

THE BUSINESS CENTRE SPECIALIST



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MAY 2016 NEWSLETTER



The bca conference took place in London last month and in my view it was one of the most interesting conferences in years. Miles Gibson, Head of UK Research at CBRE, gave an insight into the growth of flexible space based on the research carried out in conjunction with BCA members. There have been 161 new centre openings in the UK since the survey a year previous which shows an astonishing rate of growth of 9%.

The other interesting factor is that the amount of floorspace per worker has dropped also by 9% reflecting the fact that workers require smaller desk spaces due to changes in technology.

This is perhaps something all business centres should consider when refurbishing or re-letting space.

The overall conclusion of the CBRE report was that business centres are becoming more profitable.

HISTORY OF THE SERVICED OFFICE MARKET

In Officing Today there was a really interesting article about the growth of the serviced office market.



You can read about the growth of the market here. The big question is how it will change in the future and there is one thing certain - it is changing!

<https://www.officingtoday.com/2016/04/movers-and-shakers-history-of-the-serviced-office-industry/>

OPPORTUNITIES TO EXPAND

There is no doubt that we are going to see further growth in the UK market and some further consolidation. The three largest operators in the UK now have approx 36% of the market. Will this continue or will other smaller operators continue to expand?

Here are some opportunities to grow either by acquisition or by creating new space.

Rugby - Potential new centre available on lease with capital contribution from the landlord. Photographs and some details are on my website.

South Yorkshire - existing centre for sale - please contact me for details.

East Midlands - existing centre for sale - please contact me for details.

South of England - existing centre available to purchase on a confidential basis- please contact me for details

Greater Manchester - existing business centre for sale - details on my website

NE & NW - Existing business centres for sale - please contact me for details

Inverness - Existing business centre for sale - details on my web site

Scotland - Property suitable for conversion available with details on my website. Please follow the link below.

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

OFFICE PODS

I mentioned these in a previous newsletter but thought it worthwhile to mention again. With the need to innovate, the changes and growth in co-working and the need to create 'quiet' spaces, this office pod does seem like a good idea. It can also be used to bring dead space to life and earn new revenues.



Details www.officepod.co.uk

BUSINESS CENTRE SEMINARS

Last month I did a presentation with two colleagues about the development of business centres. I gave my top 10 tips on the development and management of centres and my colleagues covered design & trends and technology & telecoms. It was an informal presentation over lunch and was very well received.

We are planning more of these in the future so if you would like to be invited, please let me know.

FUTURE PROOF YOUR BUSINESS WITH A FREE TECHNOLOGY AUDIT FROM IP-XCHANGE



Following on from what is being called the most inspiring [BCA conference](#) of the decade, ip-Xchange are proud to be associated with such a fantastic business community.

There was a lot of talk at conference about the best way to support the ever growing need for cutting edge technology solutions demanded by our clients and customers. So, whether you're a managed space provider, or part of the burgeoning co-working community, ip-Xchange are here to provide you with a **NO COST technology audit** of your current systems. This will include recommendations for how you might improve your connectivity and provide a better technological solution to effectively future-proof your business.

Call or email today to book your free audit and feel the love

Free Tech Audit

Call 020 3006 1414

Ask to speak to Richard or Nikki

To take advantage of this free service please call **020 3006 1414** or [email Richard or Nikki](#), who will arrange for one of their friendly 'no geek speak' technology gurus to come and assess your readiness for the rise of the co-working Gen Z's!

SMALL BUSINESS RATES RELIEF

In the budget in March the Chancellor permanently increased the Small Business Rates Relief from £6000 to £12000 in England from 1st April 2017. This is good news for business centres where they have all units individually rated as they will now be more attractive to qualifying businesses. The importance of this statement is the continuing support for small businesses which is essential for our market and customers.

THE FUTURE WORKPLACE

The Times had a supplement this Tuesday all about flexible workspaces. It was an excellent supplement which can only increase the awareness of the benefits of letting space on a flexible basis.

Regus had a full page article and highlighted the following statistics

74% of UK businesses believe flexible working makes employees more productive.

45% of UK professionals work outside their main office for more than half of their week

79% of UK businesses regard co-working as more cost effective than fixed office leasing

Other interesting quotes in the supplement were

"Flexible working practices have gone hand in hand with the increasing popularity of open plan offices where employees often hot-desk or work in wifi enabled social spaces within the building"

"While demographics are dictating the look of offices and the lifestyle they can offer, it is economics that is dictating where offices are based"

"Inspiring workspaces give people space to breathe and be creative, to work in different ways and to enjoy life outside the office as much as in it" Land Securities

"At the core of this five-star offering comes a deeply ingrained customer service culture" Leo Serviced Offices

"Disruption has the potential to be the new best friend of the office market" Jennifer Brooke, BCA

"If something can be automated, it should be. This cuts down costs and admin time and provides a much richer and frictionless experience for all parties" Mark Furness, Essensys

"Design still has to answer a business requirement and not be about gimmicks"

In an article about design, the top 5 design tips from Peter Crush were

1. Go minimalist
2. Create Cabins
3. Add colour
4. Lighten up
5. Add play spaces

The entire supplement can be found here <http://raconteur.net/the-future-workplace>

PREVIOUS NEWSLETTERS

If you did not receive a copy of my newsletters, you can find them on my website.

<http://www.thebusinesscentrespecialist.co.uk/newsletters.php>

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.

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