
URBAN SPLASH

TRACK RECORD

From a student grant . . . .

. . . . to over £100 000 000 in completed developments . . . .

. . . . and over £200 000 000 development programme

Over 1 000 new homes, and
over 3 000 new jobs created



CONCERT SQUARE, LIVERPOOL - 1993



CONCERT SQUARE, LIVERPOOL - 1995



CONCERT SQUARE, LIVERPOOL - 2002



CONCERT SQUARE - LIVERPOOL



- 18 apartments / 6 retail units
- Liverpool’s first loft apartments
- 45 000 sq ft
- RIBA Award for Architecture 1996

CONCERT SQUARE - LIVERPOOL



SMITHFIELD BUILDINGS, MANCHESTER - 1995



SMITHFIELD BUILDINGS, MANCHESTER - 1998



- Retail/leisure/apartments
- Niche and national occupiers

SMITHFIELD BUILDINGS - MANCHESTER



- 81 apartments / 23 retail units
- Spectacular landscaped atrium
- 144 500 sq ft
- RIBA Award for Architecture 1998

SMITHFIELD BUILDINGS - MANCHESTER



OLD HAYMARKET, LIVERPOOL - 1998



OLD HAYMARKET, LIVERPOOL - 2000



OLD HAYMARKET, LIVERPOOL - 1998



OLD HAYMARKET, LIVERPOOL - 2000



OLD HAYMARKET, LIVERPOOL - 2000



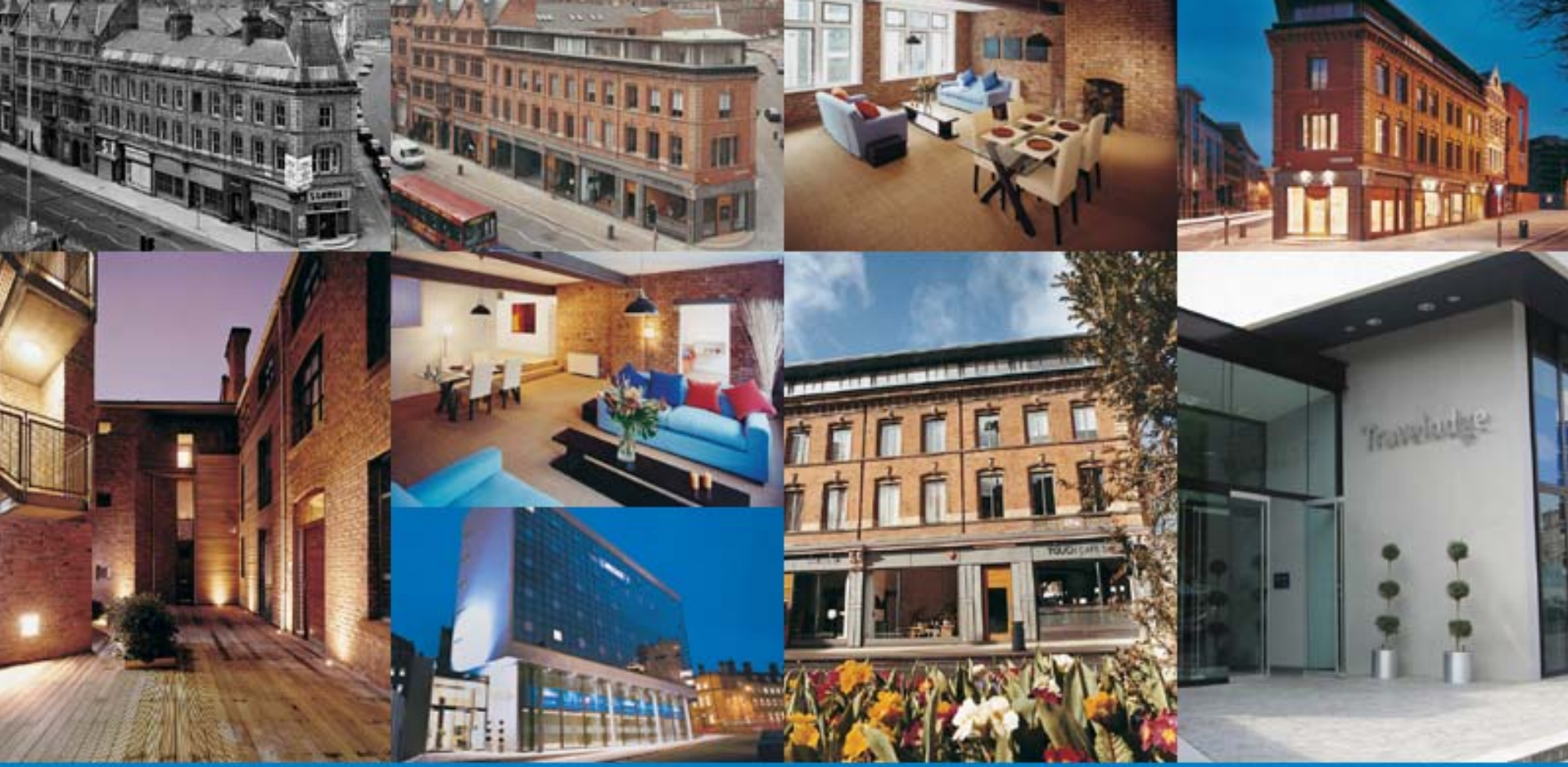
OLD HAYMARKET, LIVERPOOL - 2002





- 4 different use types
- retail/leisure/hotel/resi

OLD HAYMARKET - LIVERPOOL



- Phase 1 - 47 000 sq ft

  27 apartments / 8 retail units

- Phase 2 - 13 000 sq ft

  Retail units / Travelodge hotel

OLD HAYMARKET - LIVERPOOL



TEA FACTORY, LIVERPOOL - 1999



TEA FACTORY, LIVERPOOL - 1999



TEA FACTORY, LIVERPOOL - 2002



TEA FACTORY - LIVERPOOL



- 30 apartments/retail/leisure/office
- 356 jobs created
- 90 000 sq ft
- Housing Design Award 2001

TEA FACTORY, LIVERPOOL



BOX WORKS, MANCHESTER - 2000



BOX WORKS, MANCHESTER - 2001



BOX WORKS, MANCHESTER - 2001



BOX WORKS, MANCHESTER - 2001



BOX WORKS, MANCHESTER - 2001



- Apartments/leisure and retail
- From £176 000 to £288 000
- 95 000 sq ft
- RIBA Award for Architecture 2003

BOX WORKS - MANCHESTER



TIMBER WHARF, MANCHESTER - 2000



TIMBER WHARF - JANUARY 2001



TIMBER WHARF - MARCH 2001



TIMBER WHARF - MAY 2001



TIMBER WHARF - JULY 2001



TIMBER WHARF - SEPTEMBER 2001



TIMBER WHARF - MARCH 2002



TIMBER WHARF, MANCHESTER - 2002



TIMBER WHARF, MANCHESTER - 2002



TIMBER WHARF, MANCHESTER - 2002



TIMBER WHARF, MANCHESTER - 2002



TIMBER WHARF, MANCHESTER - 2002



TIMBER WHARF - MANCHESTER



TIMBER WHARF - MANCHESTER



URBAN SPLASH HQ, TIMBER WHARF - 2002



URBAN SPLASH HQ, TIMBER WHARF - 2002



- Apartments/leisure/retail/office
- From £192 000 to £600 000
- 130 000 sq ft
- RIBA Award for Architecture 2003

TIMBER WHARF - MANCHESTER

CURRENT PROJECTS



BURTON PLACE, MANCHESTER - 2000



BURTON PLACE, MANCHESTER - 2004









- Apartments and retail scheme
- From £118 000 to £219 500
- 70 000 sq ft
- Best CD-Rom - PAMADA Awards 2002

BURTON PLACE - MANCHESTER



ROYAL WILLIAM YARD, PLYMOUTH - 2002



ROYAL WILLIAM YARD, PLYMOUTH - 2002



ROYAL WILLIAM YARD, PLYMOUTH - 2002



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ROYAL WILLIAM YARD, PLYMOUTH - 2003



ROYAL WILLIAM YARD, PLYMOUTH - 2003



ROYAL WILLIAM YARD, PLYMOUTH - 2003







- First phase apartments sold
- From £85 000 to £415 000
- Second phase now available
- ‘Winter Garden’ being created

ROYAL WILLIAM YARD - PLYMOUTH



MOHO, MANCHESTER - 2002



MOHO, MANCHESTER - 2005









- 102 apartments and retail units
- From £139 000 to £298 000
- 67 000 sq ft
- Launching - 18 June 04

MOHO - MANCHESTER





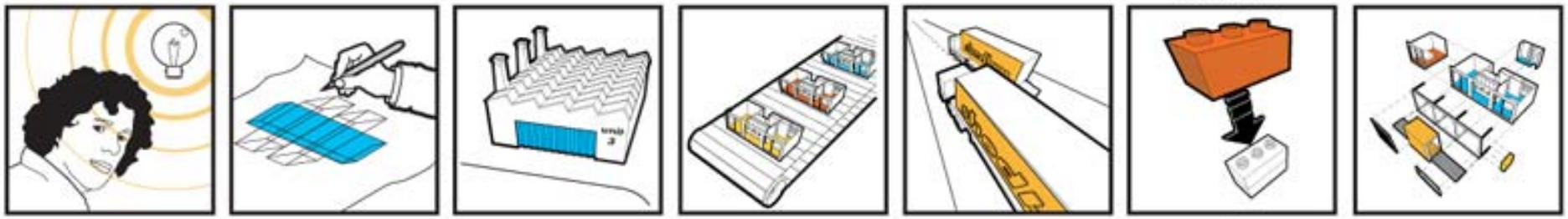


MODULAR HOUSING



MODULAR HOUSING







MODULAR HOUSING



LISTER MILLS, BRADFORD - 2003



LISTER MILLS, BRADFORD - 2003



LISTER MILLS, BRADFORD - 2003















- First phase - Silk Warehouse
- Launching - Autumn 2004
- 131 apartments for sale
- 15 000 sq ft of offices to let

LISTER MILLS - BRADFORD



FORT DUNLOP, BIRMINGHAM - 2005

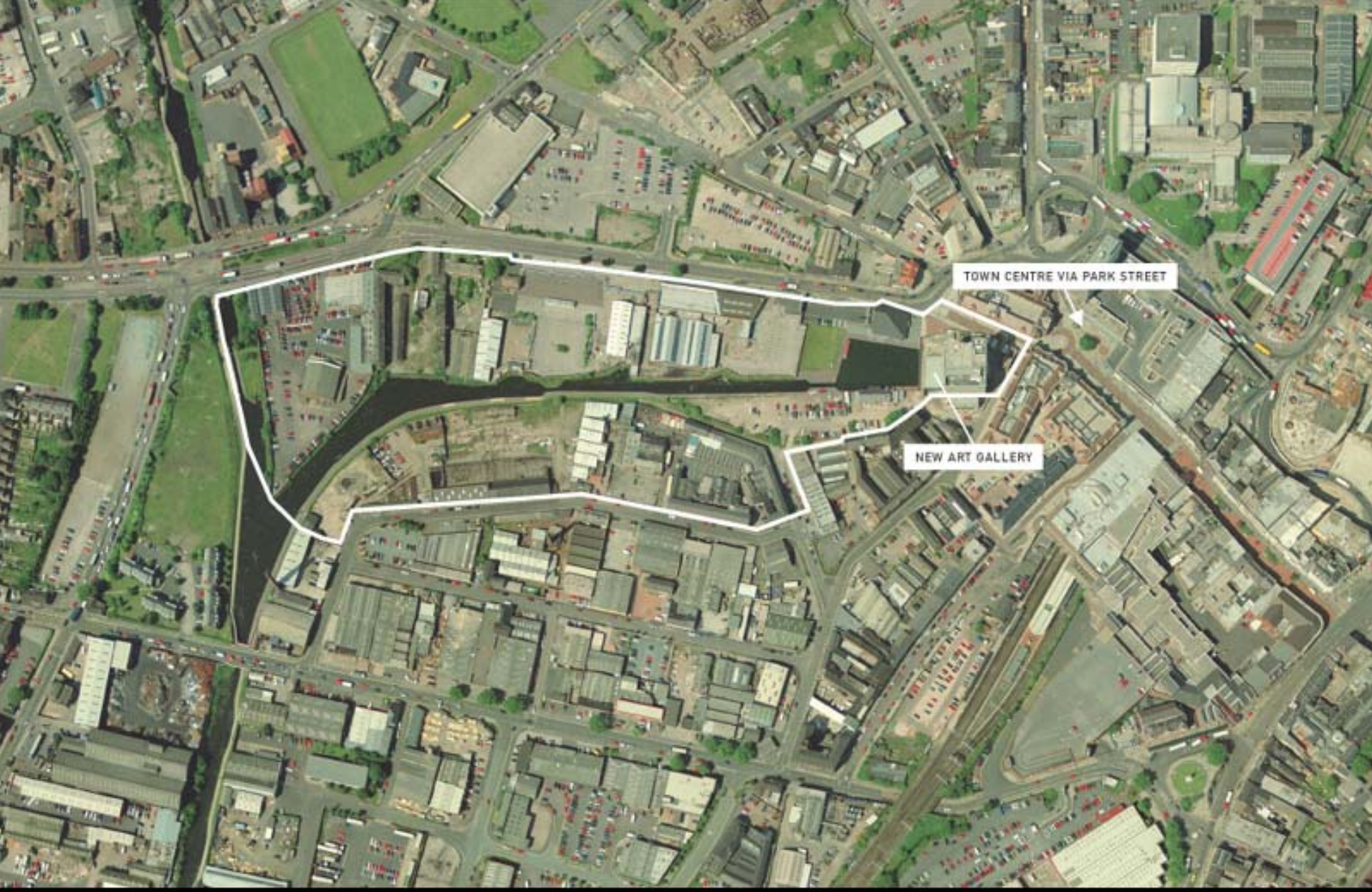


FORT DUNLOP, BIRMINGHAM - 2005



FORT DUNLOP - BIRMINGHAM

FUTURE PROJECTS



WALSALL WATERFRONT - 2003





2003 ROTUNDA, BIRMINGHAM 2006



NEW ISLINGTON, MANCHESTER - 2000









NEW ISLINGTON, MANCHESTER - 2000



NEW ISLINGTON, MANCHESTER - 2018



NEW ISLINGTON, MANCHESTER - 2018







NEW ISLINGTON, MANCHESTER - 2004





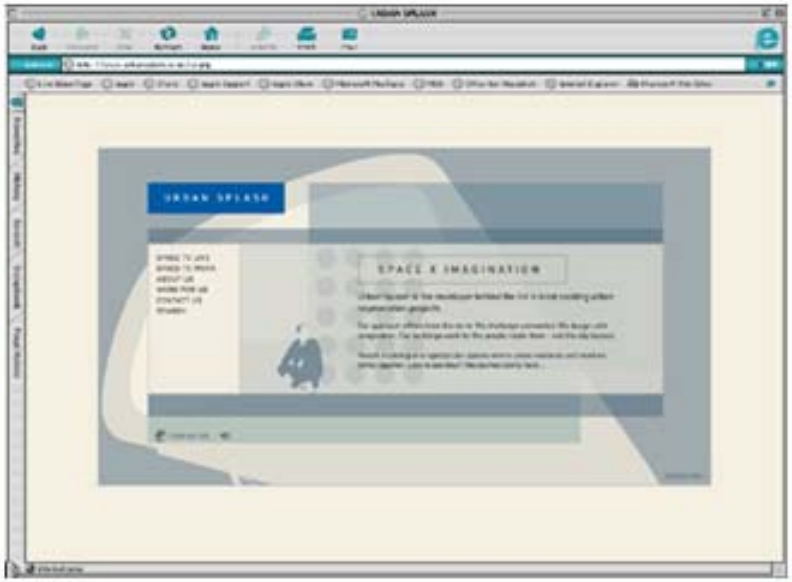


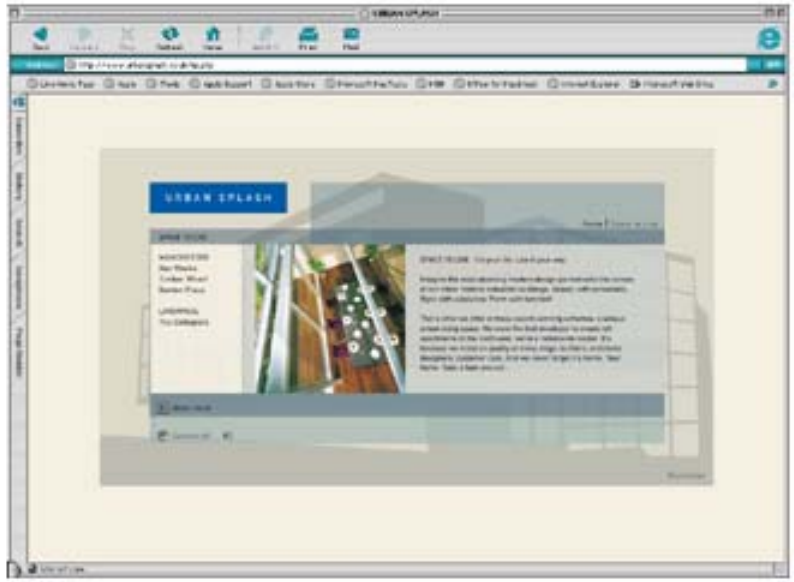


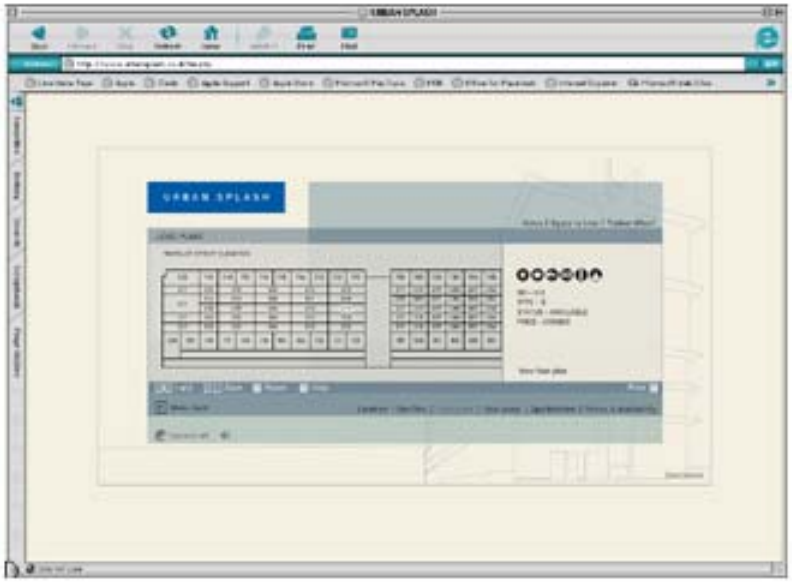
NEW ISLINGTON, MANCHESTER - 2018

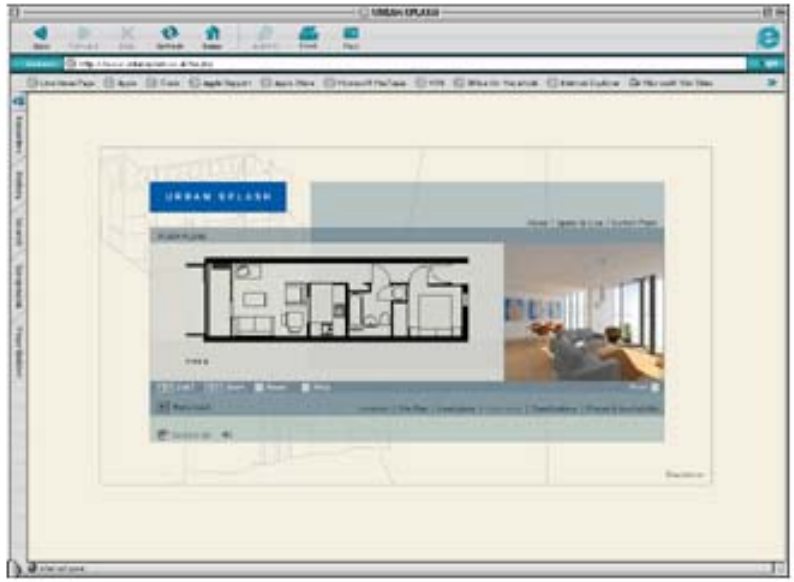



You have the opportunity
to work with an
Architect of your choice
to create a uniquely
designed living space
THE BOX WORKS









WWW.URBANSPLASH.CO.UK



ANNUAL REPORT 01



ANNUAL REPORT 02



BROCHURES

CD-ROM BROCHURE



CD-ROM BROCHURE



CD-ROM BROCHURE









PERMANENT SIGNS


URBAN SPLASH
07000 37 37 37
www.urbansplash.co.uk


URBAN SPLASH
07000 37 37 37
www.urbansplash.co.uk


URBAN SPLASH


URBAN SPLASH
THE COLLEGIATE
96 APARTMENTS FOR SALE
WITH SHARED WALLED GARDEN
07000 37 37 37

BANNERS



25

EXECUTIVE BRIEFING

Entrepreneurs who are all wound up about wind-up radios

BUSINESS TECHNOLOGY

Making a splash in our inner cities by building on heritage

Development company Urban Splash regenerates the north-west of England

BUSINESS TRAVELLER

Codeshare flight turbulence ahead

Being flexible offers benefits to all concerned

Borgain Prague



BLOCK MAGIC

Show Tom Bloxham a derelict warehouse on the wrong side of Manchester and he'll turn it into flats worth writing home about. By Hugh Pearman. Portrait: Cody Burridge

"When we do a live work play. That mix is very important. But my background isn't property. I came to university in Manchester, wanted to make some extra money, and started selling posters. I got a market stall in Affleck's Palace. I wanted to expand, and saw these 6000sq ft became available. So I took a lease on it.

I ended up subletting space to friends who were selling clothes, records and so on. There was a one-item shop, a body piercer's, lots of weird and wonderful things. And I found myself making more money from subletting space than I did selling posters. So I thought: this is not a bad idea. I went over to Liverpool and bought my first freehold in 1993, and turned it into managed work space.

Then another little building came up next door. I met an architect, Jonathan Falkingham, who would later become my partner, and we converted it into a bar. We started to learn about the value of design and developed a strategy. We identify what is good in an old building and keep it. Rather than doing some sort of pastiche – a poor copy of the old – we add on it something very modern.

A lot of rubbish is talked about old and new architecture. To my mind, there's only two types of design and architecture: good and bad. But fashions change – now we're rediscovering plastics and new materials. There's a tension between being really cutting edge and having some appeal.

The next five to 10 years' time some people will completely change our lifestyle. In the Victorian factory – some got gutted in the 1960s, some stayed the same. But I hope they have the basic structure. Every interior can be different, but the qualities of craftsmanship can remain. Me, I live in a pair of old miners' cottages with a small 1971 extension.

In 1993, we set up in Dazzle House in Manchester – an old petticoat factory. We did it from its floor, taking a young architect, Ian Simpson. There are 68 apartments here. And with Jonathan we set up our designated development company properly: Urban Splash. He's the chief executive, I'm the chair.

Our first scheme was Cornerhouse Square in Liverpool. It was only 100 yards from the main high street, but it was nowhere. We put in loft apartments on the upper floors, and a photographic gallery, radio station, restaurants and bars below. By demolishing a non-entity extension we created a civic space. Now it's a real hive of activity, a meeting place.

In 1997 we did Stella's Yard, the first loft scheme in Manchester. Previously, when people converted their great warehouse industrial buildings, they had the best parts and turned them into houses. We wanted open spaces, but we didn't want yuppie flats. We wanted something affordable and ended up with apartments that sold for about £50,000.

We put 41 loft apartments into Smithfield Buildings, which had been the Harrods of the north. We found this amazing terrain that had been covered over. But the roof had gone totally downhill. Everybody had left. We bought it into receivership. Everyone said: nobody wants to live in the city centre. So we put the most expensive flat in Manchester in there – a 3,000sq ft penthouse on the top three floors of the tower. A fantastic place.

Yes, you can live quite comfortably now. In Leaflet there are yuppie flats that cost £300,000; ours range from £95,000 to £350,000, often in the same building. That mix of values is important. You get an interesting cross section of people all wanting to live in the city centre: pop stars, accountants, journalists, solicitors, comedians – you get a vibrancy when those people meet each other.

Bridgewater Hall is our current scheme, a £100m one. It's actually three sites – an old Inn works, a mill and a timber wharf all on the Bridgewater Canal. Everyone said that'd be too demand for something that big in the city centre. The first phase sold out a year before it was finished. On the wharf, Britannia Basin, we're doing a new scheme. We'll mix lots of old buildings with big windows and high ceilings, and we started something contemporary with the same qualities. We wanted instead to what was being built by conventional house builders, so we went out to architectural competition. A young architect, Glen Howells, won with a very exciting scheme, full of light and space. Of 240 apartments on a couple of acres of disused land. Developed commercially, that would have taken 60 acres of greenfield land. So you've saved those fields from developers and brought a headsweet bit of the city back into use.

Conventional house builders say they build what the public wants. I don't touch them – they've got tremendous businesses, much bigger than us. But unless people are offered a choice, they can't do anything else. We show people what good design can achieve. The response has been incredible.

Fifteen years ago, only about 100 people lived in the centre of Manchester. Now it's somewhere like 15,000. The average age of the customers is 42, but they're split between 30-something couples – professional couples and a lot of gays – and 50-something people whose kids have grown up and who want to move back into the city. They encourage activity, they discourage crime, they put council tax and get on the phone to their councillors to complain about the state of the streets. The whole city starts improving. They used to clear schools there, now they're reopening them.

Inner circles of ancient cities used to have to mean "We still have the city we have, but greater, better and more beautiful than it was left to us." All politicians and property developers should be made to swear that oath.

URBAN SPLASH PRESS

THE INDEPENDENT MAGAZINE
19TH JUNE 1999

HOT PROPERTY

Making a splash

The philanthropic millionaire Tom Bloxham owns large chunks of Manchester and Liverpool and creates homes for 'decision-makers'. Not bad for a Young Socialist who started out flogging posters. By E Jane Dickson. Photograph by Robert Walker

Tom Bloxham looks like his recent subscription-Broadwood briefly, on a rainy contemporary sofa, his busy frame just visible in an impression of repose, but one jiggling knee keeps time to his furious internal rhythm. "Some people are good at football, some are good at making money," he says in a voice as low and efficient as a refrigerator. "I could never play football."

At 35, Bloxham is one of the biggest names in property development. His self-made millions are easily on him. He has never apologised for his personal wealth, amassed in the old-fashioned way, of buying cheap and selling dear. Yet his blueprint for urban regeneration in Manchester and Liverpool has earned Bloxham folk-hero status as a kind of mild Robin Hood. His company Urban Splash has taken derelict, industrial and commercial sites and built them into "lifestyle destinations". In areas where, only a few years ago, the Rottweilers were in pairs, you can now buy 47 Siberian cd suppressors.

Councillor-about stupefaction are effusively claimed by the growth in the local job market and the massive hole in surrounding property prices. A generous sponsor of young businesses and the arts, Bloxham sits on innumerable civic committees. A a mentor of Big Steps, the Big Issue charity and adviser to the Tate Gallery in Liverpool. And it's this Bloxham's most recent act to learn at all, when, surrounded by Prince Charles to deliver a talk on "regeneration through heritage" he left the reception early to catch the start of a Man United match.

"To become a citizen of ancient Athens, you had to swear the oath: 'We will leave this city not less, but greater, better and more beautiful than it was left to us,'" says Bloxham, "and that sums up my philosophy." He is far too cool to stick his thumbs in his braces, but

> When it came to advertising, he cut out the middleman in a suitably grand style, by acquiring a radio station

there is a civic dignity to his manner that suggests an awful lot of after-dinner speeches. "What's interesting about Urban Splash," he continues, "is that we are more profitable than most property developing companies but, at the same time, our output, in terms of what we put into the community, is comparable to a lot of our for-profit developments.

"If you're working in an area where large numbers of the indigenous population are totally disconnected, then you have to get that sorted, because if you don't, you'll end up destroying everything you have done. Having a successful business and being a force for good in the community – the two have to go together."

This muscular paternalism, shining in stark with New Labour, is a far cry from Bloxham's early political leanings. The son of an army captain, he spent his teenage years in Sutton, Surrey, where he was chairman of the Young Socialists. (The membership, he quickly admits, was not extensive). Reading politics at Manchester University in the early 1980s, he was soon disillusioned by Militant and so invented himself as a teaming dog of capitalism, buying and selling records in the Students' Union.

In the time it took for this early venture to fail, Bloxham noticed that the posters which came free with the records of cult bands such as the Smiths and the Buzzcocks were at a premium with students bored with the ubiquitous images of Che Guevara, Michael Jackson and the sweet player with the dolly hair. His poster business, based in the dilapidated Affleck's Arcade in Manchester's Oldham Street, soon became a world leader, and the arcade, sub-let by Bloxham, became an "alternative shopping centre", offering everything from home-knitted wound to body piercing.

By this time Bloxham was making more money selling space than he was by selling posters and in 1992 he teamed up with architect John Pilkington to create Urban Splash. Their first project was Liverpool Palace, a 36,000sq ft complex of shops, offices and reconditioned space developed from derelict Georgian warehouses which they swapped say "for the price of a second horse". The Palace, and the nearby Concert Square development, which includes the Bus Bar, reputedly Britain's trendiest bar, revitalised an exhausted area of the city, attracting hairdressers full of investors in the newly dubbed "creative quarter".

Bloxham repeated this experiment in Manchester with Dazzle House, a Victorian garment factory which had been due to be razed for car parking and which is now the Urban Splash HQ. Architects, fashion and graphic designers, record producers and musicians have all found a congenial home in Dazzle House.

"It makes sense to set up a community of businesses which can all service each other," says Bloxham. "That's how you keep your margins down." He has the sensible habit of talking as if you, too, are just one lucky dollar away from your own multi-million pound empire, and is known as an indefatigable "fixer", as prodigal with contacts as he is canny with cash. "The big difference between Manchester and London is that if you're successful in Manchester, you get to meet everyone, you meet the politicians, the artists and musicians, and because the city is that much smaller you're at the heart of the business world and the social community at the same time."

The loft-style apartments that feature in Urban Splash's enterprises brochures are spaces of improbable purity: homes for the terminally tidy, with grand piano-manoeuvred on pristine wooden floors, art-deenagh fridges featuring frighteningly trendy beers and plants with pebbles round the stem. Liverpool's Concert Square and Manchester's Sally's "Red Lit converted paper mill) and Smithfield Buildings (formerly the Affleck & Brown department store) are the flagships of Bloxham's urban regeneration scheme. There are not the kind of homes you would bring your kebab back to. "Never," Bloxham points out "are homes for decision-makers."

"The history of housing in Manchester," he continues, "is that over the last three decades, all the decision-makers moved out. What we've got to do is to put that sense of ownership back into cities, and it don't just mean that literally. Everybody in the city has to get involved, whether it's joining pressure groups, forming local societies, or just picking up litter and complaining about nuisances. We've got to reclaim our cities as places to live in."

By now, Bloxham looks ready to leap up to the to-rush, rubber-wheeled coffee table in his office and go running down to the city centre to raise his standard this very minute. He is not remotely abashed by the fact that he lives with his wife and two small sons in the leafiest of suburban settings. This, he explains, was his wife's decision. She thought it would be better for the children. "It's only in England, though, that we have this thing about having our own front- and back garden. In Europe and America, people have been living families in city-centre apartments for years."

The interiors of Urban Splash's apartments are uncompromisingly modern. "Contemporary design isn't widely appreciated in this country," he admits. "Traditionally, it has been the preserve of the organisation. But look what's happening to clothing. Ten years ago, designer labels were only available to the very rich. Now we're all wearing them. Twenty years ago, all home furnishing was Laura Ashley. Our mission is to do for housing what Comme and Ron have done for furnishings."

One of Bloxham's current advantages is his ability to scan a project and credit the gaps where owners might fiddle out. As well as supplying in-area architects and surveyors, Urban Splash has its own construction team including contract managers, site agents, joiners and labourers. When it came to advertising, Bloxham cut out the middleman in suitably grand style, by acquiring a radio station. "When I used to advertise in something steady with national coverage, such as The Face on I-D, I was basically wasting 90 per cent of that coverage. If I used the local press I would be advertising to a load of grannies and wasting 90 per cent there. So to have a way of advertising that was both local and trendy was obviously appealing." Clyde FM, an ludicrous station run by Sir James Lang with Bloxham as major shareholder, is now looking to expand into the North east. "Maybe, says Bloxham is an area I'm keen to develop."

The growing spectre of Richard Branson can no longer be ignored. "I would be terrifically flattered by the comparison," says Bloxham coyly, but he will not be acting, all round the world as an Urban Splash salesman. "Someone once told me that the secret of having a public profile is for everyone to know your name but for no one to know what you look like," he says. Given Bloxham's almost-normal trajectory to date, this seems implausible.

"It's funny," says Bloxham, and it looks like he's really enjoying the joke. "Five years ago, we were considered the lunatic fringe. Now it looks like the world wants to come into the asylum!" ●

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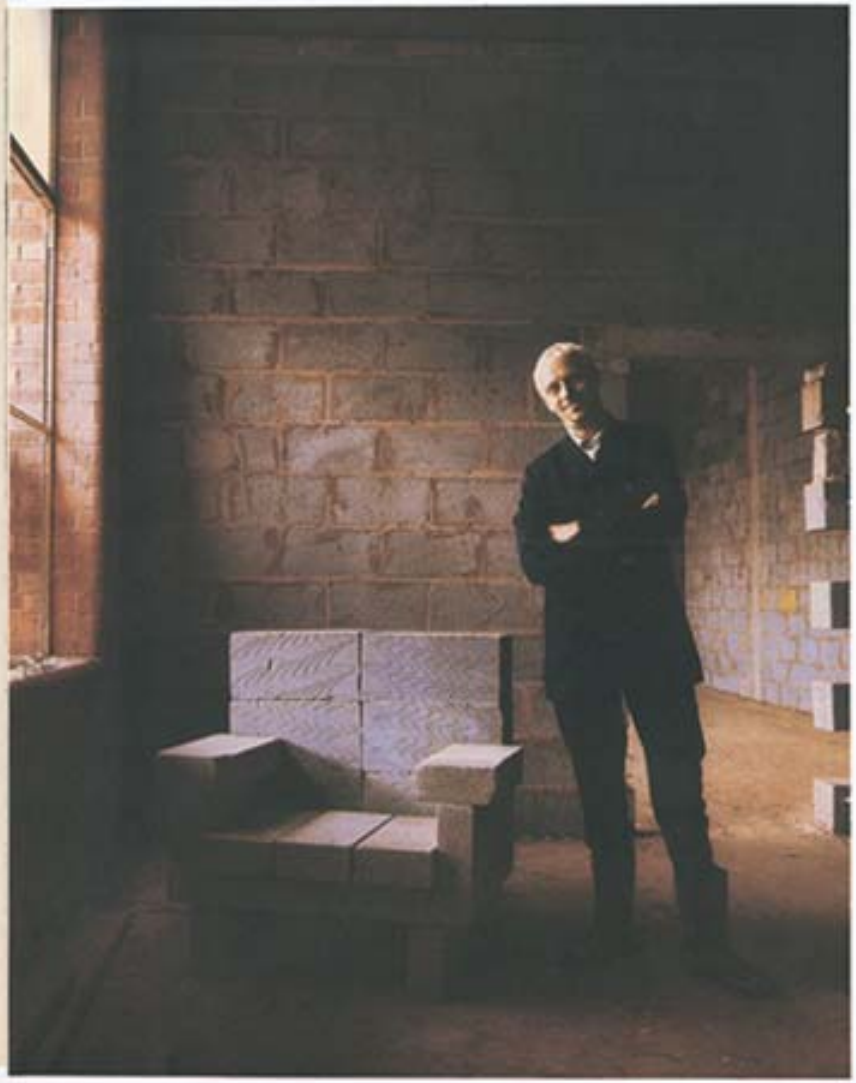



MANCHESTER EVENING NEWS
5TH JULY 1999

ESTATES GAZETTE
1997

Bloxham renewal rewarded

BUSINESS NORTH WEST
JUNE 1999

Oscar for loft firm

THE LOOK IN THE MIRROR
8TH OCTOBER 1999

I've got a silver Mercedes but I'm not extravagant in my personal life

As a kid growing up in South London I was always the one picking strawberries and selling them on street corners. I don't know where my entrepreneurial spirit came from at all. Dad was an army mechanic and mum was a secretary and then a teacher.

THE LOOK IN THE MIRROR

FHM MAGAZINE
OCTOBER 1999

Property tycoon

Like to see your crumbly old school turned into flats? Here's your man...

MANCHESTER EVENING NEWS
MARCH 1998

Buyers queue for Smithfield apartments

THE INDEPENDENT
2ND JULY 1998

Converted to inner city living

CV

DAILY POST
1998

HONOUR FOR A MAN OF VISION

MBE for entrepreneur who revived city centre

MANCHESTER EVENING NEWS
28TH APRIL 1998

Making a splash reviving the old

FINANCIAL TIMES
AUGUST 26TH 1999

MY BIG BREAK TOM BLOMFIELD

Lofty ideas help an urban entrepreneur make a splash

Sheila Jones meets a property developer who has been bringing glamour to some rundown corners of northern England

URBAN SPLASH PRESS











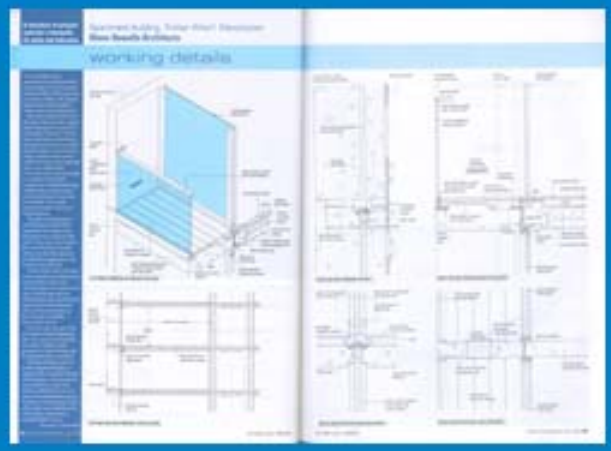

URBAN SPLASH PRESS



Manchester Evening News

Final

M EN

Monday, September 16, 2002 www.manchesteronline.co.uk 30p

STARS UNDER FIRE

SPECIAL REPORTS IN SPORT PULL-OUT

Ancoats as you have never seen it before

More pictures and story: P5



BRIGHT FUTURE.... a computer image of how part of canal-side New Islington will look

BY MARTIN SELLON

Venice magic for new-look Ancoats

WEDDING HELP... houses on the Cardroom estate

SPAIN COMES TO CHORLEY

Grand Exhibition of Spanish Property

Saturday 21st & Sunday 22nd September

Park Hall Hotel, Charnock Road

BRAVO SPANISH ESTATES

FREEPHONE 0800 587722

URBAN SPLASH PRESS



MORE THAN 1,600 PEOPLE VIEW FLATS AT ROYAL WILLIAM YARD

Queueing for chance to live by the water

Value for Money is our Aim

LYNHER WINDOWS



EVENING Herald

WIN a smart city-coupé pure

ALL-NIGHT QUEUE TO SNAP UP WILLIAM YARD FLATS

RUSH FOR LUXURY



GOT A STORY? ring the news desk on 765529

Rush to snap up luxury flats

URBAN SPLASH PRESS



URBAN SPLASH PRESS



GEOGRAPHICAL SPREAD

1993 - 1996

MANCHESTER: Ducie House, Schoolhouse, Smithfield Buildings

LIVERPOOL: Concert Square



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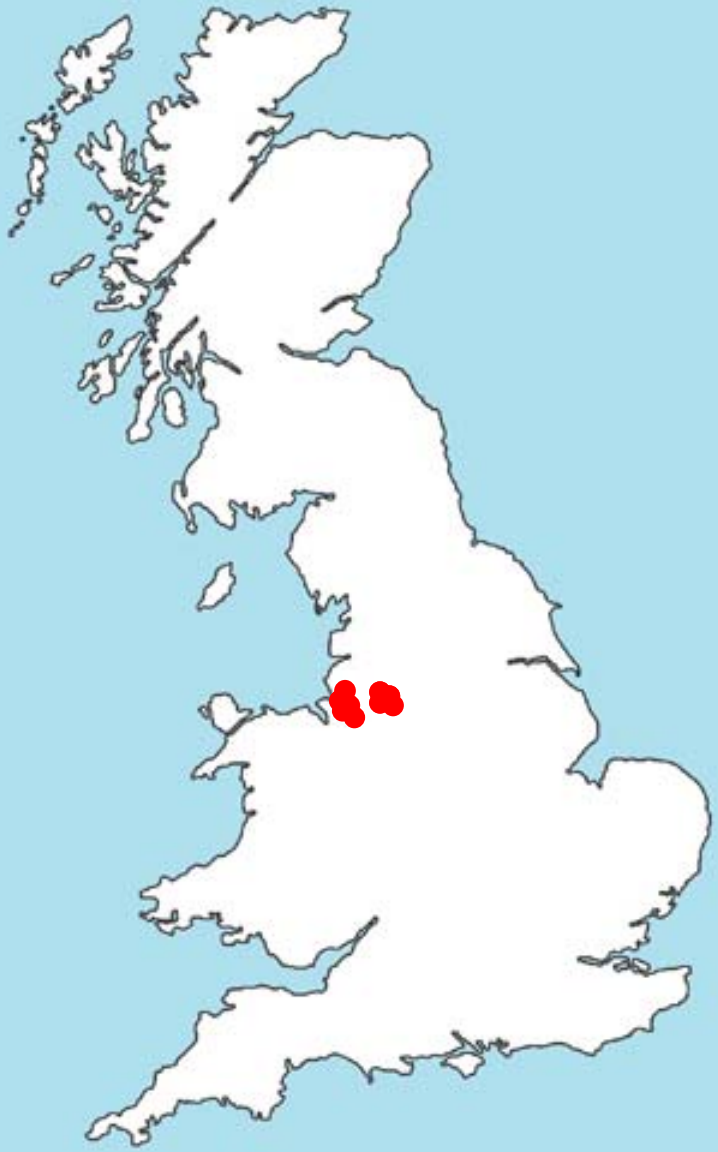
MANCHESTER: Britannia Mills

LIVERPOOL: Old Haymarket, Collegiate, Matchworks, Tea Factory



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ALTRINCHAM: Budenberg Haus Projekte

PLYMOUTH: Royal William Yard



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BRADFORD: Lister Mills

BIRMINGHAM: Fort Dunlop, Rotunda

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2005 & BEYOND

MANCHESTER: Langworthy, Springfield Lane

TAMESIDE: Stalybridge

MORECAMBE: Midland Hotel

WEST MIDLANDS: Walsall Waterfront

WARRINGTON: Bewsey Old Hall

PLYMOUTH: Royal William Yard

BRISTOL: Imperial House

GEOGRAPHICAL SPREAD

Since 1993 Urban Splash have won 116 awards for design, architecture, regeneration and enterprise:

- 26 RIBA (Royal Institute of British Architects) Awards
- 16 Civic Awards
- 9 Regeneration Awards
- 23 Other Architecture and Design Awards
- 12 Business Awards
- 7 Marketing Awards
- 23 Entrepreneurial Awards


URBAN SPLASH