

**All Hail Tottenham Hale**  
From Adele to the new stadium  
we say hello from the other side

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Insight and thinking from  
London's creative industries



# SPRING 19

UP is the newspaper from CF Commercial, that provides great insight and thinking on the creative industries in London, along with handy hints and tips for people and businesses looking to rent commercial space.

At CFC we focus on supporting entrepreneurs, start-ups and SMEs to rent or buy new business space. Our key sectors are Retail, F and B, Leisure and Hospitality and Office and Maker space. We are passionate about creating great places and enabling interesting and innovative independent businesses to flourish by helping them to get the right property deal.

This year celebrates CFC's 10th anniversary, from starting our journey in Shoreditch to now having over 500 deals completed and working with some of London's favourite brands.

We understand the difficulty of starting a new business and making a success from small beginnings.

For many of the entrepreneurs that we work with a key problem is finding the right office, shop or restaurant space and then navigating their way through the complex property issues such as deposits, covenants and leases.

At CFC we are proud of the businesses we have helped over the years and take great pride in seeing these businesses grow and become successful.

We are passionate about good regeneration and helping to build exciting new places.

I hope UP is an interesting read and that you enjoy our mix of articles and columnists who are all important parts of London's creative ecosystem.

It has been great fun making the first edition and I hope it inspires more people to come to us and help CFC to continue our journey of making great places with exciting new brands and businesses.

Craig Fisher

Craig Fisher is the Managing Director of CF Commercial. CFC is an independent full spectrum property consultancy specialising in the retail, leisure, creative office and light industrial industries. Website: [cfcommercial.co.uk](http://cfcommercial.co.uk)



**CFC**  
Bringing value to evolving and dynamic communities



## Say hello to our contributors

These guys are shaping the thoughts and look of our new magazine. We've brought together a diverse group of thought leaders over the tech, arts, design, food and retail sectors to inform us of our changing industrial landscape. Each edition will feature a Londoner profile, a designer/maker and thoughts from the design front.



**WHERE THERE'S**

40% of shoppers feel more positive about brands that publish their ethical standards. (Criteo)

**THERE'S**

80% of purchases are still expected to happen in stores in 2020. (Mckinsey)

**AWAIT**

A long queue will make 8 out of 10 shoppers abandon their purchase. (talkingretail.com)

**THERE'S**

The UK's pop-up industry is estimated to be worth £2.3 billion. (EE's Britain's Pop-Up Retail Economy report)

**AWAIT**

Will Rowe is the founder and CEO of Protein, an inspirational platform that provides engaging events, collaborations and publications for their global community of writers, artists and brands.  
Website: [www.prote.in](http://www.prote.in)

@protein  
protein  
William Rowe



Retail

Subverting

# Where next for the high street?

By Will Rowe - Founder & CEO, Protein

**“It’s not the strongest or most intelligent that survives, but the one most adaptable to change.”**

It’s easy to point a finger at Amazon and the explosion of online commerce as the culprit behind this apparent armageddon. But the truth is, it’s a classic case of Retail Darwinism that’s been driven by a seismic shift in human behaviour that’s been enabled by new technology. The simple fact is that those who fail to understand these new mindsets and evolve to fit these new paradigms will fail.

As developers, retailers and local authorities puzzle over how they can stay relevant in this rapidly-changing world, physical retail is being reborn into its most advanced, creative and disruptive existence to date. This is because it is the physical space, not the online check-out, where brands can build meaningful relationships with their customers.

### The new town centre

The traditional high street is put under the microscope with the epidemic of store closures. Clone high street models are suffering but new destination retail centres, those full of diverse and interesting tenants, are creating new town centres by offering something more than shopping. Property developers are choosing retailers who can service people’s everyday needs in unconventional ways. As cinemas and music venues close down all over the UK (Earls Court, The Astoria, The Roadhouse), landowners and developers are filling the vacuum by creating new leisure models by offering a multi-use shopping experience which includes everything from co-working and coffee to health and well-being. These new retail ecosystems are the future of dynamic, healthy high-streets and shopping centres.

### The department store reborn

The department store is being radically transformed in the wake of the recent numerous retail casualties. Gone are the days where high streets and shopping centres relied on a main anchor tenant to drive footfall. They are instead having to consider mixed use spaces to stay relevant and adapt to demands and current requirements. From co-working spaces to curated showrooms, progressive

department stores are trying to future-proof their businesses by transforming how their real estate is used.

### The age of independents

As consumers we are returning to old-fashioned retail where local traders, quality produce and knowledgeable retail staff have a renewed value. As the retail market becomes even harder to cut through, developers and retailers alike are differentiating their assets by leveraging a sense of independence and bringing in tenants that offer something unique. Boxpark in Shoreditch initially curated a tenant line-up of high end global brands, but quickly changed strategy to focus on the independents. Many larger operators are now following suit. For developers, curating a mix of specialist independent tenants who are known for their area of expertise and provenance is helping to create the kind of places people want to live and visit.

### Cultural programming

As retail destinations come under threat, developers and retailers are evolving their spaces in order to create experiences that cannot be replicated online. Retail is adding a layer of play that is rooted in culture and community to build connections with the local area and ultimately drive footfall and sales through relevant and meaningful programming. At a time when customer loyalty is wearing thin for both restaurants and retail, those who understand the lifestyle tastes and behaviours of their residents and visitors hold the winning strategy.

From health and wellness festivals to live music sessions, retail and operator innovators are thinking beyond product and producing a content rich programme of inspiring and engaging activations; positioning themselves as thought leaders and trusted local partners who truly understand their audience’s demands and trends.

### Hybrid commerce

Cross-pollination between sectors shows that brands are exploring different forms of physical retail to generate new revenue streams. Online media brands (Monocle, BuzzFeed, Vice), direct-to-consumer brands (Warby Parker, Ace & Tate and Everlane) and tech companies (Amazon, Farfetch and Alibaba) are all venturing into the physical by opening up brick and mortar stores. These hybrid models show that the most innovative brands are experimenting with the permeability of retail sectors.

The convergence between offline and online reflects the value of real world connection as moving into physical retail allows digital brands to interact with customers at multiple touch points.

“Retailing isn’t just about stores. It’s about creating collaborative experiences with local communities which respect the history of the neighbourhood.” - Gabriela Baiter, Where-about Studio

Subverting Retail - the first report from our New Neighbourhoods manifesto reveals that we are in fact entering a brave new world that requires local councils, property developers and retailers to work together to save our high streets. To download the full report visit: [prote.in/agency.com/reports](http://prote.in/agency.com/reports)



But seriously on Blockchain, my grandchildren are going to laugh at us as the last generation that used the Internet which didn't have trust built into it.

Eric is a technology entrepreneur and CEO of C4DR Ltd, an international hub focussed on the 4th Industrial Revolution. He is Chairman of the Advisory Group and Adviser on FinTech and Blockchain for The UK Government's (DIT) Global Entrepreneur Programme. Prior to this he created and led Level39 and was the first CEO of the UK Government's Tech City Investment Organisation, tasked by the Prime Minister with boosting investment, entrepreneurship and skills in the "Silicon Roundabout" area of East London. Website: c4dr.com

 @Ericvanderkleij  
 Eric Van Der Kleij

# The Big Interview

Every issue Andrew will dip into his contact book and interview one of London's top movers and shakers in the business world. For our debut issue we spoke to tech legend and London stalwart Eric Van Der Kleij.

We spent a fascinating hour reminiscing and chatting about his career, and had a discussion about the recent history of FinTech and Blockchain, the future of the sector, and what else in the world is ready for disruption.

Andrew: Describe FinTech for the uninitiated in ten words?

Eric: I like to think of it as innovative financial services where you're not protecting traditional business methods or institutions. That means a start-up can do it or a big corporate can do it, it can come from any side. It is usually something that is a faster, better, more efficient and frictionless way of approaching traditional financial business models. I know that was about 50 words!

Andrew: Everyone says they understand what Blockchain is, but I've never had a good Janet and John explanation for my simple mind! How do you explain this easily?

Eric: It's interesting isn't it? One of the most important technologies of the future is also quite hard to explain. Blockchain is sometimes also called Distributed Ledger technology. And one way of understanding is by using examples: when I was a kid my dad showed me an old accounting ledger book. It was a really beautiful thing - you wrote down the entry of every transaction that happened in a list, and if you wanted to change something you had to make another entry that corrected the previous one. So, anyone could see this list of entries including the corrections. That's a traditional ledger. Then somebody invented computers, databases and spreadsheets to do the same job, but the problem is that you can just delete a line, and nobody would know that that line ever happened - and that's a massive problem. Spreadsheets are a terrible tool to use in financial services, yet most of the world currently uses them.

So now, if you think about Blockchain as a synchronized, digital copy of that old ledger, distributed among a group of people that want to use it, where the software is pretty much constantly agreeing the same version of that ledger. When someone in the group wants to make a new entry (called adding a block), say for example if I add a block that says "I paid you £1", then if the majority of the people sharing that distributed ledger agree the new entry is true, a new block is digitally added to the whole chain of previous blocks and everyone in the group is automatically updated with the same, unchangeable copy. That process is called consensus.

It means that strangers using the same distributed ledger agreed that something was true - without the need for a central authority like a bank or a lawyer to confirm the truth. That's the real magic that has a lot of people very excited about all kinds of applications for the technology, and in fact could be part of the solution that helps bring efficiency, transparency and more trust back to financial services.

You know it was the anniversary a few months ago of ten years since the Satoshi Nakamoto white paper on Blockchain was published, and although we don't know who that actually is, that seminal white paper is to me an important gift to the world. This was one of the topics of discussion at a dinner I was fortunate to attend along with Hermann Hauser just last night, which also included some real luminaries such as Tim-Berners-Lee and Eric Schmidt!

Andrew: Great name drop - can't beat that one! But Eric you have form on this! At Number 10 Gat "Oh hi Eric, so what website do you run?" and he would just glare at me and say "Google". 10 minutes later again "Meet Jimmy, he runs a website about encyclopedias". And I would go "Are you doing well then Jimmy?" Jimmy would say "Yeah, Wikipedia's fine thanks". Very embarrassing for me but you doubled up crying with laughter!

Eric: It was a great networking place though wasn't it?

Andrew: It wasn't bad!!

Eric: But seriously on Blockchain, I can't emphasise its importance enough. Our grandchildren are going to laugh at us as the last generation that used the Internet which didn't have trust built into it. That's what hopefully Blockchain, or distributed ledger, is going to help give to society. They will say things like "Did you really use the Web where you had no real certainty if the site you connected to was actually the site when you were buying something online, and you just gave them your personal and payment card details?"

Andrew: Can you describe the growth of FinTech over the last five years and explain how it started. What were the key drivers in London? What is that growth?

Eric: To understand the growth it is probably best to look back to the last financial crisis. There was not really a FinTech sector in 2008 and probably one of the reasons it started is that sadly (or luckily for FinTech) a lot of very talented and highly qualified people such as computer science grads were made redundant by banks and financial services. At the same time, the regulators started to put new policies in place to prevent another financial crisis. This resulted in some of those talented people, some of whom had received redundancy payments, starting their own businesses to fill the compliance gaps created by these policies, and they were being joined by people sitting in the banks who saw how bad things were at the time.

Andrew: Was it an alignment of stars?

Eric: Not the good stars, but the tough stars! I think the nudge theorists would say this was one of those critical events that catalyzed the creation of a whole new sector. As I sit here, I look around, across the road you have DueDil and around the corner Monzo - they are FinTech businesses, and how interesting that they're here in Shoreditch. And many, many more in other areas of London and beyond are being incubated in hubs like our own. Many of those businesses were created by former financial services people starting with a little bit of cash and then raising venture capital to do things better. They and many others like them were created with this glut of talent, coupled with huge regulatory reform that spawned many of the types of FinTech companies that you see here today.

Another interesting element in tokenization is fixed income or tokenization of debt. For example, a well-known property developer with a great track record in building could in theory issue a token that says “I’m going to build this building.” This technology would help them raise debt on terms they would like. That in itself will open up more volume of capital available for real estate because it is open to much wider sources rather than just the traditional ones.

Andrew: And then you founded Level39?

Eric: It was one of the pivotal moments. I give huge credit to Canary Wharf Group because it was risky to do but it was such an important thing for them to do! Think about the amazing shift that was created by Canary Wharf being serious about wanting to attract tech companies. Back then almost no start-up in their right mind would ever have chosen to be based in Canary Wharf, before Level39, and look at it today!

Everyone said “What’s he doing now. He’s bonkers.” Think about how bold the Canary Wharf strategy is. They’ve always been pioneers of new areas of London. When you think of what Sir George and his team have created - literally a city of 35 buildings in 30 years. Quite extraordinary! But it’s also interesting because we really didn’t know if anyone was going to show up! We honestly had no idea that within two years we would have over 160 mostly FinTech companies there.

Now with Ben Brabyn in charge, looking at all those companies that have succeeded with growth there, they are becoming the major tenants themselves. Digital Shadows and Revolut have taken their own huge offices in Westferry Circus. What a terrific strategy by Canary Wharf to “grow your own” major tenants. In a way it’s a bit of a challenge to the traditional agent’s strategy which will also need to evolve.

Andrew: It’s a nightmare for the agents!

Eric: It’s only a challenge for the less innovative agents. The more innovative agents are exploring business models that share some of the risks creating spaces that work for various phases of growth, as well as looking at providing a much better service to their clients by investing in and embracing Blockchain in the process of real estate occupancy and management. But that’s a whole other interview.

Andrew: What can we expect next for Eric Van Der Kleij?

Eric: Well, in your field it would be growing one of the most significant organisation specialisations in tokenized assets and creating liquidity where it doesn’t currently exist. But more on that later...

Andrew: Apart from the established FinTech clusters in Canary Wharf, the City and Shoreditch, where are FinTech businesses locating?

Eric: In West London there are terrific companies that are growing in a mini cluster such as CyLon Labs. Kings Cross is becoming a really important one with Google, but also some awesome companies being created by people like Antony Jenkins, a former CEO of Barclays who went on to create 10x Banking. It’s an interesting take on business. Think about the word 10x. Why is it called 10x? Because he knows that FinTech can make it ten times better. Ten times better for customers. Up to ten times less cost. Ten times better user experience. That’s the solution that people like him are building. I love it. To me that’s the ultimate FinTech gamekeeper-turned-poacher.

Andrew: Do you think FinTech could become bigger than the traditional City in terms of percentage of GDP and jobs growth? Do you think that will happen?

Eric: The changes are so profound in the financial services sector powered by technologies such as AI and Blockchain that every business will be affected, in the same way as the Internet affected every business, and it will be every bit as profound. Traditional financial services wouldn’t be recognized as traditional financial services anymore. Everyone wants to rebrand what they are doing.

Andrew: What do you think is next for disruption?

Eric: A couple of big changes. Firstly, a wave of new and transforming businesses with real diversity purpose. We should continue to strive to lead these changes as it hugely enriches us and ensures sustainability. One of the next big things that is about to happen which could be huge for London is a new wave of innovation in the professional services. This will also go through a pretty radical transformation partly due to AI but hugely significant will be Blockchain, coupled with something called Smart Contracts. Smart Contracts is the computer programming language that is so powerful that there are arguments about whether it is law or not. So, think about it as computer code that a programmer writes which can be law or legally binding, powered by Blockchain. I like to use examples: - Think about a building - think about all the content and knowledge in a building. Every time a transaction happens in relation to that building the same official and legal processes have to take place again! That is where current professional services are benefiting from the friction involved in establishing the truth about these things. The smarter professional services organisations are investing in understanding Blockchain and embracing this technology to make themselves more competitive and to reduce costs for their customers. It’s a new kind of arms race and those that continue to try and benefit from the friction will lose. I would love to see London pioneering it.



Andrew: Will it make it quicker when there are regulatory changes with compliance and AML? Will the Smart Contracts automatically know that the law has changed, and that it has to update contracts?

Eric: There is a whole course in legal administration with Smart Contracts that says, “regulatory changes as embodied in this Smart Contract are valid in this regulatory environment”, and then eventually you create smart-clauses, automatically connecting to the regulator which if the regulations change means that it requires human intervention to update. That of course creates terrific opportunities for legal advice yet again. But it’s also going to mean fewer mistakes, meaning contracts will be more compliant. The great news for us in the UK is that the FCA is looking at this topic very intently.

Andrew: So, what about property?

Eric: That’s one of the most exciting things that is going to happen in the world of real estate. I met somebody yesterday who is a member of a very large real estate fund. They want to create a team to work on tokenizing their real estate assets. Think about insurance companies, they own a huge amount of real estate but it’s illiquid. Professional, compliant tokenizing of those assets means they could create liquidity, and transparency of ownership, in a market which is currently illiquid. We are seeing a lot of interest in this field already.

Andrew: So, say at the moment if you have only got one asset and you get four paychecks a year, this is generating cash almost in a way like a share or a bond or something like that. This is going to enable people to be able to generate cash or income outside of those periods when the checks aren’t coming in for future investments etc.?

Eric: That’s a slightly long question and the answer is - yes, it depends what the contract and Smart Contract says. So, the ideal scenario is that you have these assets that are very illiquid, because for example they are a freeholder with a long term tenant with a 25-year lease. Rather than sell a whole building, tokenisation would allow you to fractionalise ownership of that. Currently whole buildings with good covenanted client tenants on 25-year leases are not accessible to most. It’s only the big funds. Tokenizing those will mean it’s much more accessible as an investment to a wider community and potentially create liquidity for the owners.

Andrew: Where would the market be for that? Would that just be through a traditional bank?

Eric: The field of practice that is developing it is called Security Tokens, which are created and made available through a process called a Security Token Offering (STO). Countries such as Switzerland have already created three definitions of types of token. Security token, utility token and the payment token.

The good news here in the UK is that the regulator is learning about the potential of this kind of technology through their work in the FCA Regulatory Sandbox and a few, select, specialist companies in London who could become world leaders in this field. Right now, you will see smaller, emerging and ambitious jurisdictions coming up with regulations to support this kind of thing but ultimately it will become more commonplace and be offered via banks, stock exchanges or new, emerging exchanges geared up for this type of instrument.

Another interesting element in tokenization is fixed income or tokenization of debt. For example, a well-known property developer with a great track record in building could in theory issue a token that says “I’m going to build this building.” This technology would help them raise debt on terms they would like. That in itself will open up more volume of capital available for real estate because it is open to much wider sources rather than just the traditional ones. Once again with all these things, I say that those that benefit from friction will ultimately lose out, and those that embrace and actually pioneer these new models will flourish. I really want to see the UK be in the vanguard of that, because we have so many of the key ingredients; we’ve got the deepest pools of talent with financial services and professional services as well as computer science. We also have a regulator that is interested and has a remit to help develop the industry.

Andrew: Turning to Tech City, do you think some of the energy has gone, since it is not supported at the top as much as it was in 2010?

Eric: I have some good news and some not so good news about that. The good news is that the momentum is so significant and the successor organisation for Tech City - Tech Nation - now has a much more enhanced role and budget to actually take what they do right across the UK. That really is satisfying and shows how valuable it can be. There’s probably never been a more important time for the organisation to do just that, and the good news is that the government continues to support them, and the momentum of the sector is continuing to thrive as measured by the number of investments still doing well.

The not so good news is that much of this government is currently distracted by the really important event of Brexit. However through all of this I have so much confidence in the entrepreneurs and business people of London and the UK that regardless of the final outcome, my belief is that in time we will be able to look back at this time actually as a catalyst that triggered another wave of creativity and innovation that probably would not have happened as fast without it.



Piers Atkinson is a PR, event-organiser and artist, specialising in millinery. His creations regularly appear in the pages of Vogue, VCR Fashion Book, and Tatler and are also exhibited in galleries and museums as works of art, most notably in the V&A. Website: piersatkinson.com

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**“The studio is a funny place, like a well organised shed, and not very glamorous.”**

...But studios are a great source of pride to their occupants. They ENABLE. They are spaces that are designed by designers to design; tools are within arm's reach, inspiration and materials are at hand. Every studio I have visited is a great indication of a creative's processes, needs and priorities. Jenny Lewis recently created an archival folio of portraits of Hackney studios and their occupants 'before they go forever' - it makes compelling viewing.

I had always worked at home, on the kitchen table, but, as my business grew, the kitchen couldn't accommodate the chaos. I was encouraged to find a space by friends and found one, without too much trouble, a walk away in Hackney Downs. I shared the space with set designer Alun Davies and it's where I met fashion designer Phoebe English, art director Emma Roach and any number of creatives in a variety of fields from hairdressing to styling. It was a bit like going back to art college where we helped each other out with advice, contacts and even the occasional shoulder to lean on.

I worked in this studio for about 5 years and then, overnight, as has happened to so many of my friends, the rent doubled. Of course, there was a mass exodus of the creative set and now the space is used for storage and gin-making. And is earmarked for property development.

I couldn't have anticipated the wrench - it really was very unsettling to be in a situation where I suddenly COULDN'T work. Increasing costs mean that I am now further north in a studio in Tottenham. The area has the DIY energy of Hackney when I moved there 20 years ago. But changes are afoot and development is happening at breakneck speeds! In so many ways I am seeing the reduction of accessible, affordable space having an impact on the creative industries in London. Small, independent studios are the engine-rooms of creative innovation and are where new ideas, techniques and collaborations are born.

Making and selling 'product' takes up space. It also provides a space to train, learn and to earn - I had a team of sixteen paid milliners at one point - so we contribute to our communities in terms of culture but also financially.

Times move on and property development is booming. Non-domestic space is harder to find and can be filled with people offering a service rather than product, maybe needing just a laptop to deliver, not boxes of fabric, machinery and pattern-cutting tables. But this creative energy is part of the story that has seen fortunes change for East London over the past few decades - and retaining our diversity in culture includes our use of space and property for the benefit and enrichment of everyone.



Small, independent studios are the engine-rooms of creative innovation and are where new ideas, techniques and collaborations are born.



Tottenham is undergoing a period of regeneration that is attracting a wave of newcomers to the N15 and N17 postcodes, yet the area has retained its distinct north London character, with its green spaces and diverse community.

Aja Barber is an American writer and stylist in London that is grateful to be back in the city she has lots of love for. Stephen Cunningsworth is on a never-ending quest to photograph London's many faces yet still finds time to take his camera to some far flung locations.

"It was great to connect with wonderful people and places in Tottenham, both new and old, and document what is creating a buzz around this diverse neighbourhood."

@etoilee8  
ajabarber  
stephenmaxx  
Stephen Cunningsworth

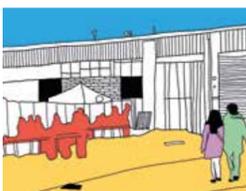
Blessed with excellent transport links including two tube stations, overground stations, mainline rail connections and an extensive bus network, travel into central London and beyond is quick and easy. It's no wonder Tottenham has become an attractive residential location and the area's renewal can be traced back to the opening of the Bernie Grant Arts Centre in 2007, which ushered in a long-awaited period of investment into the borough of Haringey.

The centrepiece of the rejuvenation is the new White Hart Lane stadium glistening above the High Road, which will house 62,000 Spurs fans on match days and is projected to pump £300 million into the local economy each year. It's no coincidence that the upturn in the Lilywhite's fortunes are mirrored by the surrounding area with artisanal cafés and coffee shops popping up to complement craft beer breweries, cheese-makers and former industrial units transformed into street art adorned hubs for creativity. But Tottenham is no triumph for gentrification as traditional local businesses continue to thrive alongside their newer neighbours.

There is the unmistakable vibe of a neighbourhood on an upward trajectory. To whet your appetite, we've picked the best spots to enjoy in north-east London and there's more than enough to keep you going for several days out. Why not start with a tasty lunch in the Bloomingscent Café, pop into public toilet-turned-pub The High Cross for a locally-brewed craft ale before heading over to Tottenham Hale to the source at the Beavertown Brewery where you would be forgiven for thinking you'd been teleported into one of Portland's hip neighbourhoods. Whatever you choose to enjoy in Tottenham, you'll be glad you gave this buzzing part of London the chance to show you what it has to offer.



1. beavertownbrewery.co.uk  
Twitter: @BeavertownBeer  
Instagram: Beavertownbeer



**Beavertown Brewery**

Open only on Saturday from 2pm to 8pm, this brewery is popular with, well ... everyone. It's got plenty of outdoor seating and it's the perfect spot to catch up with friends on the weekend. Make sure you bring your credit or debit card as that's the only way to pay for the mind-blowing selection of beers on offer.

2. berniegrantcentre.co.uk  
Twitter: @BGACentre  
Instagram: bgacentre2007



**Bernie Grant**

One of my favourite things about London is the abundance of art spaces available to the general public. Bernie Grant Art Centre, named after the famed Member of Parliament, is one of the best examples I've found. I have yet to pass the main building and not notice people in the cafe or sitting outside enjoying a glass of wine from the Blooming scent Cafe (yes, also listed here). I enjoyed the jerk chicken and macaroni and cheese in addition to the free art located on the upper and lower level. Although Tottenham isn't even my neighbourhood, I could see myself coming back to try my hand at one of their adult ballet classes which take place in the Enterprise Building across the square.

3. blightycafe.co.uk  
Twitter: @BlightyIndia  
Instagram: blightyindia



**Blighty India Cafe**

Go here for a variety of different breakfast options crafted around the Commonwealth and all the countries which count themselves as members. Think of it as a culinary reflection of many of the communities which make Tottenham the place it is today. Plus, the coffee is pretty good, too.

4. Twitter: @BloomingScent09



**BloomingScent Cafe**

When passing BloomingScent Cafe late in the evening, the women who was cleaning the inside smiled and waved at me. Before knowing anything about this cafe's amazing story, I was determined to come back and eat just from the good vibes received through the window. But upon reading the story of founder Gina Moffatt's return from prison to start a flower business, which eventually turned into a chain of cafes which would become a part of the Tottenham community in a way that truly reaches out and touches others ...well, consider me a fan for life. Moffatt also mentors youth and employs those recently released from prison. If ever there is a type of business that makes an area 100% better (not just for the delicious Caribbean food), Moffatt has figured out the formula.

5. Twitter: @cakesandshakes1



**Cakes and Shakes**

I really should not have eaten the whole thing. But I did. Go here to satisfy your sweet tooth with a variety of cakes, ice cream, waffles and pancakes smothered in various toppings. It's a good post-date hang out, but avoid the post-school rush. The kids love the place (only a killjoy wouldn't) and bring their own kind of vibe. I heard from a reliable source they may start delivering their desserts soon. I'm glad I'm out of their catchment area because it would be all downhill from there.



6. cravingcoffee.co.uk  
Twitter: @CravingCoffeeUK  
Instagram: cravingcoffeeuk



**Cravings Coffee**

You know how you come across a place and you know from the minute you set eyes upon it that it's not just a coffee shop but a cultural hub? It's the feeling of 'this must be THE place'. That's how I felt about Cravings Coffee tucked away in the middle of Tottenham Hale's artistic community. Chalk it up to the warmth of the fairy lights in the window or the creative types sitting out front, but I immediately settled in. This place hosts art exhibitions and food pop-ups in addition to supporting a list of charities (which can be found on their website). Oh, and the food is excellent! I had the Osaka omelette and it was the perfect amount of 'enough'. Enough spice, enough sprout, utterly satisfying. Next time I'm going for the baked miso sweet potato.

7. electric-grubb.business.site  
Instagram: grubb\_restaurant



**Electric Grubb**

Another one that's super popular with younger people. Why? Because Electric Grubb loves the youngsters. This family-owned restaurant serves a variety of tasty dishes and includes a vegetarian menu. They don't fry anything, it's all steamed and there's an array of organic juices made with alkaline water. Plus, all students get a fruit option with their meal. A healthy choice to suit all budgets.

8. fieldseat.business.site  
Twitter: @Fieldseat2  
Instagram: fieldseat.london



**Fieldseat**

This corner market offers a deli and a variety of prepared food and organic products (including toiletries). It's a special occasion shop for sure.

10. moloko.coffee  
Twitter: @moloko7sisters  
Instagram: moloko7sisters



**Moloko**

First Moloko caught my eye because of the way it nestles in so unassuming and warm in the corner of Seven Sisters Underground station. But they got me in the door with their matcha latte, which is by far one of the best I've had in London. The baristas are friendly and unpretentious, and the drinks are beautifully crafted ... this is something every tube station needs hands down.



9. lakwena.com  
Twitter: @LakwenaMaciver  
Instagram: @lakwena

**Together we Stand**

Lakwena Maciver is a London-based artist, born in London in 1986. Her murals and artworks that adorn many a public space internationally have found their way to Seven Sisters. Together we Stand references the seven trees that the place has been named after. This eye popping rotunda sits proudly on the corner junction of Seven Sisters Road and the A10, waiting for passersby to break their journey. Commissioned by @tottenhamnow arts.



11. piquantcollections.com  
Twitter: @PiquantClaire  
Instagram: piquantcollections



**Piquant Collections**

After you eat at Cravings Coffee, you may want to explore Gaunson House - home to a variety of artist and designer studios. Wander down the hall and you will stumble upon Piquant Collections, a gorgeous store which is described by owner Claire Nurden as: "A fresh mix of contemporary and vintage homewares, gifts and furniture." If you're looking for the perfect present made by a local artisan, Piquant has just the carefully considered piece for you. When asked: "Why Tottenham?" Nurden explained: "It is a diverse and exciting area with a growing creative scene that we're proud to be a part of. As well as being a hot spot for new creative businesses and nightlife it's packed with long-standing often family run gems that have made the area what it is today." That sums it up perfectly.

14. beehiven17.com  
Twitter: @BeehiveN17



**The Beehive**

The perfect place to get your Yorkshire pudding fix and the rest of the roasts are also something to tell your friends about. Wash it all down with a variety of craft beers. Also, any pub that serves tempura vegetables gets a double thumbs-up from me.



12. pressuredropbrewing.co.uk  
Twitter: @PressureDropBrw  
Instagram: pressuredropbrw

**Pressure Drop Brewery**



13. sanmarco.co.uk



**San Marco Pizzeria**

Visit this old school pizzeria for family style, low key Italian dining and phenomenal prices for hand stretched pizza from their roaring brick oven. Simple ingredients, delicious food, high chairs provided for the bambinos. Mind the time because they close after the lunch rush to prepare for dinner.

15. thebluecoatpub.com  
Twitter: @thebluecoatpub  
Instagram: thebluecoatpub



**The Bluecoats**

If you like burgers this is the place for you. And don't take it just from us - Time Out has declared the patty and bun combos on offer amongst the finest in London. While burgers will get you through the door, the eclectic selection of cask and keg beers on offer will keep you for longer than you first planned.

16. thecoffeeun.net



**The Coffee Run**

This eye-catching coffee stand is located just outside Seven Sisters Underground. It's another perfect pit-stop offering both hot and cold caffeinated drinks and its gorgeous tile facade by Assemble and Matthew Raw will have you mesmerised as you wait for your brew. Why is Seven Sisters tube station so lucky?

17. Twitter: @Highcrosslondon  
Instagram: highcrosslondon



**The High Cross**

Congratulations are in order to The High Cross after the establishment recently celebrated its one-year anniversary. This blink or you'll miss it former public toilet is now a thriving micro pub in the heart of Tottenham. The venue might be smaller than most but the quality of their Sunday lunches more than makes up for it.

18. wildescheese.co.uk  
Twitter: @wildescheese  
Instagram: wildescheese



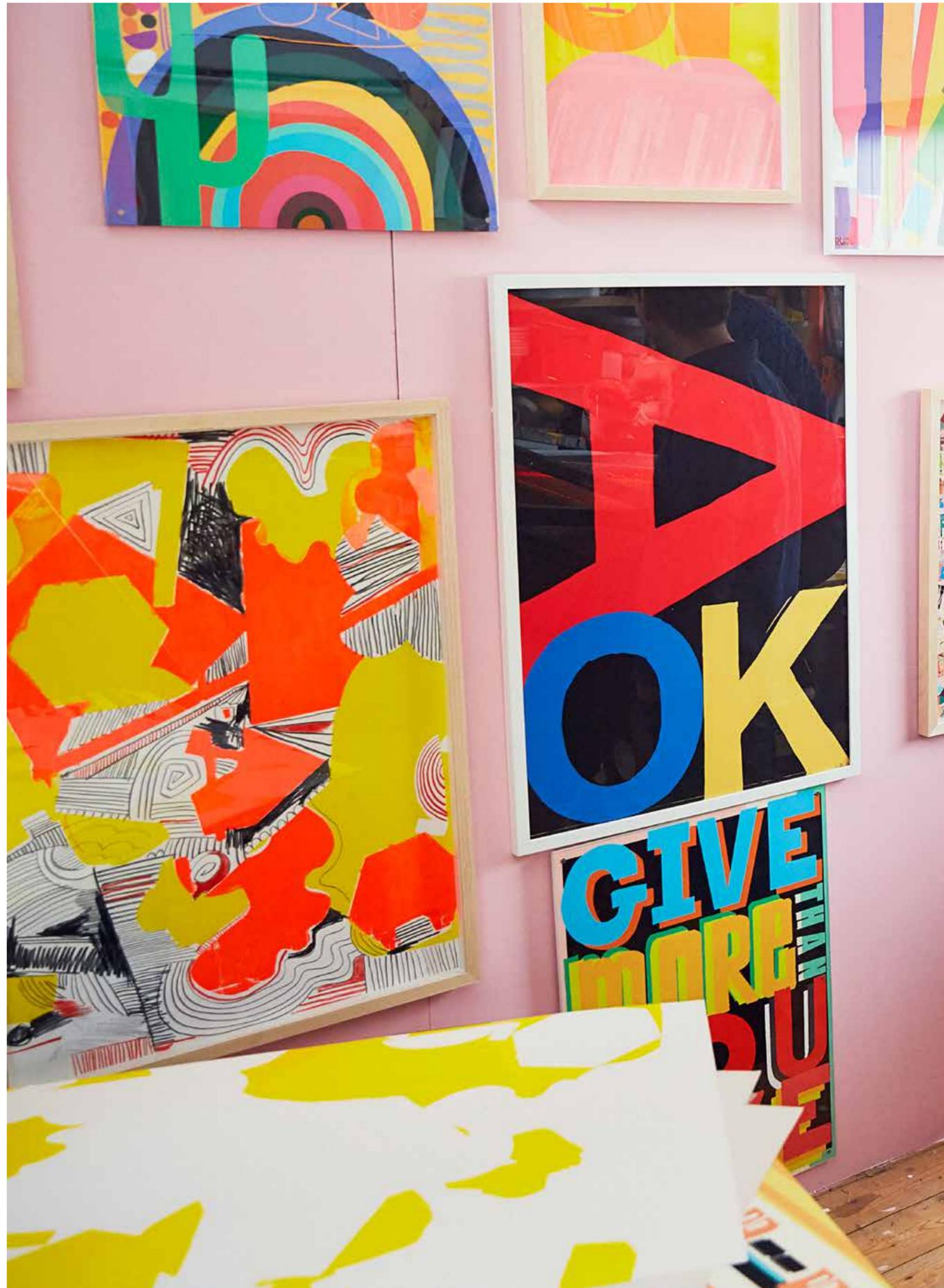
**Wildes Cheese**

Cheese glorious cheese, don't care what it looks like. But let's be real for a second. The cheeses that Wildes produce are beautiful and fragrant. I'm probably not supposed to pick favorites here, but I'll just say Wildes cheese is one of my most loved experiences from exploring Tottenham because it was a totally unexpected adventure.

Started by Philip Wilton in 2012 and located in an industrial unit in an out of the way business park, you would have no idea that it was there ... if you weren't looking for it. As a matter of fact, I walked past it not once but twice even though I had the address. When I finally realised this was indeed 'the place', I cautiously entered the premises waiting to be told to "go away" because I was mistaken. But no, I was welcomed in. Ask to taste some cheeses and you'll be presented with an abundant and full spread that will grab your taste buds' attention. At least it had that effect on me. I left with two gigantic hunks and spent only £8. And you can take a cheese-making class here. Yup, we came back to take some quick photos and before we knew it, we were suited up in plastic aprons and hairnets and submersed in a world of whey and rennet. Surrounded by cheese-addled adults in their element listening to Barry Manilow, we felt right at home. Our companions had treated themselves to a day of learning about cheese, enjoyed a luxurious lunch spread and made several cheeses with their own hands.

We left with a smile on our faces and, of course, more cheese. We were left in doubt as to whether our parents would like cheese-making classes for their birthday presents. Just don't spoil the surprise.





Abi & Rupert Meats  
Rude are a London based  
illustration, animation & product  
studio. As trained graphic  
designers their passion for print  
and applied art began with a  
collection of screen-printed  
t-shirts which later developed  
into bespoke product collections.  
These days Rupert specialises in  
hand drawn fonts and bespoke  
artwork whilst Abi heads up  
mural commissions, the animation  
and product commissions.  
Website: [thisisrude.com](http://thisisrude.com)

 @RudeLtd  
 rudeltd  
 Abi Meats

## WE PRINT, WE DRAW AND WE MAKE STUFF

Hello we are Rude, a design, illustration and animation studio based in Dalston. We've been given the enjoyable task of designing and producing 'Up' for CFC. This paper aims to deliver thought pieces about the changing and challenging city we live, work and thrive in.

We'll predominantly be commenting on the role of design and art within the context of London in future issues. This edition sees our contributors offering a holistic and forward thinking vibe which will continue through 2019.

# As the high street's on its arse you'd think that retailers, landlords and brands would want to pull custom in, not turn it away. Come on people use your blank spaces creatively, entice and inspire us.

By Abi and Rupert Meats of Rude

So here's the thing, a few years ago, a 40 metre grey hoarding goes up for 12 months smack in the middle of London Fields.

I was cycling past, stopped and called the construction company who was hiding this time lapse of rejuvenation from a social media hungry audience.

"I've got a proposition for you! How about you pay us to design and transform the hoarding into an interactive piece of art?

We'll create live theatre in-front of a packed field of picnickers over a bank holiday weekend".

"I don't think it's very us" was the disappointing response.

Needless to say it didn't happen and the hoarding stood grey like the elephant in the park for a year! We sometimes like to calculate how much revenue they could have made if they had sold that advertising space or how much quicker they could have sold their off plan apartments if they had started that conversation sooner?

We're pleased to report that since then some savvy developers and landlords are giving their permission to use by letting out their footfall heavy blank canvases. But it's not just hoardings, how about skips, flying around our cities with blank faces? Manhole covers, stair treads, backs of signs?

And of course the whitened out shop units? Screaming for help. These don't have to be 2D, they are shop deep and would make great showcases for artists, bands even. Think SXSW (south by south west) in Austin Texas, famed for launching a music festival in 1987 whereby bands play in shops on the high street.

The sore thumb of the street will rent out more quickly if it's shown the love, it gives your neighbourhood soul and shows you care. Let's take Shoreditch for example which has made street art at home, so much so that the area is packed with creative agencies and tech start ups. It has a feeling of renewal and relevance, people want to be seen there.

The great news is that there is no lack of artists and companies who can create these art pieces and installations for you. The real trick is to forge a 3 way synergy between creatives, proprietors and clients.

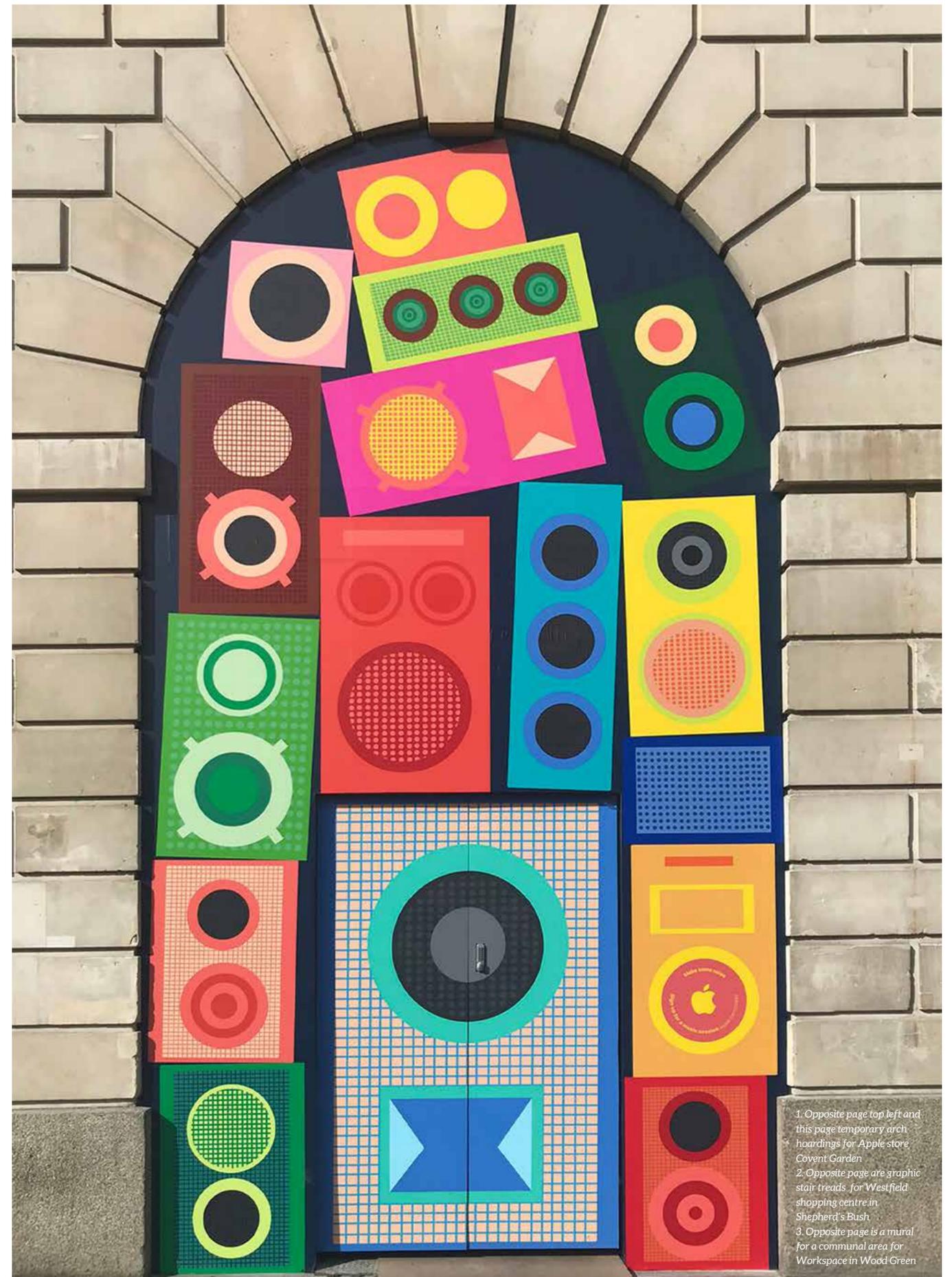
Of course, murals, installations and site wraps are nothing new, however since the advent of socials such as Instagram etc the interaction is spread far and wide, and for free.

If you get this right it doesn't feel like advertising because the creator has had the end user's reaction in their sights all along.

The sweet spot is when you see tangible, playful design combined in a moment of phwaar. And if that creation is benefiting the proprietor, the creator and the audience, then well done all of us.



## As interaction and social sharing becomes an art form, it's all about well crafted content at the right time and in the right place.



1. Opposite page top left and this page temporary arch hoardings for Apple store Covent Garden  
2. Opposite page are graphic stair treads for Westfield shopping centre in Shepherd's Bush  
3. Opposite page is a mural for a communal area for Workspace in Wood Green



# The Bathroom Vanity Mirror.

*Benjamin Southworth  
Benjamin is Tech Sector Lead of  
Expectation State, where he uses  
Digital Technologies as the force  
multiplier for increasing social  
mobility, democracy, education,  
wealth and happiness in emerging  
countries around the world.  
Benjamin was the co-founder of  
3 Beards, an events company for  
digital start-ups. Alongside this  
he was a principal architect on  
London's world famous TechCity  
project.  
Website: expectationstate.com*

 @inthecompanyof  
 Benjamin Southworth

*“clowns are scary” - the young kid looked up at Tom  
“no, clowns are just like you and me” he enthusiastically  
replied, trying his best to calm the fears of the child.  
“clowns with knives are scary” the kid retorted.  
“well, yeah, they are, where did you hear about  
clowns with knives?”  
“oh, i saw it on youtube”  
“and how old are you?”  
“six”.*

This was the story recently relayed to me by the Children’s Author & Illustrator Tom Morgan-Jones, who’d been in his local primary school promoting his latest book which was about overcoming fears. He talks to the kids about their own fears, and as such, tends to confront some nasty issues.

I thought this little anecdote was telling, and very prescient, as I’ve been wondering about the impact of computers, the internet, apps, smartphones etcetera and how that’s impacted our culture, our freedoms and ourselves.

Currently my thinking is unoriginal, and mostly informed by the excellent books “The New Dark Age” by James Brindle and “The Dark Net” by Jamie Bartlett, but the short of it is: it’s not good.

The internet, and our constant connectivity to it, is a mirror. A vast amplifying bathroom vanity mirror that exposes every pore, every blemish, every ingrown hair upon our face - illuminated, and massive. It’s not privately showing you your wrinkles or pockmarks in the safety of your own bathroom, it’s projecting them out to the world, and every vanity, every kink, every anxiety, concern, worry, fear or hope is there for exploitation, manipulation and commercialisation.

With great power comes great responsibility and we’re seeing this incredible power being placed in the hands of college drop outs from Silicon Valley is straining the limits of our current morality. Our edifices of control and democratic responsibilities are under great attack. The bathroom mirror is being exploited by agents with very different agendas than our own, or your own, or especially, your kid’s.

Going on the internet as I’m old enough to still call it, is a walk in a fun fair hall of mirrors, an infinitely scaling labyrinth that cares only for clicks and conversions, and we’ve now become so good at getting people lost in the maze, we’re going to ask the machines to work out how to make even better mazes, that trap us longer, that corrupt us more. This is the potential dystopian future that AI could represent.

I still remain optimistic, that despite all the above being true, observable, and frightening, I’m not yet scared of technology. For today it’s let me plan a festival in the desert of Tunisia, talk to my oldest mate in the world after a falling out, lets me hear about Ross Noble’s experience of working with Mel Brooks, get a picture framed, send some money internationally, and tell me where to get my lunch after a short walk, and that’s just this morning. We’re accelerating and amplifying, and the medium is the message.

Perhaps we don’t need the vanity of instagram, the opinion of twitter, the town crier of facebook in our lives, and we certainly need to think a lot deeper about what we see in the mirror, and how especially we present that truth to our children. I do know one thing though - you’ll have to pry my smartphone out of my cryogenically frozen hand.



# Elephant Park

## A Jumbo regeneration project

Recently, it has been announced that sustainable community food market operator, Mercato Metropolitano has signed for 17,500 sq ft of retail, dining and social space to launch MM Factory, a new concept grocery, retail and dining experience. Focused on revitalising local neighbourhoods through community activities, MM Factory will raise awareness of sustainability and environmental, economic and social issues. From urban farms, community cookery lessons, and cultural and charity programmes throughout the year, operator Mercato Metropolitano has its finger on the pulse to create better places for people to enjoy.

Andrea Rasca, Founder and 'Chief Executive Dreamer' of Mercato Metropolitano, said: "Elephant Park is an amazing opportunity for us. When looking at potential destinations it quickly became apparent that Lendlease is a landlord that shares our ideals and vision for the future. The Mercato Metropolitano ecosystem is all about community, a place for an ongoing dialogue between local people, farmers, chefs, retailers and artists, and we cannot think of a better place to build upon this community with a new approach to urban retail than Elephant Park."

For more information or leasing opportunities contact CF Commercial 0203 813 7141 or Nash Bond 0203 930 4839

This is the most significant new development within a borough currently undergoing substantial urban regeneration, including £30m investment into transport improvements in the area and featuring award winning design, including for Housing Design at the Brick Awards, The Mayor's Award for Planning Excellence at London Planning Awards and a RIBA National Award. 3,000 new homes are being delivered.

The development will also create 6,000 new jobs, 50 new shops, restaurants and cafés, including affordable retail space, green space and initiatives to support new and emerging businesses. Set to attract like-minded brands, it has been phased and divided across three sites; Elephant Park, Trafalgar Place and One The Elephant.

The first phase has witnessed the success of Artworks, a retail incubator. This pop-up village housed dozens of small local retailers through the construction phase, helping to deliver 10 percent of affordable retail within the development.





# The Art of Well-doing

*Sophie Rochester, Founder and CEO, Yodomo*

The way we are learning is changing. Want to learn a new skill? Search online and you'll be sure to find someone out there who is keen to teach it to you. Searches for 'how to' content on YouTube are increasing 70% year on year, and over half of UK consumers (53%) have used the internet to develop three new skills. A staggering 35 million people worldwide have enrolled in digital courses in the past 4 years.

We're also seeing an explosion of workshops in the real world. A shift away from digital culture, people are keen to use their hands and minds to craft and make products to take home, often coined the 'welldoing' revolution. Workshops are frequently arts, crafts and design-based, such as papercraft, embroidery or even perfume making; there's also a trend to learn 'back to basics skills' such as distilling or butchery.

One sector seeing a surge in renewed interest is ceramics, with Toby Brundin, Director of Ceramic Art London, explaining that along with consumers looking increasingly to buy artisanal and handmade goods, "more people are getting involved in making themselves. The urge to take up pottery goes hand in hand with the recent boom in knitting, sourdough bread-baking and craft beer brewing."

Before founding the creative learning platform Yodomo, we studied these two trends of online and offline learning very closely. While the workshop learners appeared to be participating in creative workshops to get away from their digitally-heavy desk jobs, it was - ironically - technology that was helping these budding learners develop their skills, improve techniques and find inspiration from professionals to aspire to.

But in an age where information comes in excess, sifting through the jumble of offerings online is often time consuming and overwhelming. We saw that learners' precious time should be spent maximising skills and honing creativity, not scrolling relentlessly through the internet.

Yodomo is about quality, curated content: each instructor is carefully selected, and each Yodomo course lovingly crafted and produced to support learners looking to gain valuable new creative skills for life.

As the Guardian columnist Rhik Sammader suggests, "It is no surprise that craft is the UK's fastest growing creative industry. Promoting mindfulness and community spirit, 'welldoing' is the perfect antidote to modern times."

In each issue of Up, we'll be profiling a Maker of the Month and sharing stories from the UK's creative talent who are helping to inspire a new generation of makers and doers.

**Sophie Rochester**  
Sophie is the CEO and Founder of Yodomo, a curated marketplace for online creative courses from leading artists, makers and designers.  
She was the Founder and CEO of The Literary Platform, a specialist agency working at the heart of books and technology.  
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 @yodomoco  
 yodomo.co  
 Sophie Rochester



# The New Industrialists

Each issue one of our Market Experts will take a look at what is happening in one of London's key property sectors. This issue Andrew Sissons, our Head of Industrial Markets & Local Government Advisory, looks at the sector.

It is becoming increasingly difficult for London's makers and manufacturers to find high quality, affordable light industrial and maker space in London. As more of London's industrial space is turned into flats and offices the space for manufacturing and industrial uses is fast disappearing, whilst places like Hackney Wick, Camden and Islington have allowed great swathes of industrial land to be turned into other uses in recent years.

Many London boroughs have lost all of their purpose built manufacturing and light industrial buildings over the last 20 years. There are currently 7,000 hectares of industrial land in London, but this is decreasing at a rate of 106 hectares per annum. Actual floor space decreased from 25.8 million sq ft to just under 20.8 million sq ft between 2010 and 2017. Industrial land accounts for less than 5% of London's total land area and use. Conversely, London is enjoying a renaissance in making and manufacturing which has seen many new businesses grow and flourish over the last 10 years. We are now seeing strong growth in requirement for space from London's new economy, particularly from those businesses in the light industrial, artisan, craft and making sectors.

But is it all bad news for the future in this part of London's economy? Will London's industrial base continue to decline? Hopefully we are going to see a boom in the construction of new industrial and maker space in the near future. One reason for optimism is the Mayor of London's Draft London Plan; this now actively talks about the need to protect industrial land and to provide fit for purpose space for London's makers. Many Local Authority planners admit that the pressure to provide housing has led to the demise of their industrial stock in recent years and that they did not foresee the need for this kind of space within the M25. Boroughs freely admit they are now playing catch up and are trying to find new ways of delivering this kind of space in the future.

So, is London experiencing a new industrial revolution? On the ground in certain locations across the capital it certainly looks like it; entrepreneurs, start-ups and small businesses are all making products, particularly craft and bespoke goods, to meet the marked change in consumer habits and the type of goods that people want to buy. Well over 110 craft breweries are based across London alone and it seems every few weeks another new craft beer brand springs up somewhere in the capital.

Businesses are providing what consumers want to buy and the key to this is that independent products and craft goods have never been more accessible, through websites such as Etsy, Not on the High Street and Amazon Prime. Furthermore, consumer demand for independent food and drink of local provenance has become the norm. All of this product needs to be made in

high quality industrial and maker spaces. It is also clear that businesses seeking space are becoming much more discerning and demanding about the kind of industrial and maker space that they want to rent. This is far removed from the traditional approach to manufacturing space. We are seeing that makers and manufacturers are no longer satisfied with being located in a corrugated shed on an industrial estate in an out-of-town location, with a burger van for company. These businesses want to be in the heart of the communities that they serve in cool urban locations. They are seeking to be part of a story about a business location and want to be in a place that has a real identity and a narrative.

This is usually a hybrid mix of industrial space with high ceilings that can be used flexibly for a variety of uses beyond making and industrial including office space, gallery and retail space. Its use will change over the ebb and flow of a working day depending on how the business wants to operate. Certainly, design is critical, and businesses are demanding new forms of high-quality urban design led industrial buildings, streets and mews.

Developers such as U + I working with Architects Studio Egret West have been quick to capitalise and develop great industrial led mixed use schemes such as Caxton Works in Canning Town. This has been very quick to fill up with a range of makers, catching the eye of businesses wanting high quality industrial maker space in East London. Lucas Lawrence, Director of Studio Egret West says "There is an emerging group of businesses that have historically found a home in the smaller left-over spaces on Industrial Estates. These businesses are becoming more and more viable as small to medium enterprises and need a specific type of home that provides space tailored to their needs. Space that is robust enough for industry, flexible enough to accommodate making but also engage with the public and with an identity that captures the energy and spirit of the entrepreneurs within. Caxton Works offers a new kind of space by creating an industrial high street for makers".

In other parts of London developers are also promoting new maker spaces and building a cluster of likeminded businesses such as on the Greenwich Peninsular, where developer Knight Dragon is building the innovative Design District which will deliver 160,000 sq ft of bespoke maker space in sixteen "buildings", designed by eight different architects including Assemblage and Selgas Cano for London's design community. The Design District will provide space for 1,800 creators and makers. One of the first projects has seen Knight Dragon team up with Dazed Magazine to offer free workspace for up to five artists for one year.

Enfield Council's flagship regeneration project, Meridian Water, is redeveloping a swathe of brownfield land which will become a mixed-use scheme that replaces a large amount of the industrial space and creates a home for London's makers. Peter George, the Director for Meridian Water at Enfield Council, says that the Council is keen to capitalise on the demise of the affordable maker and creative space that has been redeveloped across North and East London. The Meridian Water development will be guided by three main pillars of placemaking, one being "your place to make and create", positioning the area as a new home of production in London.

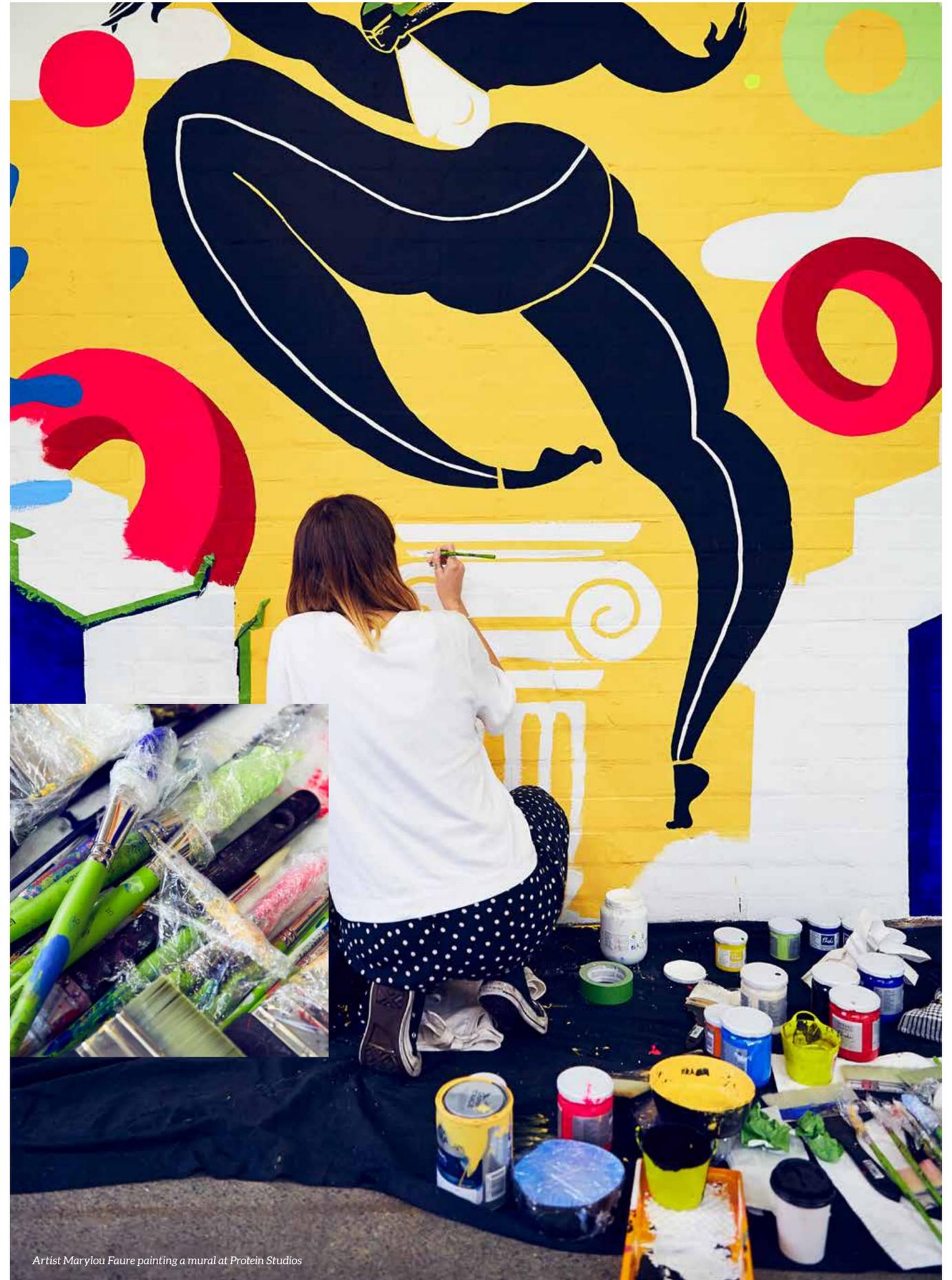
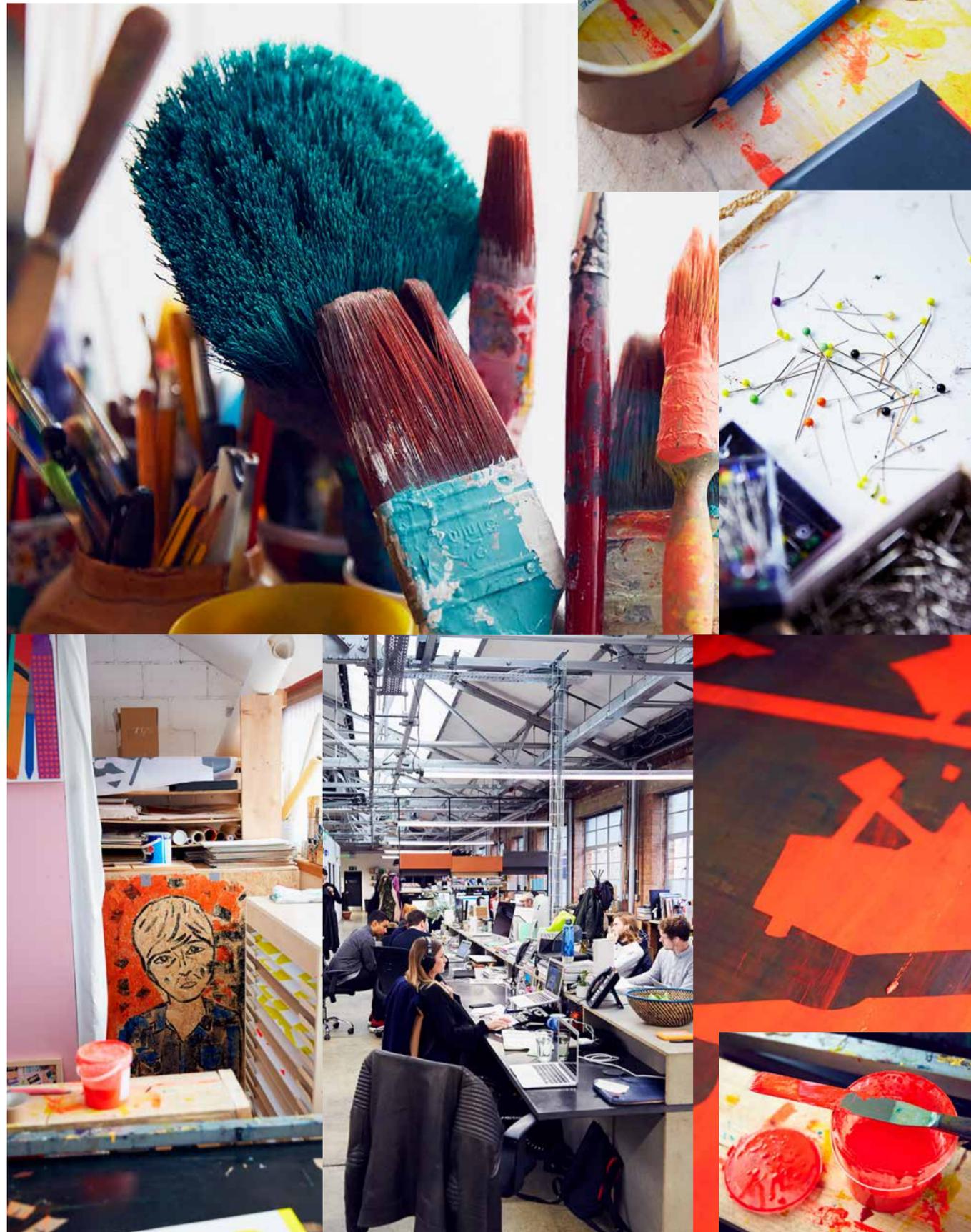
More information can be found at [www.meridianwater.co.uk](http://www.meridianwater.co.uk) So, all in all the future for London's new industrialists looks bright; hopefully the space that is so desperately needed for this important part of London's economy will continue to thrive with new innovative ideas and solutions to build spaces where these new businesses can flourish.

CF Commercial is working on a range of mixed use developments across London that will provide new fit for purpose maker and industrial space in a variety of locations and price points. For further information please contact

Andrew Sissons is the head of industrial markets and local government advisory. Andrew has developed an extensive client list of major developers and property funds with a specific interest in industrial, workspace and energy centres. Previous to this Andrew worked for Hackney Council for 11 years, starting as a senior project manager at Woodberry Down and moving on to lead the Dalston Junction development and subsequently becoming Head of Regeneration. He is a consultant for Shoreditch based insight, research and advertising agency Protein.

 @SissonsAndrew  
 Andrew Sissons





Artist Marylou Faure painting a mural at Protein Studios



Freddie  
at the  
Ready

Freddie Janssen  
reviews and ruminates  
on the food and  
drink industry

Freddie Janssen  
Freddie is the Marketing Manager  
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 @FreddieLookatme  
 [freddielookatme](https://www.instagram.com/freddielookatme)  
 Freddie Janssen

# Burgers & lobsters. Beer & burgers. Fried chicken & whiskey. Ramen & rock and roll. Hot dogs & champagne. Ring the bell for more champagne.



About five years ago London restaurants became so incredibly concept-heavy, you would understand exactly what was being served just from reading the name. Each year a new trend hit the city and it was like a new, alien food group had been discovered. If 2015 was all about dirty burgers, then BOOM! in 2016 the ramen craze hit, and finally in 2017 Londoners came to grips with what a taco was and five (!) independent Mexican restaurants opened up across town. This past year, 2018, sadly saw a lot of closures, the demise of certain restaurant chains and groups made us all shake a little in our boots but what we saw prosper was the birth of the neighbourhood restaurant. Londoners decided what they want, they really really want are restaurants with passion, individuality and quality.



There are several spots who fit this bill, ones who have opened in "less desirable" areas or with low to zero footfall, and yet they succeed. These are places who opened in "doomed" sites, residential neighbourhoods where one would fear you'd never be found, and yet like Kevin Costner in Field of Dreams "If you build it, they will come". And come they have, in droves. The pillars to which they work, cook and build spaces are that they want everything to be good, great even, but also approachable. It's not cookie cutter aspirational food they're after, you won't see trendy or exotic ingredients on the menu (they might use XO sauce but they just won't tell you) or plush leather banquettes designed for bankers expense accounts, these are restaurants for the people. Take for example the trio of pared back dining rooms from Jeremie Cometto-Lingenheim and David Gingell (see Western's Laundry,

Primeur & Jolene in the residential Newington Green) or the growing cluster of east London sites from Liam Kelleher and Phil Bracey of P Franco and Bright fame - who have just announced they're opening another new site in 2019, Pegs: a wine bar and restaurant in Hackney Central - an area that's been up & coming for as long as I can remember and is still quite 'edgy'.

These are restaurants that aren't designed to impress and shock, they are designed for you to have a great time in. They're reliable, fun and welcoming, like popping over to your neighbour for a glass of wine and a snack. Five years ago, we'd not imagined having restaurants like these - unlike the business model of a chain establishment, these places aren't looking to multiply across London: a Bright in Notting Hill would feel completely out of place and its clientele might not know what to do with it. The peers leading this movement aren't working with trends, concepts and design agencies - they just wanted to create a good place with good food, where people want to come back, over and over again.

Above all, quality is key. These are not your normal neighbourhood restaurants. They have attention to detail in every aspect; from the informal and yet knowledgeable service to chefs using ingredients from trusted and agriculturally responsible sources only, making charcuterie, milling British wheat in-house ("making things from scratch" takes on a new meaning) and an ever changing and dynamic wine list that reflects the seasonality of the food offering.

For once a hashtag really does emulate the way people are eating. #EatLocal.

# Blackhorse Mills

As well as 479 new residential homes, Blackhorse Mills will provide circa 22,000 sq ft of mixed commercial use space on the ground and first floor of this new development, providing much needed places for creatives, start-ups and makers that the area that is currently lacking.

Overlooking 211 hectares of protected wetlands, which have been internationally recognised for its importance to wildlife, the development will create a positive and vibrant community for its residents both residential and commercial.

Office and retail units range from 1,227 – 5,855 sq ft and a number of these can be let together.  
Available from Summer 2019.

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# CFC Manifesto

CF Commercial is an independent business that has grown from a start-up like many of you reading this magazine.

We are specialists in Retail, Leisure and F & B, Office and Industrial Space and are experts in our markets.

We understand the difficulties and complexities that many businesses face when entering the world of property and leasing and how much time this can take away from what you really want to focus on.

We are just as excited about innovation and new ideas as you and we have the knowledge and experience to help make your ideas and concepts a reality.

We work with many of the UK's leading developers, local authorities and property funds on some of the most innovative and exciting projects.

We are committed to supporting great independent start-ups, entrepreneurs and SMEs to realise their aspirations to create great places, spaces and communities.

We really would love to hear about your ideas and what you want to do - we are sure we can help you!

Do give us a shout...

## CFC

Bringing value to evolving and dynamic communities

web: [cfcommercial.com](http://cfcommercial.com)

 @CFCommercial1

 [cfcommercial](https://www.instagram.com/cfcommercial)

 CF Commercial



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We would like to say a massive thank you to all our wonderful Contributors, who have produced these fascinating and thought-provoking pieces.

Lastly thank you for reading - we hope you have enjoyed reading it as much as we enjoyed creating it!

