

THE BUSINESS CENTRE SPECIALIST



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The Business Centre
Specialist

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MARCH NEWSLETTER

It is now almost 4 years since I decided to leave Evans Easyspace and 'retire'. At that time I really only wanted to work part time but over the years demand for my services, based on reputation and results, has steadily grown.

In the past month or so, many business centres have received details of business centre opportunities that I have brought to the market. However, this is only a small, but growing, part of my workload and a reflection of the growing confidence in business centres.

CHANGES SINCE 2011

When I started as a consultant in 2011, it was at the height of the recession and the typical instruction I received was to assist business centres to generate more enquiries, achieve more lettings and cut costs i.e. to improve the bottom line.

In 2014 however, with the country coming out of recession, many of my instructions were for clients whose centres were full. On the face of it, they were successful, so why did they need input from me? The answer was that as confidence was rising, the need was either to increase their rents which had been static during the recession or to sharpen up their act prior to expanding. Managing multiple centres is quite different from running one or two centres.

In my January newsletter, I hinted that we will see some changes this year. It is quite clear that a number of business centre operators have decided that now is the time to sell and this will lead to some consolidation in the industry.

There is also a considerable appetite from some operators to expand and there are some new players coming into the market.

These are the reasons my workload has changed from solely consultancy work to bringing business centre opportunities to the market. It is because of the success of my consultancy work that clients have asked me to help in this way.

My main skill however is using my considerable experience to assist business centres to grow and prosper. If I can assist you in any way, please get in touch.

Not all of my clients have chosen to be featured on my web site but please do have a look as it outlines what I do, what my experience is and features many of my clients including their testimonials. www.thebusinesscentrespecialist.co.uk

CHANGES IN THE INDUSTRY

Are you geared up for the changes taking place in the industry and in the workforce? Co-working, collaborative space, work hubs are the talk of the industry. Here is an interesting blog circulated by the Global Workspace Association about employment trends. <http://hubs.ly/y0zCn-0>. Although an American article, you should be considering how this predicted change in workforce patterns would affect your business centres.

NEW BUSINESS CENTRE OPPORTUNITIES

I will shortly be bringing at least two more business centre opportunities to the market. Watch out for further emails. Details of existing centres for sale or to let are on my web site and facebook page. These include a potential centre in Scotland close to Glasgow and centres in Yorkshire and the Midlands.

<http://www.thebusinesscentrespecialist.co.uk/business-centre-opportunities.php>



BCA ANNUAL CONFERENCE

The business centre annual conference takes place on 21st May this year. Have you registered? <http://www.bca.uk.com/events/bca-annual-conference-exhibition-21st-may-2015>. I have always found the conference to be a great way to meet business centre operators and to exchange ideas.

JANUARY NEWSLETTER

If you did not receive a copy of my January newsletter which covered raising finance for fitting out and furnishing business centres, please ask me for a copy.

If you like and share my business Facebook page, I will feature your centre on Facebook.

<https://www.facebook.com/thebusinesscentrespecialist>

Contact me

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