

April Newsletter from the Business Centre Specialist



In this issue there are two reports analysing the changes in the sector and also the opportunity for you to participate in two surveys about flexible workspace, both with different emphasis but aiming to establish trends. I believe these to be important as the flexible space market is growing but is also experiencing significant change and it is important that everyone is aware of the changes and do not get left behind.

Tom Stokes

Tom is a recognised expert in Business Centres and provides independent advice to operators of serviced offices and managed workspace. Details of all services offered and experience are [on his web site](#).

deskmag

I mentioned in my last newsletter the Deskmag 2017 Global Coworking Survey. The final results are now available and [can be viewed here](#). It charts the growth of coworking worldwide and shows that the growth of coworking continues at a great pace.

The Workplace Revolution

This report comes from [a tweet from Regus](#) which paints a picture on how the workplace is changing.

The report says that Freelancing is on the rise, companies are expanding internationally and technology is helping employees stay productive wherever they are. It's now easier than ever to put our businesses on the map. And

there's been an increase in flexible working hours and telecommuting like we've never seen before.

As more companies seek to reduce overheads and grow overseas, the movement towards flexibility offers an exciting opportunity. Shifting employees to smaller satellite offices, co-working spaces and bookable meeting rooms close to their homes or clients means that businesses can drive their company growth without forking out for the global real estate.

It is worthwhile having a look at the full report and the statistics it contains.

[View the report](#)

Having difficulty funding a new development or refurbishment?

Did you know that UK banks must now pass on details of businesses they have rejected for loans to alternative providers.



This is the Bank Referral Scheme which came into force on 1st November 2016. This means nine main banks are now obliged to pass on details of businesses they reject for finance (subject to their consent) to three alternative finance platforms, which can direct firms towards potential lenders.

I also have details of companies willing to offer finance for business centre fit-out. [Contact me](#) for details.

4-Centre Portfolio for Sale

Portfolio of four business centres for sale either as a whole or as individual centres. Locations in the East Midlands, Yorkshire and NE. I also have other opportunities in the Midlands, NW and Yorkshire and a potential management contract in Yorkshire. [Contact me](#) if you are interested.

Instant Offices

Instant Offices are asking:

"How do we really use the modern workplace; what do we now expect from offices and is the industry adapting to meet the changing demands of workers? For example, does co-working help you meet more business contacts? Would you prefer to work nearer to home?"

That's what they hope to discover with their [Flexible Workspace Survey](#), and they want to hear from the people who know the sector best, including business centre operators.



GWA reach out to operators

The Global Workspace Association (GWA) is reaching out to business centre operators to the 2017 shared workspace industry survey, geared this year toward understanding the profitability (and, in some cases, lack thereof) of various product mixes and service offerings. They need your insights to round out the data we're gathering, and in addition the value you'll get from the data, Staples are offering one lucky participant a chance of winning a **Microsoft Surface Pro 4 laptop**. They are depending on you to take your place in this annual snapshot so they can keep perfect tabs on where you have been and where you are going. The insights will be shared far and wide! There is limited time to complete this survey.

[Complete the Operator Survey](#)

Want to know what your members are thinking?

The shared workspace industry wouldn't exist without it's members. That's why they created a survey to give members a voice in shaping where the Industry is headed. We're asking all coworking operators, (yes, you!) to share this survey with your members. Help us get the word out by sharing our survey link: <https://www.surveymonkey.com/r/coworkingmembersurvey> and we'll be

sure to share with you, what your members need and want from a coworking space.

[Co-Working Member Survey](#)



Occupie from Essensys have been producing an excellent series of reports on developing and managing business centres. You can follow the link below to receive a copy of the latest report "The Key Metrics". These are of course very general and you need to look at your own location, content and circumstances. However, they do give a good indication of some of the key points.

[The Key Metrics](#)



Workspace after hours: are they even worth the extra costs?

I thought that this was an [interesting article](#) if for no other reason that it might make to think about your operating hours and conduct a review to make sure you are keeping up with the times.



The [BCA annual conference](#) is on 18th May 2017.

The past two conferences have been excellent and it is worthwhile considering. It is not just the content of the conference and exhibition which is

important but also the opportunity to meet up with other business centre operators and exchange ideas.

Are you attending?

If you would like to meet up for a chat on how I can help your business please [get in touch](#) and we can meet up during one of the breaks.

Exclusive seminar for Business Centre Operators

Whether or not you're attending the conference, why not come along to the seminar organised by IPX-Change, Rio designs and myself on Wednesday 17th May also in London. [Let me know](#) and I will send you an invitation.

Hosted by Milliken and Edge Design

An excellent opportunity for flexible workspace operators to meet prior to the BCA Conference and to network and enhance their knowledge in the sector.

Agenda

- 12.30: Arrive at Milliken Showroom EC1V 0AA
- 12.45: Lunch
- 13.30: Introductions
- 13.40: Ten ideas for operators to consider
- 14.05: Sq ft per person – What works and how
- 14.30: Short break
- 14.45: Best practice in IT and telecoms
- 15.10: Co-working space – Getting it right
- 15.30: Round up and sharing ideas
- 16:00: Tour and drinks at Edge Design Office

Wednesday 17th May 2017

Venue: [Milliken Clerkenwell Showroom](#)

[5 Berry Street](#)

[London](#)

[EC1V 0AA](#)

Tel: 020 7336 7290

Time: 12.30 – 16.30

Register Today

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