate over £107,547 in grants, savings and in-kind funding for projects and activities in support of Cathedral Quarter Businesses. This included grants totalling £17,500 from the ARG Vibrancy Fund to deliver public realm and vibrancy projects, £50,532 from the ARG Fund and £6,500 from the Police & Crime Commissioner to assist with the implementation of the Derbyshire Business Crime Prevention Scheme within the BID area. The BID project team also continued to work with its partners to tackle the challenges brought by COVID-19, ensuring the city centre continued to be a safe and attractive place to visit whilst also implementing measures to aid recovery.

SECTOR BREAKDOWN



- CULTURE 3%
- **EVENING ECONOMY 11%**
- FOOD AND DRINK 14%
- HEALTH AND BEAUTY 17%
- LEISURE 4%
- PROFESSIONAL SERVICES 33%
- SCHOOL, COLLEGE, UNIVERSITY 1%
- SHOPPING 17%

PAYING YOUR BID LEVY

Every business in the Cathedral Quarter is required to pay a levy which is in addition to Business Rates and needs to be paid separately (regardless of how you pay the Business Rates)

Prompt payment will help ensure that the objectives that were voted on in the Business Plan come to fruition.

You can pay your levy in the following ways.
Please always quote your BID account reference.
This is an eight digit number starting with a 5.

- By debit or credit card, telephone 0345 600 1982 or online – www.derby.gov.uk/payments
- Online by creating a new payee for the Derby City Council and using the following account details: Lloyds Bank sort code
 30 92 59 account number 00008503

PLEASE NOTE: Due to the implications of COVID-19, cash payments are unavailable for the foreseeable future and payment by cheque is no longer accepted. Please use one of the alternative payment methods.

If you have any questions, please contact the Business Rates office at Derby City Council. Tel 01332 642428

 $or\ email\ \textbf{business.rates@derby.gov.uk}$

The Cathedral Quarter BID levy criteria can be found in the BID Business Plan, available to view online or on request from the BID office.

FUTURE PROJECTS

The Cathedral Quarter BID will continue to deliver projects during 2022–2023 in line with the Business plan and also commence with the plans for renewal to take the BID through to a successful fourth term.

