

# THE BUSINESS CENTRE SPECIALIST



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## DECEMBER 2016 NEWSLETTER

### COWORKING

The major topic within the business centre community over the past few years has been coworking. Are you for or against including coworking space in your centre? As I have said before, my own view is that many centres will have to retro-fit coworking into their centres and most new centres will have to devote a percentage of their space to it.

**desk**mag is currently running their annual Global Coworking Survey and the results will be out by end November/early December. This will give you the opportunity to assess for yourself whether you think co-working is a fad or whether or not you should be giving it serious consideration.

Log on to [www.deskmag.com](http://www.deskmag.com) for details of the survey and other tips on coworking generally.

### BUSINESS RATES

I wrote in my last newsletter about business rates. For those of you with a reduction in your rateable value it might be a bit disappointing as the transitional relief appears to have been fixed at 4.1% reduction on actual rates payable and I understand that this might be the same in following years. Where you have had an increase, it is feared that the percentage for the transitional relief may be higher than the reduction for those with a lower RV.

Lambert Smith Hampton have an excellent summary of the proposed changes which can be viewed here

<http://www.lsh.co.uk/commercial-property-news/2016/november/rating-in-brief-autumn-winter-2016>

### COST SAVINGS

One of the things that I always try to stress is that controlling costs is as important as letting space as it will have an impact on your bottom line. As a result, I have renewed my partnership with LSI Energy who are experts in saving you money on your electricity and gas contracts. They can help you both procure your energy, searching the whole market and drive down costs by helping you reduce consumption with a fully supported energy management package.

LSI has vast experience in the business centre / property sectors and deal with many large companies including, Workspace, Lambert Smith Hampton, and Lenta. Due to this experience I have no hesitation in recommending their services to you. ([Please view some of LSI's case studies by clicking here](#)).

If you are interested, please get in touch and I would be happy to introduce you to their experienced team.

## VIRTUAL OFFICES

If you do not currently offer virtual office services in your centre but would like to do so, I have a client who is looking to offer virtual office services to clients and will pay you to be able to use your centre. They do all of the necessary checks and are registered with HMRC. They are looking for one outlet in each location. If you are interested, please get in touch with me.

## EXCESS CAR PARKING SPACE?

I attended MIPIM UK this year and met a company who can provide an income for you if you have excess daytime car parking or your car park is vacant in the evening. Email me if you are interested.

## MEETING ROOMS

Most business centres monitor the occupancy level of their offices or workshops but very few monitor their usage of their meeting rooms. Yet this can be a valuable source of additional income with the added benefit that it brings new people into the building who may have an office requirement either now or in the future. Hopefully they will be impressed with your service.



This blog about meeting rooms appeared in AllworkSpace recently which makes interesting reading

<https://allwork.space/2016/11/if-your-meeting-room-revenue-is-low-you-only-have-yourself-to-blame/>

## BUSINESS CENTRE OPPORTUNITIES IN SHEFFIELD & PRESTON

I have a client who has an extremely prominent building in Sheffield which he is about to start refurbishing. There is an opportunity to create a business centre on the first and second floors. He is looking for a more imaginative centre perhaps with a mix of serviced offices and co-working. Something which will stand out from the crowd and appeal to the creative sector of the town.

My client also has a prominent property in Preston City Centre which is in an ideal location for a business centre.

My client is prepared to assist with the fitting out of the centres provided it is the right operator and proposal for each.

Please get in touch with me if either of these are of interest

## BLACK FRIDAY

Did you use Black Friday Week as an incentive to get prospects to sign up during the week? If not – something to think about for next year.

## **BUSINESS CENTRE SEMINARS**

The third of our Business Centre seminars took place during November in Leeds and again was very well received. Apart from my presentation containing my top 10 hints in developing and managing business centres, there were short presentations from Chris Price of IPX-Change re technology, Derrick Dickenson from Rio Designs on office design and co-working.

They are exclusively for business centre operators and we are planning one in January in Birmingham. If you would like to be invited, please let me know.

## **ABOUT TOM STOKES**

Tom Stokes 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.

Wish best wishes for the festive period.

## **Contact**

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